

# *Ravenwood Estates*

## **The Equestrian Center**

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Pearland, Texas 77581

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2 June 2003

Mr. Dave L. Glassel, President  
CedarCide Industries, Inc.  
2123 Old Ox Rd.  
Spring, TX 77386

Dear Mr. Glassel,

It was late summer of last year, when Renee' West, my boss and developer of Ravenwood Estates, advised me that we would be trying some new pest control products at the Equestrian Center to replace the Pyrethrin-based repellants in our misting system and elsewhere.

I was raised around horses and have worked with them most of my life. It's my responsibility to care for these very expensive horses... owned by some wealthy homeowners... in this exclusive subdivision. And, now I'm dealing with the West Nile Virus, also, and I've just been told that someone wants to take away my only defense against mosquitoes. You can understand my skepticism and resistance to change. It's a job I take very seriously, and I love these animals dearly. To say there would be **HELL TO PAY** if any harm came to them would be a gross understatement.

To my surprise, however, all the products worked just as you described, and your misting system concentrate (Nocdown III) was a tremendous success. Diluted 1 quart to 55 gallons the periodic spray virtually eliminated all flying and biting insects in the stalls, and created a "protective barrier" around the center against flies and mosquitoes. In addition, the pleasant aroma of Cedar oil seemed to calm the animals and reduced skittishness while working with them. Knowing, too, that your products are chemical-free and environmentally safe for us all **humans and horses alike** gives us a great deal of satisfaction and relief while working in and around the area.

As a result, we recently purchased two more cases of the CedarCide concentrate, and you can expect more orders in the future.

Sincerely,



Denise Irish, Manager  
The Equestrian Center

cc. Renee' West, President  
West Development Co., Inc.