

PAMELA CHEESEBOROUGH

SAN FRANCISCO, CA

September 30, 2003

Ms. Cathy Howse
Ultra Black Hair Publications
P.O. Box 22678
Denver, CO 80222

Re: UBH Lotion Crème Moisturizer

Dear Ms. Howse:

I just wanted to touch base with you on my experience with the Lotion Crème Moisturizer I recently received.

I had been searching for a product that would combat my dry, brittle hair. My trouble spots are the hairline and the hair just behind my ears. The texture there is much more dense than the rest of my hair, and also very resistant to chemical straighteners.

I have experimented with just about every daily hair lotion out there—Motions, Moisture Max, even the “pink stuff.” I’ve tried curl activators, pomades, non-alcoholic gels, jojoba and olive oils, rinse-out cream conditioners, even hand lotion. They all seemed to either revert the strands or leave them too hard or oily.

Although, I pretty much gave up the search, for some reason I decided to just go ahead and give your Lotion a try. Maybe it was the answer I had been looking for, maybe not.

Well, let me tell you. I smoothed a quarter-size amount onto my hair yesterday and said “Oh my. I think we got something here.” I think I can say FINALLY! Finally, a product whose moisture lasts all day. Finally, a product that did harden the strands. Finally, a product that did not leave my hair with a greasy or cakey feeling. And finally, a product that combated the dry spots. Your Lotion leaves my hair feeling silky and moisturized from root to end. I’ve got to add one more thing—I can now discard (or give away) a drawer full of other products that did not meet my expectations at all, compared to the UBH Lotion.

I just want to thank you and your staff for all your hard work in coming up with this wonderful hair Lotion. You should be very proud of yourself. I know I am.

Sincerely,



Pamela Cheeseborough

P.S.: You have my permission to show this letter to potential clients/customers but kindly remove my address and phone number. Thank you☺