



Jeff Schwarz  
A.L. Wilson Chemical Co.  
1050 Harrison Avenue  
Kearny, NJ 07032

Jeff:

I just wanted to thank you for your recent visit and training on the use of Wilson Chemicals. At the same time, I want to inform you that we are almost done with the 1000 pounds of stained linen that we couldn't clean with the chemicals that we had been using. All of us here are very excited that we have recovered about 90% of the linen with the Sogo Reclamation Kit.

For your information in the past the ink and blood stains used to be the most serious problem for us but with InkGo and QwikGo, we don't go into shock anymore when we see one of those stains.

Another of your products that has been a blessing to our property is the Laundry TarGo because we do not discard napkins and pillowcases due to lipstick anymore. Jeff, I also wanted to mention that another reason why I'm happy with these products is because they are very safe to use. Every employee that come across a stained piece of linen can apply the products immediately.

For your information one of the things I am very proud of is that during my seventeen years working in housekeeping I have always managed the department with excellent safety records. For instance, last year we reached 506 days without incident.

Thank you again for the training and all the support and for the great products.

A handwritten signature in black ink, appearing to read 'America Ferrera', with a long horizontal flourish extending to the right.

America Ferrera  
Housekeeping Manager



March 7, 2003

Fred Schwarzmann  
A.L. Wilson Chemical Co.  
P.O. Box 207  
Kearny, NJ 07032

Dear Mr. Schwarzmann:

A couple of months ago your sales representative Jeff Schwarz stopped by my laundry to talk with me about your products, SoGo "1", SoGo "Plus 1" and SoGo "S.M.R.". After the first use of these products my staff was amazed that these products worked so well. After 29 years of trying to remove some of these hardest stains known to man, it was great to finally get a product that speaks for itself.

As Laundry Manager of the Austin State Hospital, I sincerely would like to thank Jeff and A.L. Wilson Chemical Co.

A handwritten signature in cursive script that reads "Bobby E. Burns".

Bobby E. Burns  
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