



SUN-UP FARMS

JUL 15 REC'D

PAT HARDEE
Sales/Operation

407-886-1399
FAX 886-3008

P.O. Box 0193
Apopka, FL 32704-0193

July 12, 1991

Ecologel U.S.A. Inc.
Richard Irwin
5001 Rio Vista Ave.
Tampa, Fl., 33634-5321

RE: Hydretain

Dear Richard,

We are pleased with the positive response we have received from Hydretain. It has been tested by one of the largest interior landscape companies with excellent results. Plus, our own greenhouse has been able to do wide testing on products. We have been able to prolong watering with Hydretain application for a week. Our plants inside our offices are also a proven test of good results of non-stress after application. After a weekend of not being watered and shut up, no light or airconditioning, they are not dried out and limp Monday morning.

Everything we have experienced from Hydretain applications are a PLUS factor. This PLUS factor will save money in the long analysis. There is less time to care and maintain. The plants are more acceptable to fertilizer and insecticide. All of which is a savings. Plants have a longer shipping, and shelf life. All of which makes a more marketable product. More sales, More income.

We are looking forward to the future with HYDRETAIN.

Sincerely,



Sun-Up Farms
Florida Distributor

SUN FARMS

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May 24, 1991

Ecologel USA, Inc.
Richard K. Irwin
5001 Rio Vista Ave.
Tampa, FL 33634-5321

Re: Application of Hydretain 73

Dear Richard:

We are an indoor foliage nursery with 100,000 sq. ft. growing area. The varieties of plants we grow are Pothos, Philodendron, assorted Dracaenas, Crotons and Aglonemas. Our pot sizes range from 3" to 10". As you can see, we are quite versatile, with a variety of problems.

Our location is just off of Lake Apopka and our well water has caused a lot of problems. Heavy minor elements, such as Calcium, a very high PH, among other constant troubles, which cause a tie-up in chemicals and residues. Therefore, to find a product to decrease watering would be a great help.

The following steps have been followed thus far:

1. May 10, 1991 - Minor testing of Hydetrain 73 on office plants and on various plants scattered throughout the nursery.
2. May 11, 1991 - Application of Hydetrain 73 on new stuck, unrooted Ivy and Fittonia in 3" pots.
3. Check on all plants without any water or minor misting on the weekend.
4. May 13 & 14, 1991 - Office plants in good shape without water all weekend - shut up in office. Nursery plants doing well after weekend. No noticable stress.

5. May 22, 1991 - 624 5' Pothos (no roots) stuck from cuttings. Hydretain 73 applied and mist line shut off.
6. May 24, 1991 - All still fresh and unstressed, with mist line off.

As of today, May 24, 1991, all plants have positive effects. The office plants look better and are growing with only being watered twice in two weeks. The nursery propagation is looking good, with far less water. With cutting down water, we hope to combat our problem with residue.

Also, of late the EPA has been trying to pass legislation to meter all well use. They have tried to pass a NO water from 8:00 a.m. to 5:00 p.m. This would make it very easy to comply with EPA rulings if this product was used.

We are pleased with the results shown by using this product and are interested in further information on marketing Hydretain 73 to other nurseries. This product is a definite asset to the plant industry.

Thank you for your introduction to this environmentally safe product.

Sincerely,



Pat Hardee
Nursery Manager

PH/cf