



7/11/14

Kurt Miller  
Macalester College  
1600 Grand Ave.  
St. Paul, MN. 55105

**Re: Congratulations on Macalester College's Sustainable Practices!**

Dear Kurt,

As you know, it is estimated that in the US alone, as many as 480,000,000 whiteboard markers are thrown out by schools, universities, and other learning institutions each year. Our write-out tests show that Auspen Refillable Whiteboard markers will go up to 12 times farther than the average whiteboard marker when refilled with one 23 ml Auspen Refill Bottle. Using this parameter, we can estimate that by buying and using the 295 Auspen Markers so far, Macalester College will keep another 3540 markers out of the landfill by refilling. Our motto is "pen fill, not landfill". Congratulations Kurt Miller and Macalester College for your sustainable practices!

Sincerely yours,

A handwritten signature in cursive script that reads "James M. Richards".

James Richards  
Auspen Regional Sales Manager  
Auspen North America  
[www.auspen.com](http://www.auspen.com)