



October 20, 1999

To: United Laboratories, Inc.  
320 37<sup>th</sup> Avenue  
St. Charles, Ill. 60174

Attention: Dawn Knill  
Sales Representative

From: Doris Cooper  
Chimes Project Manager  
The Chimes, Inc.  
BWI Airport  
P.O. Box 8766  
Room D 104-E  
Baltimore, Maryland 21240

I would like to take this opportunity to say Thanks for your liquid Sunshine All Purpose Degreaser Cleaner, that we use at BWI Airport. It is not only used for cleaning windows we have found that is excellent when used on the following stainless steel columns and chrome poles, washroom walls, counter tops, non wood desks, mirrors, and trash cans.

We use Sunshine in a trigger spray bottle and in a 3 to 5 quart bucket to clean window glass, also we have also supplied some of you product to our subcontractor for the Window Washing Contract (Buddy's Window Washing) throughout the entire Airport from the FAA Tower to all the holding room areas on the piers this product is being used. We are getting great results and complements on how well the windows look.

This great concentrated formula provides great economy especially when mixed up the proper way for all of our Janitorial needs, plus it is environmentally safe, there is no safety hazards. Having no safety hazards is exceptionally good because The Chimes is a company that hires persons with disabilities.

Our employees who clean at BWI Airport have stated Sunshine has a fresh scent and leaves the area smelling good. The Chimes has been very pleased with your product and again I would like to say Thank You for introducing us to this fantastic product.

TL 777

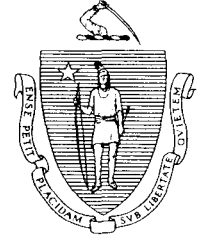


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**HOWARD K. KOH, MD, MPH**  
Commissioner

Joel Cohen  
United Laboratories, Inc.

I would like to take the time to express my many thanks to you for introducing 777 Liquid Sunshine to the Mass. Hospital School. We started using the product in early January 1999.

My staff uses it in many dilution rates — low, medium, heavy. It is just an outstanding product. We use it for removing black marks from our floor, especially from the wheelchair traffic we encounter. In the low dilution mix, it cleans glass as if to make it appear that there is no glass in the window. It cleans that well. I know because I have used it myself in working with my staff.

Each housekeeper on a daily basis accomplishes the overall cleaning of walls, counters, windowsills and doors with complete ease.

777 is issued to my staff from a concentrate 6 gallon dispensing unit that comes ready to use, which makes my job much easier. We use a maid cart system of cleaning here at Mass. Hospital School and the housekeepers refill their properly marked 777 spray bottles as needed.

During our most recent JCAHO accreditation survey, we were in the middle of installing a new sprinkler system throughout out the entire Hospital. The daily cleaning of dust and baseboards was a major issue. However, with the ongoing cleaning with 777 Liquid Sunshine and other cleaning products, the Hospital met and surpassed the task of presenting itself as one of the four Public Health Hospitals that the Commonwealth is extremely proud of.

Our accreditation mark was 98, a grade that is Accommodation level and we did get that accommodation a week later. We are pleased and proud in the Housekeeping Department.

Again Joel, thank you for your help.

A handwritten signature in cursive script that reads 'Paul F. Callahan, Sr.'.

Paul F. Callahan, Sr.  
Director of Housekeeping

# *Medway High School*

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DAVID I. DRISCOLL, JR.  
PRINCIPAL

JOSEPH P. HANLON  
ASSISTANT PRINCIPAL

Telephone: 508-533-6643

October 15, 1999

United Laboratories  
320 37<sup>th</sup> Avenue  
St. Charles, IL 60174

Dear Joel,

I just wanted to let you know how much we enjoy your product Liquid Sunshine. If ever there was a multi- purpose cleaner this is it. Every week we find a different use for it. Liquid Sunshine is great for windows and most hard surfaces. It does a good job on all the floors in the school and also takes ink marks off the tile walls.

Liquid Sunshine works fantastic as a carpet shampoo leaving the carpet looking clean and smelling of that wonderful scent that everyone loves. I will continue to use this product because it takes the place of three or four other types of cleaners I can do away with, and in the end saves money. Again, thank you for introducing me to such a fantastic product.

Sincerely,

A handwritten signature in cursive script that reads "James S. MacLean".

James MacLean  
Lead Custodian  
Medway High School