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JOHNSON  
CONTROLS

Jeff Davidson  
Executive Director  
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Chapel Hill, NC 27514-6819

March 10, 1998

Dear Jeff:

I certainly found your luncheon keynote speech and the seminar session on "Managing the Pace With Grace" enlightening. Your suggestions on "Managing the Beforehand" have already been useful. I look forward to listening to the cassette recording on *Breathing Space*.

Thanks again for a common sense approach to succeeding in the '90's.

Sincerely,

JOHNSON CONTROLS, INC.



C. Patrick Hardwick  
Business Development Manager, Health Care  
CPH:mt  
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