

**Steve Donaghy, Executive Vice-President of AquaHealth, Inc. interviews Meredith D. Statler, Food Service Director of The Lovett School.**

**1. How long have you been an AquaHealth customer?**

**From the beginning! Many years now.**

**2. For you, what is the AquaHealth program's best quality?**

**It makes the water taste better and is a trouble free system for the operator.**

**3. How would you rate AquaHealth's service?**

**Very good.**

**4. What is the most memorable comment about AquaHealth you have ever received from a customer?**

**You can refill your water bottle for free and it doesn't add to the "trash pile" on our earth!**

**5. Meredith - a few prospective clients are concerned that their customers will be unhappy if they offer AquaHealth instead of a traditional bottled water. What advice can you give them?**

**Try it! Our customers feel it is equal to bottle quality water. We use it in Logo 32 oz. Bottles for all catered events as well as in our Dining Hall and our retail Cafe. In food services, it is the main source for water for the campus. The community prefers it to any drinking fountain on campus.**

**6. When you began promoting AquaHealth as a sustainable alternative to traditional bottled water, what were your customers' reactions?**

**Since we got a parent donation, students got the refillable water bottle (with a Lovett student created logo on it) for \$2.00 per unit when they should have sold for \$4.00 a unit. Now it is harder to sell them, but we believe with the new school year upon us, we'll sell many more. Our LS children as well as middle and upper school children are all about saving the earth and we hope to see the trend of selling and filling refillable bottles with water for a long time to come. Our campus is all about**

**becoming a sustainable environment. The younger the children are, the more they get it!**