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The Honorable Ivan Allen, Jr.
Mayor of Atlanta
Georgia

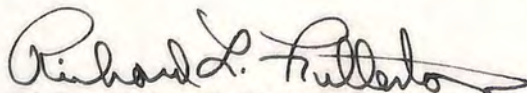
Dear Mayor Allen:

In behalf of Mr. Kahn and all who are working with us in the establishment of a comprehensive breakthrough in construction costs, I wish to express our sincerest appreciation for the time and energy you gave us this afternoon. I realize your very crowded schedule and the crisis proportions of your daily responsibilities.

As you know, the federal people, as well as all concerned citizens, are almost desperately anxious to see a price breakthrough made, so that the poor people can have the dignity of ownership without it being a total subsidy condition. To build public housing for \$17,000 per unit is not the answer. The answer can only be found in that which made America great in the first place - a frugal approach to life's many opportunities for stewardship.

We have had an earnest desire to prove the potential of our construction techniques in an urban setting. My previous letter was comprehensive in that regard. I am very sure that the federal people (beyond the regional HUD office) would be enthusiastic in their cooperation, and it is a conviction with me that Atlanta would gain much from the fact of being the place where this honest and good American thing transpired. The time crisis is upon us as it is upon everyone, so that we cannot afford to let this summer pass while only procedural affairs are cared for. We were not too late in our original presentation. We came in several weeks ago with a very serious proposition and are still as sincere as we were then.

Again, please accept my gratitude for your gracious hospitality and my pledge of continuing support in the days which face us all.


Richard L. Fullerton

RLF*jl

cc: Messrs. Kahn, Young, Scharffenberger,
✓Sweat, Alexander, Douglas, Burke, Jones,
Rapp, and Gammon