



CORPORATE OFFICE
6655 Garden Road
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HTLTEST.COM
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Friday, October 7, 2011

Dear Friends and Colleagues,

I am very excited to announce that HTL has joined Architectural Testing.

On Friday, September 30th, 2011, our board sold HTL to Architectural Testing Inc. While this might seem sudden, we have been on friendly terms with ATI for many years and are excited about being able to truly provide everything a client would need from a world's leading architectural testing services company. We are very much looking forward to our future together under the Architectural Testing name.

Several months ago, Architectural Testing reached out to us and said they were looking to expand their company. We decided it was worth exploring what a relationship would look like. We have found much in common - we have the same visions of growth, innovation, expert knowledge, quality, and customer value. Our joining unites two of the largest players in the construction product testing industry, enabling us to provide our customers with a broader set of solutions for product testing and certification, as well as building sciences and engineering services.

Over the past several months, as we have gotten to know each other better, both sides became more and more energized about the possibilities of leveraging each other's strengths. We realized that we are both very customer-focused companies. Architectural Testing focuses on competitive pricing, vast selection of testing services, and convenience through many regional laboratories. HTL accomplishes this through developing relationships, creating personal connections, and delivering exceptional customer service.

We realized that Architectural Testing's resources, technology and operational experience had the potential to help us accomplish our goals. Architectural Testing realized that it is our culture that enables us to deliver the HTL experience that customers very much value. Henry Taylor, President of Architectural Testing, has made it clear time and time again that he has a great deal of respect for our culture and company. Our synergies will allow us to create the world's leading product testing company.

We think that now is the right time to join forces with Architectural Testing because there is a huge opportunity to move even faster towards our long term vision. Our vision remains the same: We're absolutely dedicated to meeting the diverse needs of the building product and construction industries for manufacturers, architects and engineers all across our growing global service territory. Together with Architectural Testing, we can meet our clients' needs even better.



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It is definitely an emotional time for me. I have been associated with HTL from day one. The feelings I am experiencing are similar to what I felt in college on graduation day: excitement about the future mixed with fond memories of the past. The last 17+ years have been an incredible ride, and I am excited about what we will accomplish together in the future as we continue to grow as Architectural Testing!

As always, we will continue to work hard to earn your business and provide superior customer service and product testing solutions, and I want to personally thank you for your loyalty and support. If you have questions, please do not hesitate to contact me.

Sincerely,

Vinu J. Abraham, P.E.
Vice President - Southeast Region
Architectural Testing, Inc

An official public announcement will be made on Monday, October 10, 2011. More information will be available then at www.archtest.com.

Common Questions:

Q: What will change?

A: Our name.

Q: Will staffing change?

A: No, we have no plans to change staffing. Your existing contacts remain unchanged, so you will work with the same dedicated people with which you are accustomed. As of today, I am assuming the position of Architectural Testing's Vice President - South East Region and will be responsible for all current HTL operations and already-established Architectural Testing locations in Tampa, Dallas/Fort Worth, and Houston. This southeast region is a part of a network of 23 laboratories and offices in North America.

Q: Will any of the offices be closed?

A: No, all current operations will remain open.

Q: Are HTL test reports still valid?

A: Yes, HTL test reports will always be deemed valid and recognized by certification authorities. No changes will be made to previously released reports.

Q: Will this affect current testing projects?

A: No, all current quotes are valid, and all current projects will continue uninterrupted. Your contact at HTL will keep you informed.

Q. Was this decision a financially based one?

A: No, HTL has maintained constant growth throughout the years and was completely financially secure. This was not an easy decision, but one that was determined to be in the best interest of our customers and employees.