

December 18, 2001

Dario DiMare
Dario Designs
205 Walnut St.
Framingham, MA 01702

Dear Dario:

It's hard to believe that a year has already gone by since we moved into our newly renovated newsroom and production facility. Although it is long overdue, I made a personal vow not to let the year end without properly thanking you and your entire staff for the wonderful job you and they did in helping me (and The Press) in making this project a complete success. Everyone loves the new digs, and we receive much praise internally and from visitors about the new facilities.

The challenge of entirely renovating our 30 year-old editorial/production building was well beyond my experience at every stage from initial design and budget estimates through the actual construction. The partnership we formed from the beginning (both me personally, and between our respective companies) made a daunting project, if not easy, at least do-able, and do-able on time and on budget.

I can't give enough complements about the quality of expertise in design, the good advice, and solid construction management experience that your staff provided from beginning to end. I think what sets your company apart from the other A/E firms is a level of flexibility and cooperation that is unique in the industry. Where other firms tend to be "bureaucratic", your firm is noticeably "un-bureaucratic". In the slang of the day, you and your whole staff are just "cool" to work with.

I have to particularly single out the partnership I formed with David Hogan, and later, Rick Hayden. Both were so instrumental to the success of the project, it's hard to articulate how great they were to work with. Thinking back over the many, many design and cost issues we had to tackle to get this project from our first discussions, through budget development and approval, and to move-in day, it only happened because of David's personal interest in our project and his un-ending patience with me. The same could be said about Rick throughout the entire construction process.

Without any doubt or hesitation, you can be sure that any future construction, renovation, or process design projects I'm involved with will start with a phone call to Dario Designs. I would be more than happy to say the same to any prospective client who is looking to work with the best in the business.

Again, I apologize for taking so long to offer the appropriate thanks that was well earned and long overdue. Once I sat down to finally write this letter, it turned out to be surprisingly easy to give all the credit that you (all) have more than earned. Happy holidays to you and your entire staff.

Sincerely,



John Rodney
Director of Operations
South Jersey Publishing Company