

C. A. HOWLETT

Vice President
Public Affairs



4000 E. Sky Harbor Blvd. Phoenix, Az 85034 • (602) 693-5751

October 20, 1997

Mr. Michael Monti
Monti's La Casa Vieja
Three West Mill Avenue
Tempe, Arizona 85281

Dear Michael:

On behalf of America West Airlines, I want to thank you for your assistance in contacting the Tempe City Council in an effort to facilitate our corporate headquarters project.

The reports from City staff are positive at this point. There are a few final issues to resolve, but we are optimistic. We are working hard to resolve these issues as soon as possible. As a reminder, we are extremely concerned over the confidentiality of these discussions and appreciate your continued effort in this regard.

Thank you again for your assistance. We will be talking to you again soon regarding City Council meeting strategy.

Sincerely,

A handwritten signature in black ink, appearing to be 'CAH', written over a horizontal line.

C.A. Howlett
Vice President, Public Affairs

CAH:cqv

C. A. HOWLETT

Vice President
Public Affairs



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November 3, 1997

*NOON
TODAY*

CONFIDENTIAL

Mr. Michael Monti
Monti's La Casa Vieja
Three West Mill Avenue
Tempe, Arizona 85281

Dear Michael:

Negotiations with Tempe are proceeding constructively. We may be in a position to announce something soon.

Taking the optimistic view, we are pre-planning the press announcement. We are in the process of preparing a press kit and would like to offer you an opportunity to include a statement on your organization's letterhead to be included in the packet.

Presumably, the press statement would speak favorably about the project, its impact on downtown Tempe, the Rio Salado project and your own organization. It would also applaud the Tempe City Council and staff for their tough negotiations and vision. If possible, I need your statements by close of business on Thursday, November 6th.

As a reminder, there is no deal yet and this is preliminary planning only. Your continued respect of this confidence is greatly appreciated.

Sincerely,

A handwritten signature in black ink, appearing to be 'C.A.' followed by a stylized flourish.

C.A. Howlett
Vice President, Public Affairs

CAH:cqv

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