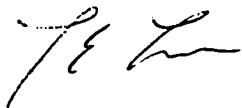


I am writing this letter in reference to our conversation last week. I am a researcher at the National Cancer Institute and a consumer planning to build a log home within the next six months. Approximately two years ago I started reading log home living and log home illustrated, realizing that a log home was what I really wanted to live in.

Along with the beauty of a log home comes maintenance. I wanted to make sure that my home would look great for years to come, so I started reading about different preservatives. Most all of the manufactures used marketing lines that their product was #1. For example Woodguard from IBC Manufacturing Co. states "Woodguard is the number one recommended exterior wood treatment." Weatherall states "Nothing protects the natural beauty and longevity of you log home like the total protection system from Weatherall Co." Weatherseal states "Weatherseal is rated #1 by log home owners." Permachink states" A car finish is now available for your log home." With all of these marketing lines, I wanted to test as many products and see for myself. In August of 1998 I started calling different log home preservative manufactures to request a sample and instructions for application. I used an extra piece of pine log siding from a neighbors house. The pine was supplied from Kuhns Brothers log homes. In October of 1998 I stained and preserved the log with samples from many companies. I followed all directions for each product. The companies tested were, Permachink colors #120, 112, 122, and 130, weatherseal colors Rp and Gh, Woodguard colors Lc, Hc, Ah, Cb, T, and H, Weatherall colors Lb, A1, Hb, and A2, Sikkens color natural, Capture color Bp, CWF-UV color cedar, CWF color clear, and a control that was untreated. I have pictures at 9 months and 11 months. You would not believe the the differencies between companies. Definitely not all companies are #1. Mildew and fading was evident in most companies after 6 months. Lifeline with a proguard topcoat from Permachink is the best preservative on the market. Water beads are very noticable in the pictures, while other preservatives appear to be letting the moisture soak right in to the wood.

I am interested in sending the pictures with an abstract of the research to you. I know that your company performs different test all the time, but how many consumers have taken the time to test products. I believe that you can use the pictures and research to advertise your product in the future.

Thank You, Troy Taylor

A handwritten signature in black ink, appearing to read "Troy Taylor". The signature is fluid and cursive, with the first name "Troy" being more prominent and the last name "Taylor" following in a similar style.