



**ADVANCED MANAGEMENT INSTITUTE**  
*for architecture and engineering*

February, 2008

Dear Colleague:

I am pleased to inform you that after much consideration AMI has decided to merge with FMI Corporation.

During the initial discussions and subsequent due diligence process, we learned AMI and FMI share the same vision and values – a commitment to helping our clients to be more successful.

FMI has been fulfilling these values for the building and construction industry since 1953 and they have also done some impressive work with architects and engineers. AMI has been, and will continue to be, focused on the A/E/C industry.

What does this mean to you? You will be working with the same AMI professionals on a day-to-day basis. And we will have many more resources from which to draw for your benefit. You will also be seeing AMI and FMI mentioned together more frequently.

More information about our integration is attached.

If you have any questions or concerns feel free to call me. We look forward to a continued, and mutually beneficial, relationship.

Best regards,

A handwritten signature in black ink that reads 'Louis L. Marines'.

Louis L. Marines  
President

A business unit of FMI Corporation





**FOR IMMEDIATE RELEASE**

**February 22, 2008**

**Contact: Tom Smith**

**919.785.9236**

**[tsmith@fminet.com](mailto:tsmith@fminet.com)**

## **FMI Corporation to Incorporate Advanced Management Institute**

### **FMI to Offer More Products and Services to A/E/C Industry**

**RALEIGH, N.C.**, February 22, 2008 – FMI Corporation, management consultants and investment bankers to the worldwide built environment, announced it will integrate Advanced Management Institute (AMI), a Napa, Calif.–based firm offering leadership development, training and consulting services to architecture and engineering, into its organization. This new capability will allow FMI and AMI to offer more comprehensive products and services to the A/E/C industry.

Serving the design industry for 19 years, AMI has offered research and informational products and helped firms and individuals develop their leadership, management and business skills that are consistent with what FMI has been providing to the broader construction industry since 1953. AMI has a robust network of faculty and consultants that provide the highest levels of executive and management development, transition and succession consulting, and project leader training and development.

“The combined forces of AMI and FMI will allow an expansion in depth and capacity of consulting services to our architectural and engineering clients. The construction industry is broad in scope and while we have always considered architects and engineers as part of our core target, they have become even more so with the growth of design/build,” said Hank Harris, president and CEO of FMI.



“We’re pleased to be joining forces with FMI. Together we will powerfully accelerate the quest of design professionals and their firms to serve society with the full and valuable potential of their skills and leadership, thereby creating a built environment that makes America an even better place to live, work and prosper,” said Lou Marines, president of AMI.

For additional information on FMI Corporation and Advanced Management Institute, or to schedule an interview with Hank Harris or Lou Marines, please contact Tom Smith at FMI Corporation at 919.785.9236 or [tsmith@fminet.com](mailto:tsmith@fminet.com).

### **About FMI**

FMI, management consultants and investment bankers to the building and construction industry, delivers innovative solutions to contractors, engineers, architects, environmental firms, manufacturers of construction equipment, construction materials producers and distributors, private owners, government agencies, utility companies, surety companies and trade associations. FMI’s management consulting practice provides a wide array of services including strategy development, leadership and organizational development, marketing and related research and project delivery improvement. FMI’s investment banking practice provides merger and acquisition advisory services, capital placement and financial advisory services. Founded in 1953, FMI is headquartered in Raleigh, N.C., and has offices in Denver, Napa, Calif., Phoenix and Tampa, Fla. For more information, visit [www.fminet.com](http://www.fminet.com).

###