



## *First American Long & Melone Title Company, Ltd.*

333 QUEEN STREET, SUITE 500 • HONOLULU, HAWAII 96813 • TEL (808) 536-3866 • FAX (808) 537-5448

*Elia W. Long,  
President, C.E.O.*

November 30, 1999

Mr. Michael A. Pietsch, President  
Title Guaranty of Hawaii, Inc.  
235 Queen Street, 7<sup>th</sup> Fl.  
Honolulu, Hawaii 96813

Re: On Going Imaging at BOC

Dear Mike,

On behalf of STS (Smart Title Solutions) and the members of HCTP (Hawaii Central Title Plant) I have been asked to discuss the following proposal with you. STS and HCTP would like to propose a joint venture agreement with Title Guaranty regarding the on going imaging at the BOC. It is our belief that this scenario will provide an even playing field for all companies in our industry and unify the support of this project by the HLTA.

We propose contributing a proportionate share of the initial capital outlay and the monthly operating expenses to generate the images. We would ask for daily downloads of the images.

HCTP will communicate its support of this project to the Department of Land and Natural Resources, should we consummate an agreement.

Please let me know your thoughts regarding this proposal.

Sincerely,

Elia W. Long

**✓ ACTION  
ITEM**  
No. (808) 537-3160

400117