



SAMUEL JACKSON, INCORPORATED
Dallas Office

PHONE: 972-475-6593
MOBILE: 214-695-0158
FAX: 509-562-8535
E-MAIL: neil@samjackson.com

To: Conditioning Hopper Update Recipients
From: Neil Turner
Date: July 8, 2002

July 2002 Conditioning Hopper Update

New Installations

Several new installations springing up across the Cotton Belt are evidence of the success and popularity of Conditioning Hoppers. The reason they have become so popular is that word is spreading on the benefits they offer to both the gin and growers. A summary of these benefits is listed at the end of this update.

Perhaps the best person to talk to about the increasing interest in Hoppers is our Factory Superintendent, Frank Perez. When asked about this product Frank replied, "We made more Hoppers in 2001 than we did in all of the 90's put together. This year we are on pace to make even more. I have never seen the production of Hoppers like we have had the past three years." Frank should know...he has been an employee of Samuel Jackson for 35 years!

Why So Popular Now?

A common question is that if Hoppers are one of Samuel Jackson's oldest products, why are they just now becoming so popular in the U.S.? Well, that's a good question. There are three main reasons why Conditioning Hoppers are on the road to becoming a mainstream system.

- **New Innovations** make Hopper systems more powerful and easier to use. These innovations include the Double-Entry configuration for high capacity gin stands, Moisture Mirror integration, and improvements to Humidaire Units.
- **HVI Classing** has lead to a more precise measurement of fiber qualities, including staple and strength. It has long been recognized that moisture at the ginning point influences these properties and now with more accurate fiber property measurement, the importance of this moisture is more important than ever.
- **Increased Economic Pressures** have forced everyone to look at ways to become more efficient and produce a higher value product. Hoppers are a great attraction because they offer economic benefits to the gin through efficiency and growers through a higher crop value.



SAMUEL JACKSON, INCORPORATED

Dallas Office

Moisture Mirror Features for Hoppers

The Moisture Mirror is mentioned under New Innovations for Conditioning Hoppers, but it is important enough that it deserves more detail. The Moisture Mirror is a great tool for Conditioning Hoppers because it provides information to help you look at the whole picture. The Moisture Mirror works by monitoring moisture at several key points in the gin and collecting that information in one location. This data is then used to help control each of your Cotton Conditioning systems (including Hoppers), letting them work together for the best overall result.

The Moisture Mirror makes it easier to take full advantage of the true power of Conditioning Hoppers, which is the ability to independently control pre-cleaning and ginning moisture for optimum processing.

Benefit Summary

- Allows cotton to be ginned at proper moisture.
- Protects staple & strength.
- Increases lint value.
- Helps feed dry cotton better.
- Can increase production rate.
- Makes it easier to add moisture at the press.
- Moisture Mirror compatibility make it easy to operate.

For more information, please contact any Samuel Jackson representative or visit us online at www.samjackson.com. We look forward to your input and answering any questions that you might have.

Thanks for your continued interest in our products,

Neil Turner
Vice-President of Sales & Marketing

Conditioning Hopper Updates are written on a periodic basis to keep our customers informed of the latest developments. To receive this update by e-mail or to be removed from this update recipient list, please contact Neil Turner using the information at the top of this letterhead.