

JAMES A. GRAASKAMP COLLECTION OF TEACHING MATERIALS

IV. UW REAL ESTATE ALUMNI ASSOCIATION

A. General Correspondence

5. Informational Correspondence from Alumni -  
Address Updates, and News of Career  
Opportunities and Changes

# University of Wisconsin Madison

**School of Business**  
1155 Observatory Drive  
Madison, Wisconsin 53706

**Graduate School of Business**

RE: Address Correction Form

Dear

In an effort to maintain a current mailing list of our alumni across the country, we have to continually update our mailing list for any changes that occur.

After the mailing of the November, 1981, newsletter a handful of letters were returned to our office. These letters were not deliverable as addressed and the Post Office was unable to forward them.

Although we did not have any returned letters from your area, we have enclosed an address correction form in the event that there is a change in the future.

Thank you again for your continued support of our school.

Sincerely,

Mike Casey, Alumni Administrator  
UW-Madison Real Estate Department

MC/sjw

Enclosure

MARCH 22, 1977

DEAR PROFESSOR GRAASKAMP,

I RECEIVED THE LATEST QUARTERLY NEWSLETTER TODAY AND, AS ALWAYS, APPRECIATED HEARING WHAT WAS HAPPENING TO FORMER CLASSMATES AND ABOUT THE REAL ESTATE SCENE IN GENERAL ACROSS THE COUNTRY. MY THANKS TO BOTH YOU AND MIKE ROONEY, AS WELL AS THE OTHER CONTRIBUTORS, FOR YOUR EFFORTS IN PUBLISHING THIS HIGHLY WORTHWHILE FEATURE.

WHILE I'M THINKING ABOUT IT, PLEASE EXTEND MY APOLOGIES TO JIM CANASTERO (EXCUSE THE SPELLING) FOR NOT YET SENDING HIM THE PLANS AND SPECS I PROMISED HIM FOR THE HIGH-RISE OFFICE BUILDING WHICH RAVENHORST CORPORATION BUILT IN BLOOMINGTON. AT ANY RATE, I HAVEN'T FORGOTTEN AND, ONE OF THESE DAYS, I'LL TRY TO GET A

SET RUN OFF FOR HIS USE.

THINGS ARE GOING WELL HERE IN MINNEAPOLIS THESE DAYS. OFFICE SPACE VACANCIES ARE DOWN TO VIRTUALLY NOTHING, WHICH HAS PROMPTED THE ANNOUNCEMENT OF FIVE NEW MAJOR DOWNTOWN BUILDINGS IN MINNEAPOLIS ALONE. OUR OWN SPECULATIVE OFFICE, OFFICE/WAREHOUSE, AND WAREHOUSE SPACE INVENTORY IS DOWN TO THE POINT WHERE WE HAVE VERY LITTLE TO OFFER ANYONE RIGHT NOW, ALTHOUGH WE HAVE SEVERAL BUILDINGS UNDER CONSTRUCTION. RAVENHORST'S OPUS 2, WHICH WE FEEL IS THE NICEST MIXED-USE LAND DEVELOPMENT IN THIS PART OF THE COUNTRY, IS GOING WELL ALSO. ABOUT HALF OF ITS 460 ACRES ARE NOW DEVELOPED. WE FEEL THAT IS FAIRLY SUCCESSFUL, SINCE THE FIRST SALES WERE MADE IN '74, AND ROAD AND UTILITY INSTALLATIONS WEREN'T ENTIRELY COMPLETED UNTIL LAST FALL. AMONG THE FACILITIES IN OPUS 2 IS AMERICAN FAMILY'S 60,000 SQUARE

2) FOOT NORTHWEST REGIONAL OFFICE BUILDING. WE'RE NOW DESIGNING AND BUILDING A 100,000 SQUARE FOOT SECOND BUILDING FOR THEM IN ST. JOSEPH, MISSOURI.

IT SEEMS THAT MORE AND MORE OF OUR BUSINESS IS COMING FROM OUT-OF-STATE. MINNESOTA'S UNFAVORABLE TAX CLIMATE AND COLD WEATHER HAS VIRTUALLY ELIMINATED ANY COMPANIES MOVING IN AND SEEMS TO BE FORCING SOME TO MOVE OUT. WE'RE LOOKING VERY SERIOUSLY AT OPENING A CHICAGO OFFICE, AS WE'RE ALREADY DOING LOTS OF BUSINESS THERE.

WELL, SO MUCH FOR THE NEWS. IF I UNDERSTOOD YOUR REQUEST FOR SALARY INFORMATION, YOU'RE LOOKING FOR REPORTS FROM GRADUATES OF THE PAST SEVERAL YEARS. ~~I~~ SINCE I WOULD GREATLY APPRECIATE RECEIVING A COPY OF THE RESULTS (WITHOUT NAMES) ONCE THEY'RE AVAILABLE, I'LL GLADLY COOPERATE.

I RECEIVED MY M.S. IN DECEMBER OF 1974, AND STARTED WITH RAVENHURST IN FEBRUARY OF 1975 FOR A MERE \$916.67 PER MONTH. WHILE I ALMOST HATE TO ADMIT THAT NOW, AT THE TIME THE COUNTRY WAS IN A SEVERE RECESSION, AND I WAS BROKE, IN DEBT, AND ABOUT TO BE MARRIED. AT ANY RATE, EFFECTIVE NEXT MONTH I'LL GO TO \$1650 PER MONTH, WHICH AT LEAST REPRESENTS A HEALTHY PERCENTAGE INCREASE. OF COURSE, THE BASE WAS AWFULLY LOW. I NOW ALSO HAVE A COMPANY CAR, WHICH I SUPPOSE IS WORTH ANOTHER \$200/MONTH OR SO.

PLEASE GIVE MY BEST TO THE REST OF THE STAFF AND AGAIN, I'D APPRECIATE RECEIVING A COPY OF YOUR SURVEY RESULTS IF I COULD.

SINCERELY,

Doug Reed



NEW YORK LIFE INSURANCE COMPANY 2001 BRYAN TOWER - SUITE 701, DALLAS, TEXAS 75201, TELEPHONE: (214) 742-6301

REAL ESTATE AND MORTGAGE LOAN DEPARTMENT

PETER T. CYRUS, MORTGAGE LOAN MANAGER

August 7, 1978

Dr. James A. Graaskamp  
202 A Breese Terrace  
Madison, Wisconsin 53705

Hello Chief:

It's been some time since we have communicated so I thought I'd bring you up to date with some things happening here. First, my new address is 2906 Kings Road, Apartment 207, Dallas, Texas 75219. The business address has also changed to New York Life Insurance Company, Real Estate & Mortgage Loan Dept., 2001 Bryan Tower, Suite 701, Dallas, Texas 75201.

It's been over a year now and I must say that it has been an educational one. I've been involved in some of the largest deals that have transpired in Texas this past year. They include a New York Life participation in a \$120,000,000 loan to Trammell Crow on the Dallas Market Center, and a \$95,000,000 loan to Gerald Hines on the Texas Commerce Plaza. I have also worked with the Hunt people on a suburban office building. Unfortunately, apartments seem to meet underwriting criteria most easily and, therefore, constitute the majority of loans that New York Life commits.

As I'm sure you are aware, compensation levels at New York Life do not meet industry averages. I began in April, 1977, at \$ 13,500 and currently drawing \$ 16,400. I do regret that this pulls the MS average down, but the slow quarter remains my goal.

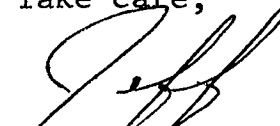
The Vice President in charge of Personnel in New York is very interested in upgrading compensation levels for appraisers and is anxious to receive your upcoming report on MS salaries. Please forward a copy to Mr. Arlen R. Dahlquist, New York Life Insurance Company, Real Estate & Mortgage Loan Dept., 51 Madison Avenue, New York, New York 10010.

Dr. James A. Graaskamp  
August 7, 1978  
Page 2

Enclosed you will find 1) a popular 45, "Freeze a Yankee", that I am sure the boys will get a charge of, and 2) a check to the Alumni fund.

Chief, hope things find you well.

Take care,



Jeff Robinson  
Appraiser

JSR:djt  
Enclosure



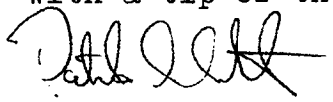
Date?

Mr. James A. Graaskamp  
202 N. Breeze Terrace  
Madison, Wis.

Dear Chief;

Thought I'd drop you a note and let you know what's happening. After I finished the "M.S." program, I found my nerves to be finely tuned for two careers; either to hunt wild polar bears in the artic with nothing more than a wolf skin and dagger or to enter the war against the IRS (namely taxes). Seeing I could do both in taxes, (fight the war and still make a killing), I chose it. So as this fall term begins, I find myself at Hamline University Law School in St. Paul steadily paging through volumes of material pursueing that ultimate goal of tax counsel. At this point in time, I'm debating whether a transfer to a Wisconsin law school would be more advantageous concerning jobs, bar exam exemption, and locale. If I decide to transfer, I may have to call on you for a recommendation. Until then, ride'em high and keep the newsletters coming, they're grrreat!

With a tip of the hat,



Patrick G. Seubert

March 28, 1978

Mr. James A. Graaskamp  
Professor  
University of Wisconsin  
School of Business  
Madison, Wisconsin

Dear Jim:

It has been a number of years since I have talked with you or have enjoyed receiving your Annual Report of JAG Enterprises. I do not consider the elimination from your mailing list as an affront but the loss of one of the earthly pleasures we are all confronted with from time to time. As a matter of fact, beside me is the last publication I received-1973. Perhaps your R.O.I. was drying up and therefore you had to close down the presses until more response was being returned to Madison.

Currently I am working for the 3M Company in their Corporate Real Estate Department. I had my 4 year anniversary there in January and my purpose in writing you other than to say hello, is to inform you that I am still using your name on my resume as a reference. At this point, I could be assured of at least a comment or two about you remembering that young fellow sitting with the blank stare on his face!! For this reason I have enclosed a copy of the informal resume that I include with any employment inquiries. The transition that I did not use above, is that I am currently looking for new employment on a low-key basis as related to positions I become aware of in the Twin Cities Metropolitan area.

The positions that I have sought to date are in both the public and private sector as related to adaptive re-use and mixed-use urban developments. My current position has been very diversified in the demands placed upon me, but corporate paralysis has begun to set in and I need exposure to the entrepreneurial aspect of real estate more first hand. As you can see from the enclosed resume, I have had both private and public sector involvement since days at Madison, even though the housing and redevelopment exposure was more of an advocacy planning type position in which we attempted to marshall developments desired by the neighborhood residents.

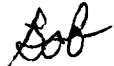
On occasion I get a chance to talk with Peter Hitch and Dave Reimer who you most likely know are in the Twin Cities; Hitch with First Bank Financial, and Reimer now in Hitch's previous position with Northwestern Mutual. Last time I was in Chicago I attempted to reach Michael Rootberg who I had been told was back from the West. How much of Cleveland does Mike Feiner own by now??? If you do get the opportunity to hear from various ex-graduates of your programs, it must be intriguing to find out how far-reaching the Graaskamp wisdom has now become.

To request continued response from you as a reference may be stretching the limits of reason, however unless I hear from you to the contrary I would like to continue doing so. The enclosed informal Personal Data-Resume should provide you with a perspective of my involvements since I was involved in your undergraduate program.

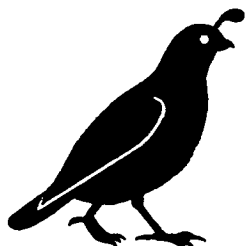
I hope this correspondence finds you and JAG Enterprises as witty and prosperous as ever. It would be interesting to be able to take some selected coursework from you now after gaining exposure to the market and living through the aberrations of the last several years. If you still send out seasonal greetings related to the travels and quips and quotes of the Graaskamp entourage, I would appreciate receiving a copy.

Thank you. Presently my inquiries about alternative employment are unannounced at the 3M Co.

Sincerely,

A handwritten signature in cursive script, appearing to read "Bob", written in dark ink.

Robert E. Soules, Jr.



# *Quail Run Marketing, Inc.*

5221 NORTH QUAIL RUN PLACE PARADISE VALLEY, ARIZONA 85253 (602) 945-4003

April 25, 1978

Prof. James A. Graaskamp  
202 North Breese Terrace  
Madison, Wisconsin 53705

Dear Prof. Graaskamp,

I hope this letter finds you in good spirits and health. Of all the professors in all the different classes I took while attending the University from 1964 through 1970, you not only taught me the most, but are the most memorable personally--inspiring, perhaps that is the right word.

Now that you've been overwhelmed by sentiment, let us get to my reason for writing. In 1969 or 1970, I was in a graduate finance course you taught having specifically to do with real estate finance. We were using a format for the investment analysis of real estate which resembled a cash flow statement with depreciation added back to come to a yield (or valuation) of a particular income property. I believe the technique was outlined in a text as well as in your own writings. In addition, it is my recollection it had been computerized.

I am anxious to re-learn (or at least refresh my memory) that technique, and to know what else you are using as an appropriate practical text for the analysis of income property.

Since graduating with an MBA in 1970, I have worked for a bank in Milwaukee, then came to Phoenix to join Dean Witter and Co. as a stockbroker, have been doing some marketing consulting on the side, but now have an opportunity to manage and broker investment real estate, especially income producing real estate with an emphasis on apartment projects, but including some office locations. It is an exciting project, and I'm really looking forward to it.

I look forward to hearing from you, and hope you can tell from my description the material I'm trying to locate. If you'd rather call than write, please do so in the evening at 1-602-971-4761 collect, of course.

Sincerely,

John E. Foltz

*A Quail Run Company*

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sent  
9/12

ONE BUSH STREET  
SAN FRANCISCO 94104  
(415) 445-1200

August 17, 1978

Professor James A. Graaskamp  
202A Breeze Terrace  
Madison, Wisconsin 53705

Dear Chief:

This letter is in response to a phone call I received from Steve Elpern in Chicago. He requested that I forward to you my current address along with my company address in order to facilitate future correspondence. I was unaware that I had become somewhat of a mystery man. Therefore, my current residence is:

2961 Mount Diablo Street  
Concord, California 94518  
(415) 689-1036

My business address is:

Coopers & Lybrand  
One Bush Street  
San Francisco, California 94104  
(415) 445-1314

I trust you are in good health and preparing for another academic year. I have reviewed your recent publication, The Simpson Appraisal, and have ordered a copy through our company. I not only find the presentation exciting, but Fran Larson's comments very informative. Congratulations on an excellent product! I look forward to speaking with you soon. Say hello to all, especially Mike Robbins.

Sincerely,



Wayne Batavia

WB/jr



August 1, 1978

Professor Jim Graaskamp  
Univeristy of Wisconsin School of Business  
1155 Observatory Drive  
Madison, WI 53706

Dear Jim:

I wish to announce that effective August 11, 1978 I will be leaving Verex Assurance, Inc., formerly known as Continental Mortgage Insurance, Inc. I will begin a new position in Denver, Colorado on August 15, 1978 as a Commercial Mortgage Representative with the Northwestern Mutual Life Insurance Company.

My new business address and telephone number will be:

Northwestern Mutual Life Insurance Company  
One Park Central  
Suite 1445  
Denver, Colorado 80202

303-893-0111

Please call me if I can ever be of assistance or if you have the opportunity to spend some time in Denver.

Sincerely,

A handwritten signature in cursive script, appearing to read "Stephen P. Bye".

Stephen P. Bye  
Manager of Staff Underwriting

SPB/mcs

**Verex Services, Inc.**  
150 East Gilman Street  
Box 7066, Madison, WI 53707  
608-257-2527  
800-356-8080  
800-362-8070 (within WI)



115 Sansome Street  
San Francisco, CA 94104  
(415) 433-0300

June 21, 1978

Professor James A. Graaskamp  
Landmark Research, Inc.  
202-A Breese Terrace  
Madison, Wisconsin

Dear Professor Graaskamp:

As you know, I am working for Steve Roulac at Questor Associates in San Francisco. I have been here four months now and am enjoying the work immensely. I am the legal specialist in the firm and am learning quite a bit about the financial aspects of real estate investment, the study of which I began in your courses. This organization is young and we are growing rapidly. I feel that it is a prime opportunity and I am very grateful to you for the kind recommendation you gave me. You are largely responsible for my position in this firm today. Thank you so much for your consideration.

I look forward to hearing from you the next time you visit your favorite City, San Francisco.

Very truly yours,

Joyce J. Alm  
Legal Analyst

Dr. James A. Graaskamp  
202A Breese Terrace  
Madison, WI 53705

Dear Chief:

I just wanted to drop you a quick note to let you know that I have accepted a position with Kirco Realty & Development in Bloomfield Hills, Michigan. As you may recall, I had been working as an Assistant Project Manager with Claremont Development Associates in Boston since graduating in May, 1985. Claremont had been going through some major changes resulting in, at last count, 17 people leaving the firm (either by termination or departure before termination). I left at the end of February and began looking for employment back home in the Detroit area. At Kirco I am employed as a Project Development Specialist allowing me to work primarily in the Project Development and Finance, while providing some assistance to the Acquisition and Construction areas. Kirco primarily develops commercial office, high-tech, and industrial space, while also doing some residential work. Kirco acts as Construction Manager/General Contractor on all its projects. I am really impressed with the firm and the quality of its work and people.

One other piece of information I am happy to pass along is that Nancy is pregnant. The expected date of arrival is August 28. Two of Nancy's sisters are expecting this year as well so our child will have plenty of cousins in the area to play with.

I trust all is well with you. I would like to make the alumni reunion this fall, but with the baby coming this fall I will have to take a wait and see approach. Please note my new work address and phone number below.

Warm Regards,



Kenneth W. Browne

Kirco Realty & Development Ltd.  
200 East Long Lake Rd., Suite 115  
Bloomfield Hills, MI 48013  
(313) 258-6300



AMERICAN REALTY CAPITAL, INC.

New York Office:  
American Realty Capital, Inc.  
375 Park Avenue  
New York, New York 10152  
(212) 223-1010

San Francisco Peninsula Office  
101 Lincoln Centre Drive, Suite 333  
Foster City, California 94404  
(415) 377-0500

March 9, 1987

Professor James A. Graaskamp  
University of Wisconsin  
School of Business  
1155 Observatory Drive, Room 118  
Madison, Wisconsin 53706

Dear Jim:

I hope you are well. As I told you a couple of months ago, I have left Lincoln Property Company and have purchased an interest in American Realty Capital, a New York based real estate investment and advisory firm. Enclosed is a summary of our activities. I will be sending you a more complete package shortly.

If you feel we might be helpful to the State of Wisconsin Investment Board, I would be appreciative of your thoughts and advice. I would be pleased to come to Madison if you felt a meeting with any SWIB board members or personnel would be appropriate.

Thank you for your assistance. My sincere best wishes.

Sincerely,



Stephen P. Jarchow

SPJ/sp

Enclosure

cc: Haaskamp  
orig to RARS

## Keep In Touch!

Let us know about the current activities in your professional life. Please complete the information below and return to:

Director of Publications  
School of Business  
University of Wisconsin-Madison  
1155 Observatory Drive  
Madison, WI 53706

*New* *D31*

Name Richard J. Johnson Degree/Year BBA 1972

Home Address 20722 Park Bend Drive Telephone 713/578-2421

City, State, Zip Katy, Texas 77450

Business Firm/Your Title Barker Interests Limited/Chief Financial Officer

Business Address 5151 San Felipe, Suite 1400 Telephone 713/961-5780

City, State, Zip Houston, Texas 77056

News for Publication in UPDATE Richard J. Johnson, BBA 1972, has joined Barker Interests Limited as chief financial officer. Barker Interests is a national real estate development firm based in Houston.

APR 21 1987  
School of Business

Address Change—for alumni records only

Job/Title Change—for alumni records only

Please send me information about \_\_\_\_\_

Moving or Moved? Help us keep up with you. Either contact the School of Business as indicated above or call the appropriate tollfree number listed below to give us your new address and telephone number.

1-800-362-3020 calling from Wisconsin (except the Madison area)  
1-800-262-6243 calling from outside Wisconsin (except Alaska & Hawaii)

Be sure to ask for the Alumni Records Office. Call between 7:45 and 11:45 a.m. or 12:30 and 4:30 p.m. central time, Monday through Friday.



THE  
ACKERMAN /  
GROUP / ARCHITECTURE,  
PLANNING & PRESERVATION, A.I.A.

233 A Street Suite 1105 San Diego, California 92101 4059 619-232-7605

May 6, 1987

Dr. James Graaskamp  
Landmark Research  
202 North Breeze Terrace  
Madison, Wisconsin 53705

Re: Relocation

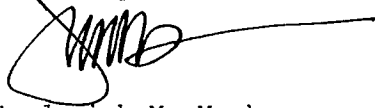
Dear Chief:

Since we last spoke by telephone on October 14, 1986 concerning alumni based in California, I have made a decision, effective April 20, to move to San Diego. I have resigned as a principal of Phil Scott + Associates Inc. of Austin, and have joined The Ackerman Group.

I have already made contact with Jon Cowan, Kirt Tetzlaff and Pat Rohan in town, and expect to see all of them on a regular basis. You could be of further assistance to me in terms of networking if you are aware of any businesses or individuals from the midwest area who are involved with real estate investment in Southern California and may need a local architectural firm to represent them. My firm's services would include feasibility analysis (programming, planning, city permits), design and production, and construction administration. I will call you about this in several weeks.

When convenient, please have your administrative assistant update my address on the alumni directory to reflect my new position.

Sincerely,



Frederick M. Marks  
Associate

FMM:hcb

MOK

5022

cc: Jhanner  
Graaskamp  
orig to PARS

# Keep In Touch!

Let us know about the current activities in your professional life. Please complete the information below and return to:

Director of Publications  
School of Business  
University of Wisconsin-Madison  
1155 Observatory Drive  
Madison, WI 53706

Name Rick A Schroeder \* Degree/Year Real Estate/Finance 1983

Home Address 1642 S. Westgate Ave. Telephone (213) 937-4750  
207-9727

City, State, Zip Los Angeles CA 90025

Business Firm/Your Title Manning, Leaver, Bruder & Berberich

Business Address 5900 Wilshire Blvd. Telephone (213) 937-4730

City, State, Zip Los Angeles, CA 90036

News for Publication in UPDATE graduated from UCLA School of Law; passed the 1986 California

Bar Examination; an associate with the above law firm, working in commercial and banking law; going to be married to Beth C. Ackerman (B.A. Psychology 1982) <sup>UW Madison</sup> who is also an attorney in LA

Address Change—for alumni records only

Job/Title Change—for alumni records only

Please send me information about \_\_\_\_\_

\* Updated vita on following page

RECEIVED  
APR 23 1987  
School of Business

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**RICK ALAN SCHROEDER, ESQ.**

638 Lindero Canyon Road, No. 392

Agoura, California 91301

Telephone (818) 879-1943

Telefax (818) 879-5443

E-Mail [schroederlaw@compuserve.com](mailto:schroederlaw@compuserve.com)

*Bankruptcy, Insolvency, Creditors' Rights, Commercial and Business Litigation*

**RICK A. SCHROEDER** born Edgerton, Wisconsin, June 10, 1961; admitted to bar, 1986, California and U.S. District Court, Central District of California; 1987, U.S. District Court, Eastern and Southern District of California; 1990, Minnesota and U.S. Court of Appeals, Ninth Circuit. *Education:* University of Wisconsin (B.B.A. 1983); University of California at Los Angeles (J.D., 1986). Beta Gamma Sigma. *Member:* Ventura County Bar Association, East County Bar Association, San Fernando Valley Bar; State Bar of California; Minnesota State Bar Association;

[entry in Martindale-Hubbell, modified]

May 19, 1987

Dr. James Graaskamp  
University of Wisconsin  
School of Business  
Madison, WI 53706

Dear Chief:

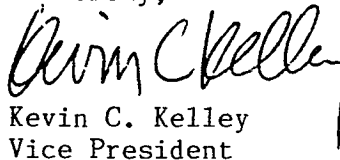
I was recently appointed by Baird & Warner to manage their Denver office. In this capacity I will be involved in overseeing the mortgage banking group and, to a lesser extent, their asset management group.

I am looking for a recent grad (prefer a B.A.), who would assist me on the mortgage banking side. This person's responsibility would be to prepare initial packages and submissions to lenders, to do market studies, appraisals, cash flow analysis, and to assist in loan closings. This person could eventually work into a production position, depending upon market conditions, his or her abilities, etc.

I am very motivated to find someone who could start quickly, so I would be happy to spend a day in Madison to talk to any interested people.

I appreciate your help and look forward to hearing from you.

Sincerely,

  
Kevin C. Kelley  
Vice President



KCK:kmc

# JMB/Centers Management Company

May 12, 1987

---

JMB/Federated Realty  
Associates

Lee M. Letchford

**RE: POSITION CHANGE  
ROBERT J. COOK**

I'm glad to announce the promotion of Bob Cook to Vice President, Director of Administration for JMB/Centers Management Company. Bob has done an outstanding job since joining the Company and I look forward to his contributions in his new role. Join me in congratulations and best wishes.

*LML*

LML/tt

# Memo



4f

Let us know about the current activities in your professional life. Please complete the information below and return to:

Director of Publications  
School of Business  
University of Wisconsin-Madison  
1155 Observatory Drive  
Madison, WI 53706

Name WERNER T. KOSTENDT et. al. Degree/Year MS- 81 (Real Estate)

Home Address 128 Hamilton Avenue Telephone 201-652-2141

City, State, Zip Glen Rock, New Jersey 07452

Business Firm/Your Title L.W. Ellwood and Co. / associate

Business Address 615 Franklin Turnpike Telephone 201-652-2141

City, State, Zip Ridgewood, New Jersey 07450

News \_\_\_\_\_

WERNER T. KOSTENDT, MS '81 (Real Estate) and CHARLES S. SEGAL, MS '83 (Real Estate), employed by L.W. Ellwood and Company, New York were integrally involved in the market analysis and valuation of Rockefeller Center in midtown Manhattan. The \$1.6 billion appraised value of the 6,000,000+ square foot complex indicates that the proposed transaction involving Rockefeller Center will be the largest deal involving a single property in U.S. history.

DENNIS N. ANDERSON, MS '64 (Real Estate) is president of L.W. Ellwood and Company. The firm is recognized nationally as a leader in the field of real estate valuation and consulting.

Please send me information about \_\_\_\_\_

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3/17/8

Name Susan A. DeMamur

Degree BBA Major(s) Real Estate

Graduation Date (Mo/Yr) 12/77

Present Address 300 La Bionda Drive #401  
Rancho Palos Verdes, CA 90274

Name of Employer Foreman, Thompson & Assoc, Inc.

City and State Newport Beach, CA

Position and Department Real Estate Research Assistant, RE Analysis

Starting Salary (confidential) \$17,680/year

Enrolled in Graduate or Professional School No. - plane to take night courses at UCLA or USC  
(Name)

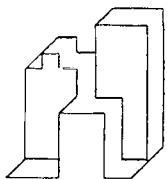
Other plans \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

3x5 ✓  
5x8 ✓

NO file  
nh

Sorry this is late, but I've been on the road a great deal. Excellent opportunities for real estate graduates here in southern California. Many offers to choose from in the \$15-18,000 range for people with BBAs!

**JOSEPH  
FARBER**  
and company, inc



Real Estate Counselors and Appraisers

June 13, 1983

University of Wisconsin  
James A. Graaskamp, CRE  
Landmark Research, Inc.  
Pyare Square Building  
4610 University Avenue, Suite 105  
Madison, Wisconsin 53705

Dear Professor Graaskamp:

Joseph Farber and Company, Inc. is a real estate appraisal and consulting firm and we have a job opening for a real estate appraiser. We are seeking an MAI or an advanced MAI candidate with experience in writing narrative appraisals on income producing property.

Joseph Farber and Company, Inc. was founded in 1963. We specialize in large-scale commercial properties. The position offers an attractive compensation and benefits program and an environment that encourages professional growth. The firm has a long standing relationship with major corporate and institutional clients and operates on a nationwide basis.

For additional information, contact Joseph Farber, MAI, CRE, or Richard L. Simon.

Sincerely,

JOSEPH FARBER AND COMPANY, INC.

Richard L. Simon  
Executive Vice-President

RLS:jmc