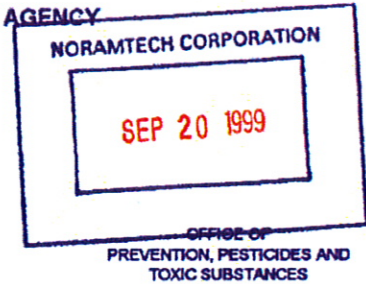




UNITED STATES ENVIRONMENTAL PROTECTION AGENCY
WASHINGTON, D.C. 20460



SEP 14 1999

Mr. Michael Oberlander
President, Noramtech Corporation
2100 Central Street
Kansas City, MO 64108

RE: EPA/Design for the Environment-Noramtech Partnership

Dear Mr. ^{Mike} Oberlander:

This summer's drought across many parts of the country serves as a dramatic reminder of the importance of water in our lives and of the critical need to conserve it and other natural resources. As you know, conservation of resources is an important element of the EPA Design for the Environment's Formulator Initiative. DfE enlists your support in emphasizing the resource conservation message to laundries and other users of your products.

Innovative laundry formulations like Noramtech's Wash 'N Bleach Extra help protect the environment and human health, and offer the potential for significant resource savings. Wash 'N Bleach Extra's use of environmentally conscious ingredients in a one-cycle, low-temperature system saves water and energy, extends fabric life, and reduces effluent treatment costs. We applaud your environmental stewardship.

As our partnership progresses, keep us informed on Wash 'N Bleach Extra's status in the marketplace. Have you had much success delivering the resource savings message? Are potential customers interested in the environmental and human health aspects of your improved formulation?

EPA/DfE is interested in your experience marketing an environmentally oriented product. We would like to reinforce the message that use of Wash 'N Bleach Extra is good for a laundry's bottom line and the environment! Let us know if we can be of help.

Hope to hear from you soon—and much success!

Sincerely,

David Di Fiore
Design for the Environment Program



UNITED STATES ENVIRONMENTAL PROTECTION AGENCY
WASHINGTON, D.C. 20460

APR 7 1999

OFFICE OF
PREVENTION, PESTICIDES AND
TOXIC SUBSTANCES

Mr. Michael Oberlander
President
Noramtech Corporation
2100 Central Street
Kansas City, MO 64108

Dear Mr. Oberlander:

The U.S. Environmental Protection Agency applauds Noramtech Corporation for your excellent environmental leadership in developing your *Wash 'N Bleach Extra* formulation in partnership with EPA's Design for the Environment ("DfE") initiative. DfE seeks to promote the use of chemical formulations with improved environmental and human health characteristics. Your *Wash 'N Bleach Extra* product achieves that objective in the institutional laundry sector.

The key purpose of the DfE-Noramtech Corporation partnership is to recognize and encourage *Wash 'N Bleach Extra*'s environmentally preferable chemistry and technology. EPA is enthusiastic about Noramtech Corporation's successful effort to reformulate your *Wash 'N Bleach Extra* detergent. Noramtech's use of more biodegradable and less harmful surfactants, builders, and bleaches illustrates your active environmental stewardship and dedication to continuous improvement. *Wash 'N Bleach Extra*'s significant water, energy, and fabric savings offer important environmental advances as well.

Hotels, nursing homes, and other institutional laundries using products recognized by the DfE program will be participants in this important national effort to protect our country's aquatic environment and at the same time improve the working conditions within the laundry. Again, I commend Noramtech Corporation for your commitment to improving the performance and environmental profile of your products.



Sincerely,

A handwritten signature in blue ink, appearing to read "Bill Hanson".

Bill Hanson, Chief
Design for the Environment Program