



SAMUEL JACKSON, INCORPORATED

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To: Mills Buying U.S. Cotton

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The growing reports of bales with moisture problems have raised a lot of questions across our industry. Please allow me a moment to address some of those issues and arm you with some information that will help reduce your concerns and restore your confidence.

Recently, the ginning industry here experienced what can best be described as a fad, with the revival of spraying water onto cotton fiber. It is important to note that a relatively small number of gins participated in spraying water directly onto the lint. Furthermore, many who did stopped as soon as they encountered problems or as soon as they had doubts about the safety of the water spray method. Still, some gins persist in their use of these devices and politics appears to have slowed a meaningful resolution to the problems they have created.

But to focus on the problems caused by water sprays is only part of the dialogue that needs to be taking place. The other part of the story that needs to be told is that proper moisture restoration to lint is a critical part of the ginning process. Not only is it important to the gin, but it also has benefits at the mill-level as well. To many, hearing reports of moisture problems within bales and knowing that moisture restoration at a gin can be mutually beneficial may seem to present a conundrum.

You may be surprised to learn that there is a simple and time-tested answer. For decades, many millions of bales have been safely and uniformly moisturized with moist air. Problem bales from these systems are virtually zero, yet their effectiveness benefits growers, gins, and mills. Your recognition of the differences between the benefits offered by moist air systems and the problems caused by water spray will help guide you down a safe path to enjoying the benefits of a properly conditioned bale.

To help you identify gins that utilize moist air technology, our company is instituting the Samuel Jackson Certification Program. This program will allow you to easily recognize the gins that are striving to provide you with the quality bales that you demand.

With the limited length of this letter, I am sure you have many more unanswered questions. I invite you to call us or visit our website at www.samjackson.com for more information about the Certification program and gin-level moisture control. I think you will be quite surprised and pleased to hear the many ways our customers work to protect fiber quality.

Sincerely,

S. Chris Jackson
President