



Kirk Delivers

February 21, 2017

To Whom It May Concern,

Let me introduce myself as the President of Kirk International, a large Christmas tree grower and shipper. The Kirk Company ships around 200 containers each year to various customers around the globe along with 60 to 80 truck loads of Christmas trees to Mexico each year. Being in the Christmas Tree industry is very challenging to say the least and without help from the government agencies it would be impossible.

An example of help given would be with our shipping program to Hawaii. We are one of the largest shippers to Hawaii and having the ODA giving advice and monitoring along the way has been most helpful. This past year after 3-4 years of perfecting our process, we shipped many containers in to Hawaii with no rejections largely due to help from the government agencies.

In shipping to Mexico the same is true without the help of field inspection through ODA it would have been difficult to get loads across the border. Shipping across state lines can be difficult but it is important that we have a resource such as the ODA to help when there are issues.

As we price out customers during the year having access to the ODA for advice is very important in order to get it right for shipping purposes. We have just this past week looked in to shipping to the country of Bahrain which is a new location for us and the first email going out is to the ODA for advice.

Also it is a great assistance to be able to call my ODA inspector when I am having growing issues, pests or many other factors. I have in the ODA a bunch of great people to work with and I consider myself and company very fortunate to have the ODA as a resource. They are greatly appreciated.

I hope as you will look at funding for the different government programs that directly help us such as the ODA, that you will consider how valuable a resource that they are and how they impact companies and individuals such as myself. I am available at any time by email or phone if you have any questions.

Regards,

A handwritten signature in black ink, appearing to read "Gary Snyder".

Gary Snyder

President

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