

SMITH BARNEY

A Member of *TravelersGroup*

Martin J. Silverman  
Vice President  
Real Estate

212-816-3001

December 4, 1996

Mr. Michael E. Sawtelle, CCIM  
The Pinnacle Group  
300 Convent Street, Suite 950  
San Antonio, Texas 78205

Dear Mike:

I wanted to thank you for your assistance in the negotiation of our lease renewal in the NationsBank Building. Through your involvement and efforts we were able to negotiate a very attractive transaction. You were very successful in leveraging our position even though we were somewhat of a "captive tenant". You also exhibited a very professional and effective style in dealing with a difficult institutional landlord.

I have worked with numerous Tenant Representation firms across the country and I found the services and expertise of The Pinnacle Group to be exceptional. I look forward to working with you on similar assignments in the future.

Sincerely,



Martin J. Silverman