



February 6, 1997

Innovative Chemicals, Inc.
829 Bridle Path Lane
Charlotte, NC 28211-2019

Attention: John Helms

Dear John,


It was great finally meeting you and having a little time to discuss the benefits of your great product.

Like I had mentioned to you previously, I have been using Salt-X for a couple of years and have found it to be the solution to several major problems. My main fishing time focuses on long range out of San Diego where our equipment is subject to tremendous abuse. Much of this coming from salt air and saltwater that throws a continuous spray on our rods and reels. Since I've started using Salt-X, I simply give my rods and reels a light spray at the end of each day and this has totally eliminated the salt build-up on my rods and reels and the corrosion build-up in all moving parts, including the rollers in our guides. Problem solved.

Just received the box of samples and this will be put to great use, not only in my personal trips, but also it is an item that I will mention to anglers in my seminars where it comes to equipment maintenance.

Hope you have a good year and I'm sure we will see you in Vegas at the ASA Show.

Best Regards,



Dennis Braid
President

DB/jms