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November 13, 2006

Mr. Jerry Anderson
Soft Landings
1798 Hartford Avenue
Saint Paul, MN 55116

Dear Jerry,

We have had Soft Landings tile on the pool deck surface in our water park for more than fourteen months without a major injury occurring on our pool deck. It is, by far, the safest and most comfortable pool deck surfacing material that we have ever seen. Soft Landings literature claims to minimize pool deck related injuries but in fact it has almost eliminated them in our park.


Our insurance agent appreciates Soft Landings surfaces and has in fact reduced our insurance costs because we have a Soft Landings pool deck surface. We recently met with him to renew our policy and he mentioned that there probably isn't another water park in the world that can claim the safety record that we have experienced as a result of the Soft Landings pool deck.

Our guests love the fact that it is warm, soft, sound absorbent and non abrasive. We are convinced that Soft Landings tile offers our guests a safer and more enjoyable stay. We believe this will result in more return trips and positive referrals from our guests. Soft Landings Tile adds to our reputation as one of the best Hotel and Water Park facilities in the Upper Midwest.

We would strongly recommend Soft Landings Products to other potential customers and will certainly use it in our future parks.

Sincerely,

**THE LODGE AT BRAINERD LAKES
AND PAUL BUNYAN WATER PARK**



Joel E. Cairy
Managing Partner

Stay once... you're hooked.