

Whitney Bros. Co.  
Mr. Brian Vaillancourt  
Box 644  
93 Railroad Street  
Keene, New Hampshire 3431  
USA

Dear Brian Vaillancourt:

Congratulations on achieving GREENGUARD Certification. This accomplishment is an effective way to show your company's commitment to sustainability and the health and well-being of your customers.

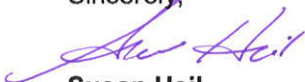
GREENGUARD Certification also enables you to differentiate your GREENGUARD Certified product(s) in the marketplace. Architects, designers, product specifiers and consumers recognize the GREENGUARD mark, and select GREENGUARD Certified products and materials to assure the best air quality for their indoor environment.

As a manufacturer of certified products, you are encouraged to use the GREENGUARD Certification mark and program verbiage. In an effort to help you promote your certification, GREENGUARD has a number of resources available to you.

- **Marketing Communications**
  - Assist with messaging development and communicating the value of GREENGUARD Certification throughout various marketing tactics.
  - Review and approve marketing materials utilizing the GREENGUARD mark and program verbiage.
  - Provide press release verbiage and approval.
- **GREENGUARD Material**
  - GREENGUARD marketing collateral is available for your use at tradeshow and events. A list of all marketing material has been included as well as a few samples for your review.
- **Training / Education**
  - Provide certification value training for your organization via webinars or prior to tradeshow.
  - Offer continuing education units (CEUs) to raise awareness about indoor air quality.
  - Train your team to deliver fully accredited CEUs to targeted audiences thereby enhancing key relationships.
- **My GREENGUARD**
  - This is a section of the GREENGUARD website dedicated to manufacturers with certified products.
    - Log in to My GREENGUARD at [www.greenguard.org](http://www.greenguard.org) and click on Marketing Materials for pdf versions of GREENGUARD marketing collateral, informational sheets for staff and customer education and to upload products.
  - If you have not created a My GREENGUARD account, or experience technical difficulties, please contact Vondia Wells at [vwells@greenguard.org](mailto:vwells@greenguard.org).

Once again, congratulations on your certification and thank you for your commitment to improving indoor air quality. If you have any questions please do not hesitate to contact me via email or at the numbers listed below.

Sincerely,



**Susan Heil**  
Director of Marketing  
678.444.4065 - Direct Line  
800.427.9681 - Main Line  
[sheil@greenguard.org](mailto:sheil@greenguard.org)