



August 12, 1992

Vita Flora, Inc.
P.O. Box 1690
Lakeside, Arizona 85929

Dear Sirs:

I ordered a bottle of your preservative in June, 1992. I am a free lance floral designer, my clients include major corporations, and weddings. I decided to try your preservative because of the ad I read in one of my trade magazines. When I worked in a flower shop many times I was instructed not to bother with preservatives in the water and oasis. I was schooled that the best possible way to keep a customer is to provide them with quality, long lasting flowers. Since I am in the special business of working one-on-one with my customers I must at all times provide the very best. Since trying your product I have come to the conclusion that Vita Flora is the best possible preservative on the market. I had received two other samples when I sent away for product information and compared them with yours....Vita Flora proved to me to be the best of my three trials. You have won me over. Please enter another order for one bottle of your preservative, and bill it to my VISA account which you have my number. I look forward to doing business with you for a long, long time.

Sincerely yours,

Aileene Hanwell

Aileene Hanwell, Owner
PARTY POSIES