

HAVERFORD COLLEGE

OFFICE OF THE PRESIDENT

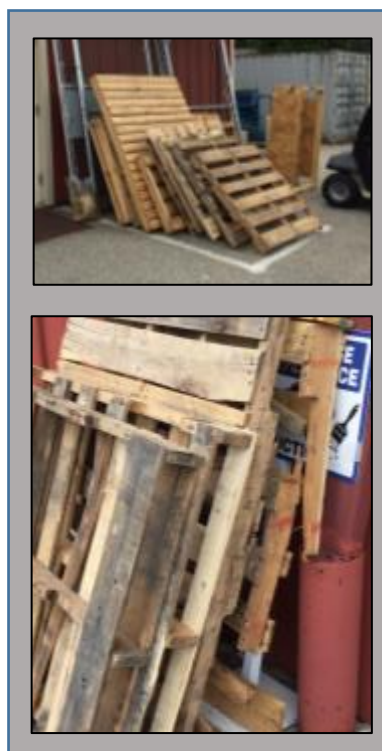
June 2017

Mr. James Bankes, CEO
Samsill Corporation
P. O. Box 15066
Fort Worth, TX 76119

Dear Mr. Bankes:

As an approved supplier to Haverford College, your company is familiar with our strong commitments to social responsibility and environmental stewardship that drive our educational and business practices. We appreciate Samsill's environmentally-minded efforts and trust that, like Haverford, you are committed to reducing further your carbon footprint and waste.

To that end, I write to invite your collaboration with an emerging technology that has the potential to work better for us and for you: corrugated shipping pallets. Your firm is one of a number that leave behind wood pallets following deliveries. (See the cumulative effect in these photos from campus.) Dirty, heavy, and often with protruding nails and/or wood shards, these pallets are liabilities that require extra resources to handle and dispose. We are seldom able to reuse wood pallets or give them away, and they are left to sit in a corner of the campus until they are transported to a dumpster and on to a landfill, undermining our efforts to minimize waste and reduce our carbon footprint.



For these and other reasons, **we ask that future palletized shipments to Haverford by your company be sent on recyclable corrugated paper pallets whenever possible.** Each pallet the College receives that is easy to handle and to recycle is a meaningful improvement to us. We anticipate that you might find similar benefits within your own operations, in addition to the many environmental benefits that corrugated pallets offer over wood ones. Enclosed is a white paper with details, which we found compelling. We look forward to working with you to advance our common environmental and operational goals.

Sincerely,


Jesse H. Lytle
Vice President & Chief of Staff