

US Manufacturing Corporation

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November 21, 1995

RE: Floor Gator & Porta-Gator System

Since we began using your product, and the system of deployment and recovery - Porta-Gator, in June of this year I am pleased to report that my staff and Plant Production Associates are extremely happy with your Floor Gator system, which pleased me enough to write and share it with you.

Your product is not only as effective as stated, but with the system you have developed our experiences have been far beyond expectations.

One of our plants benched marked their use of the clay product we were using before installing your product and system. Based on our understanding we expected to realize a reduction in the total waste generated of between 10 and 15 times of our then present level. Some three months latter our actual measured results have been pleasantly better. We have actually witnessed a 30 times reduction in out total waste generated. This means substantial reductions in our total costs of waste and waste disposal.

We acknowledge that your claims were less than our actual observed results and that general over-use of the clay product contributed to the results. None-the-less; the over-all results have proven that our faith in using your product was clearly a good risk investment.

Good luck in your promotion of this fine product and in your business endeavors.

Yours in Safety,

D. Michael Vail
Corporate, Safety & Training Manager

This letter was reproduced for clarity. Signature on file.