

March 7, 2017

Dear Advanced Vapor Technologies,

We have so greatly enjoyed the experiences we have had with our ADVAP steamer that we feel absolutely compelled to spell it out to anyone looking for a more intelligent, efficient, economical and time-saving method for cleaning just about everything.

Inherently I am not exactly what anyone would call obsessive about cleaning, but when a series of floods caused mold to proliferate in our workspace I found that the more hours we spent in the workplace, the sicker my staff and I became. It took awhile to identify the source of the ailments. Ultimately we discovered that we had to close down our operation because of the deleterious effect the mold was having on our staff as well as our patrons, some of whom were already immune compromised.

We tried a myriad of things to repair the situation including mold remediations of numerous kinds as well as the ripping out of all property in the location and more cleaners, methods and cleverly worked out innovations than one could even imagine. Not only were they all ridiculously costly and impossible to keep up even if we did have the financial ability to do so, but each one had its own side-effects that proved as toxic as, or worse than, the mold itself.

On a whimsical moment (after months of chagrin, despair and depression did nothing to help) sometime in 2011 I happened upon an article outlining the advantages of steam cleaning as an alternative to chemical-based cleaning products. It was a heavily foot-noted article that fascinated the part of my brain that persisted to harass me during my undergraduate years until I changed my college major to research biology.

I could ignore the tugging no longer. Having researched the myriad of products on the market which included every "green" product I could find, I finally chose what seemed to be the obvious alternative: Advanced Vapor Technology's ADVAP. Its specifications told me it would do the job, it was far more heavy duty than any of the other machines claiming to do the job, it appeared to be a decent enough work horse and would cost only a fraction of only one of the two monstrous machines I had previously procured because the "experts" advised me these machines would be necessary to be running continually if there was any hope at all of limiting, much less eliminating the mold in our facility. While I must admit the discrepancy between the experts' recommendations and my own research's findings caused some skepticism, I still saw no other machine that seemed to be as thorough in addressing all the obvious concerns, so we dove in and ADVAP soon arrived at our door.

Well, it is more than 5 years later. We LOVE this machine.

No, no, I don't think you understand: I mean we *really* LOVE, LOVE LOVE this machine. Not only was it amazing at solving the proliferating mold problem, but in the first few years we quickly discovered that its ability is much farther reaching than it would seem, or even than it is advertised on the Advanced Vapor Technology website. It has done much much more than I could even have imagined.

Though vermin eradication is not even remotely connected to our corporate purpose, life has a way of getting in the way of where you are going. As a result, we have been forced to deal with an enormity of vermin and vermin-related issues. This machine has helped us to eradicate

numerous sorts, sizes and species of vermin including, but not limited to bedbugs and fleas. I mention these particularly because they are the most difficult of the vermin we have come across and they are easily addressed with this machine. The only reason I haven't revealed the other vermin is because, quite honestly, we did not bother to identify the many other kinds of vermin with which we have been forced to come in close contact. All that is necessary to say here is that the vermin in every case was eliminated.

Not to usurp the serious import of extermination of vermin by professional exterminators in seriously infested situations, but help is always needed in these difficult circumstances. Used properly, this machine not only kills vermin, but it eradicates their eggs, their nesting locations and their droppings in all stages of their life cycles while at the same time cleaning the stubborn stains that they leave behind. It even eliminates the "droppings" stains and urine remains of the larger pests, cleaning the areas so completely that there is no evidence the stains were ever there.

What is ADVAP's secret? What makes me rant on endlessly? The machine is extraordinarily easy to run, is actually fun to use, and absolutely and completely does its job. Everyone wants to try it. Once tried, everyone in my company who has used it asks to borrow it for for any one of numerous cleaning, disinfecting and pest-elimination tasks.

We have come to call the unit "Baby" as it follows us to wherever we need work done, makes sweet sounds to let us know its needs and pleases us so enormously in its thoroughness. It is a pleasure.

What amazes me is that this product is not yet a household name. Without naming any of the myriad of cleaning products that *are* known to us by their trade names, it seems to me that ADVAP surpasses, by great leaps and astounding bounds, every single one of them, without exception, in efficacy, endurance, cost, variety of uses, joy of use and just plain getting the work done!

Mr. Hoverson, thank you for producing such an incredible machine. Five years of constant use and this workhorse is still a youngster. Based on its current track record, I daresay it may well outlive not only our corporation, but every one of my staff.

Thank you for your machine and long live ADVAP!!

Sincerely,

A handwritten signature in cursive script that reads "Bonnie". The signature is written in black ink and is positioned to the right of a horizontal line that extends from the left margin.

Bonnie
New York City