



# Virginia Pilot Association

October 13, 1997

TELEPHONE: 804-428-0988  
CABLE ADDRESS: VAPILOT  
3329 SHORE DRIVE  
VIRGINIA BEACH, VIRGINIA 23451

Mr. Bill O'Connell  
Vice President of Sales  
ENVIRO RESPONSE PRODUCTS, INC.  
P.O. Box 4011  
Fort Meyers Beach, Florida 33932

RE: Algae-X

Dear Bill,

Please excuse my delay in responding to your inquiry regarding the performance of the Algae-X units that we are currently using. As you can tell from my subsequent orders, I am very impressed with your units. Their ease of installation and the fact that they actually perform as you indicated is an added bonus for those of us who install and are responsible for their maintenance.

I have been in the marine repair business for the past 23 years and have always been very careful and somewhat closed minded about appliances, additives and a "host of other goodies" that sales people represent without O.E.M. endorsements for our pilot boats. The fact that we are a fairly large user of #2 diesel (over 150,000 gallons annually) along with the lesser quality fuel we are receiving through the pipe line, the constant replacement of Racor filters, the cleaning of our boat fuel tanks and the damage being done to our main engines and generator sets required me to find some solution to our algae and fungus problems. After installing the first trial Algae-X unit on one of our pilot launches there was a noticeable difference in the filters and performance almost immediately. We had been changing fuel filters ever 50 to 100 hours. We can now extend filter changes to our normal oil change intervals. Also, the transoms which were turning black due to exhaust gasses are now staying cleaner. Most importantly, this was accomplished with a simple yet effective Algae-X flow thru device installed before our primary fuel filters.

In closing, I would be happy to talk with any future customer you have to recommend the Algae-X units not only to those in the marine industry but also to any person using diesel fuel. Thank you for the opportunity to realize the value of this product.

Sincerely,

VIRGINIA PILOT ASSOCIATION

  
F.M. Kampfmüller  
Port Engineer