



Products & Partnerships Showcase Environmental Efforts

Wausau Paper

Thomas J. Howatt - President and CEO

Dear Industry Colleagues,

Wausau Paper, with more than 100 years of experience is one of the industry's leading producers of high quality environmentally preferable "away-from-home" towel, tissue, and related products, as well as a broad array of specialty papers and fine printing and writing products.

Wausau Paper is committed to sustainable environmental practices and is proud to offer perhaps the most extensive selection of environmentally preferable products in the industry today. These innovative products, and in particular those we manufacture for the wholesale janitorial and sanitation industry, have led the growth of our company for many years.

Our commitment to our janitorial and sanitation customers remains a primary focus of our company. In the fall of 2007, we announced a \$31 million investment in both capacity and innovative technology

to insure the sustainability of our manufacturing facility for Green Seal™-certified towel and tissue products, and lay the ground work for a new generation of value-added products. This is just one demonstration of the value we place on your industry and a renewal of our promise to the janitorial and sanitation business community that we will continue to work to maintain your trust and our legacy of product innovation for your customers.

Sincerely,

Thomas J. Howatt
President and Chief Executive Officer, Wausau Paper

Everywhere you turn, there is a "green" message in the marketplace today. Whether it's a simple message about "buying green," or the fact that more and more facilities are establishing mandates to "go green" through LEED certification, it's very clear that environmentalism and business practices have united. Green is now a common practice and a necessity of an organization's business model just to compete.

In 2003, we were the first to offer a complete line of more than 35 Green Seal™-certified products. Today, our line has grown to over 85 skus that support the needs of a wide variety of customer segments.

Dubl-Nature®, our latest product innovation, is our white Green-Seal™-certified product line. It was developed specifically for Class A office buildings who preferred a product with a premium appearance and performance, but also wanted it to be 100% recycled and Green Seal™-certified.

To complete the environmental solution, we offer a

concept of controlled-use dispensing through our Wave'n Dry® and OptiServ® roll towel dispensers. Controlled-use dispensing helps end users reduce waste and time with rest room maintenance. For our distributor customers, it provides a unique selling proposition. No other manufacturer can offer this complete environmental solution.

Wausau Paper further supports sustainability by being proud members of the U.S. Green Building Council and offering products that support LEED. We are members of the "Green" Hotels Association® and a team leader sponsor of the Healthy Schools Campaign. We are very optimistic about the growth of "green" in the janitorial and sanitation industry and are committed to continuing our product development efforts to support the "green" needs of our customers.

Pete Chiericozzi
Senior Vice President, Wausau Paper Towel & Tissue

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