



Mr. Terry
Mr. Tsujumoto,

Attached please find the results from the Humitech Fresh Food System test done in our store to evaluate if the product would be beneficial for Safeway.

As you will see by the numbers it will save this store alone over \$900 per months in energy and perishables, after the cost of the product is taken out.

At first I was very sceptical, but to my utter amazement some astounding results were realized from this test. The Humitech system is quite amazing! Ice build up is gone, moisture problems are gone and my refrigeration costs are down.

The three areas that I was impressed with were the salad bar, seafood department and floral department.

- 50% longer life on Salad Bar ingredients
- no ice build up on seafood cooler and display case and the fish looks better
- 50% longer life on fresh cut flowers

I feel that this product is wonderful and inexpensive and should be in all our stores.

Sincerely,

A handwritten signature in black ink, appearing to read 'Ron Bartow', written in a cursive style.

Ron Bartow
Store Manager

**PRODUCE DEPARTMENT
PERISHABLES TEST RESULTS**

The Humitech test that was conducted in the Produce Department was not planned in the initial outline of the test. During the time Humitech was in the store conducting the test, the produce manager was made aware of the Humitech System because of what was being administered in the floral department, which ultimately he oversees. The produce department was losing approximately \$25.00 per night (retail) in leaf vegetables due to the unfavorable storage conditions of the produce table.

In order to have a test that would be quantifiable, the following parameters were set:

1. From March 19 through March 31, the amount of produce that was being thrown away was weighed.
2. The produce that was being weighed was only the produce from the "leaf vegetable" display case.
3. The produce was weighed by either the produce department manager or first in charge and the results were then passed to the Humitech representative in the store.
4. The test would be for 4 days without the panels and 7 days with the panels. Since this was not an enclosed cooler, the benefits of the Humitech System would be realized much faster.

**WITHOUT HUMITECH
WEIGHT OF PRODUCE BEING
THROWN AWAY**

March 20 – 26.73 lbs.

March 21 – 28.98 lbs.

March 22 – 23.87 lbs.

March 23 – 31.56 lbs.

March 24 – 27.52 lbs.

Average amount each day = 25.72 lbs.

**WITH HMITECH
WEIGHT OF PRODUCE BEING
THROWN AWAY**

March 25 – 21.98 lbs.

March 26 – 17.68 lbs.

March 27 – 15.32 lbs.

March 28 – 15.10 lbs.

March 29 – 11.87 lbs.

March 30 – 12.30 lbs.

March 31 – 13.75 lbs.

Average amount each day = 15.30 lbs.

Decrease in loss of product – 12.42 lbs. Per day