



April 5, 2005

Mr. Ken Potter  
AgraCo  
#2 Stony Creek Office Complex  
151 W. Marshall Street  
Norristown, PA 19404

Dear Mr. Potter:

I would like to let you know that we believe your ethylene scrubbers are a very effective tool in our storage and handling of fresh eating apples. As you know, it's very important to have hard, fresh tasting apples for consumers. I believe fresh apples create more apple sales.

The ethylene scrubbers are an important tool in our quality control program. Apples produce ethylene gas. Ethylene gas ripens apples. When we remove the ethylene gas with your scrubbers, we market a higher quality apple.

Thank you,

Fred Hess  
Hess Bros. Fruit Co.

FEH:prm