



14 Industrial Way  
Portland, Maine 04103  
TOLLFREE 800.734.3230  
LOCAL 207.774.2689  
FAX 207.772.6378  
www.portlandcolor.com

November 14th, 2011

Dear Friends, Clients, and Suppliers,

At the close of business today, November 14, 2011, Portland Color will become a division of Designtex (<http://www.designtex.com/>). Designtex offers Portland Color an opportunity to grow while still being able to maintain the values of quality, service, and sustainability that are at our core. Business will continue as usual on November 15th, but under new ownership. I feel confident that the transition will proceed with a minimum of disruption.

Designtex, a division of Steelcase, is based in New York City. Portland Color has been a Designtex Surface Imaging Division vendor for over three years. Portland Color's production facility will remain here in Maine, and the salespeople, account executives, managers, and production staff working on your account will remain the same. I will be available for questions during the transition period, and am joining Designtex as an employee with responsibilities in product planning and integration.

Thank you for the opportunity to work with you as Portland Color. Some of you have been my clients or suppliers since I began this company in 1988. Some of you have only been associated with us for a few months. In either case, I appreciate the relationship that we have had with you.

Best Wishes,

Andy Graham  
Founder / President

*INNOVATION*

*ARTISTRY*

*SUSTAINABILITY*

