



December 16, 1999

Hard Ball Chemical Company  
P.O. Box 306  
Lincoln, IL. 62656-0306

Dear Mike,

We have used Pow-R-Pak exclusively for the last three years. In the past, we have tried various pre-spotters from the big name chemical companies. Prior to trying Pow-R-Pak, we were using liquid and powder emulsifier and enzyme pre-spotters. Some of these products smelled awful.

After switching to Pow-R-Pak, the customers would comment about the citrus scent and how clean smelling it was. Although the cost of Pow-R-Pak is not the cheapest on the market, the price per gallon of applied product is very economical.

To sum it up. Pow-R-Pak is economical to use, has a clean citrus scent, and replaced at least three pre-spotting chemicals in our inventory.

Sincerely,



Jerry Jarvis