

Blair Laubach Mid-Atlantic Sales Manager, is interviewing Keith Martin, Director of Dining Services at Dickinson College.

1. How long have you been an AquaHealth customer?

Over 5 years.

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

Customer perception of offering a quality product.

3. How would you rate AquaHealth's service?

Excellent!

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

Thanks for getting this what a great addition?

5. 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?

Quite the contrary. Our customers are grateful that we are offering the water in a most sustainable manner.

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

We allow our students to fill their personal bottles of water from our machines. Many students find this to be a great way to help the environment and still have their own personal bottle of water and save money. Who could argue with that!

Earth Friendly Bottled Water™



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