



Re: Green, LEED, Certification Letter 06/29/2010

Dear Valued Customer,

Florim USA, declares and certifies that the product listed below contributes to the requirements for the U.S. Green Building Council (USGBC) Materials and Resources: Recycled Content Credit.

|                     |      |
|---------------------|------|
| Navajo (all colors) | ≥40% |
|---------------------|------|

The 40% recycled content is achieved by using:

1. Byproduct of Construction aggregate material:  
It's a pre-consumer waste (or byproduct) originated from segregating fine residues during the processing of industrial sand. The original product is used as construction aggregates used in applications as aggregate for concrete, asphalt, railroad construction and others. Florim USA has been able to develop a process to successfully incorporate this waste into the tile production; otherwise it would have to be disposed in some manner such as hauling it off and dumping it as a waste with the expensive, wasteful and environmental consequences. Most of the percentage actually is due the usage of this material.
2. Fired Scrap from external supplier (and internal generation):  
Fired tile, not graded to be regularly sold in the market and ground to be incorporated in the composition.
3. Glazes and body waste from processing
4. Glass Scrap (post consumer) – It's a post-consumer waste originated from disposal of household regular glass containers – mostly bottles – that are collected by Montgomery County (Clarksville, TN)

In addition, Florim USA recycles 100% of the industrial water used in the production process.

We appreciate your continued support and feel confident that your sales will thrive by recommending our products. Our commitment is simple; strive to do what is best for our customers and for our planet, while providing a product that meets and exceeds your expectations.

Very truly yours,

*Stefano Rabaioli*

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