



18th November 2014

Ms. Hanna Dymak-Jara
Questia sp. z o.o. sp.k.
ul. Piękna 43/5
00-672 Warsaw
Poland

Dear Hanna,

The American Hardwood Export Council (AHEC) is a US-funded trade association that runs a global campaign to educate and inform wood industries and specifiers about the versatility, performance and environmental credentials of American hardwoods.

In 2011, AHEC identified a potential growing market for US hardwoods in Poland and began working with Questia PR to help generate a profile for American hardwoods within the trade, manufacturing, design and architectural press. The results in 3 years have been astounding, thanks to the professionalism and dedication of the team at Questia. They have exceeded targets year on year and we are now obtaining some of our best European PR results in Poland with over 150 placements already achieved this year across print and online. Crucial to their success is Questia's ability to tailor press material to individual journals, providing all stakeholders with material they need and incentivising good coverage.

We would strongly recommend working with Questia.

Your sincerely,

David Venables