



4235 Richmond Ave.
Houston, TX 77027-6840
713.621.0022
fax: 713.621.2537

June 26, 2003

Dear Valued A&E Client,

Tuesday, July 15, 2003 will mark a historic day for A&E. At the end of that working day, we plan to run our last Diazo blueline, sepia and Mylar prints and officially close the department. This will end a chain of events that began with the advent of computer aided drafting (CAD). Just as CAD replaced manual drafting, Diazo printing has been replaced by electronic, digitally imaged blacklines (DIBs).

In a letter to our customers dated November 16, 2002, we stated, "The majority of our clients have embraced the advantages of this new technology. We recognize that there is still demand for Diazo printing, albeit significantly less. At some point, it will probably be necessary to discontinue Diazo services." And now, that time has come.

While it has been difficult to make the decision to discontinue the service that has been the backbone of this company for almost 40 years, technology has moved forward. A&E offers the following alternatives to our Diazo customers:

- Customers requesting blueline prints will be offered digitally imaged blacklines.
- Customers requesting paper sepias will be offered digitally imaged vellums.
- Customers requesting Diazo Mylars will be offered digitally imaged Mylars (film).
- We will continue to provide self-service bluelines at our Richmond Complex.

As is the case when one technology replaces another, there may be some cost differences. In some cases the digital process will be about the same or even a little less. In other cases, it may be marginally more expensive. If you have any questions about the process, pricing or if you would like to discuss the advantages of digital printing for your current Diazo projects, please contact your account manager, or Kim Muncy, AEC Sales Manager at 713.579.2097 or kmuncy@aecomplex.com or me. We are available to discuss any comments or concerns that you may have, feel free to call us anytime.

We are grateful for your patronage and always strive to provide you the highest quality products and the finest customer service possible.

Sincerely,

Roger Gremillion

Roger Gremillion
Vice President – Operations and Finance
713.579.2020
rgremillion@aecomplex.com



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