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**PICOMA INDUSTRIES, INC.**  
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**www.picoma.com**

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Ref: LEED – Leadership in Energy and Environmental Design

To whom it may concern:

This letter is a follow up to your inquiry concerning the amount of recycled material in Picoma's conduit products.

The conduit products manufactured by Picoma are produced from approximately 25% to 85% recycled steel. The amount can vary depending on the steel vendor.

Of the 25 to 85% recycled steel approximately 30% is post-industrial and 70 % is post-consumer depending on fluctuating scrap prices.

The American Iron and Steel Institute (AISI) website states: "Steel's recycling rate of 69% is far higher than that of any other material capturing twice as much tonnage as all other materials combined."

Picoma Electrical products are manufactured at our Cambridge, Ohio facility.

If I can be of any further assistance, please do not hesitate to contact me.

Sincerely,

Tiffany Dunworth  
Technical Services Manager

