

AquaHealth Customer Interview June 2008

Barclay Hansen, President of AquaHealth, Inc. interviews Steve DiFillippo, owner of Davio's, Avila and other restaurants in the Northeast.



- 1) How long have you been an AquaHealth customer?

Honestly it has been so long I cannot remember exactly. But it has been at least 15 – 16 years in our restaurants and at home for at least 10.

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

It gives us the confidence of knowing that we are always serving a top quality product. There is nothing better than a really good glass of water. Plus it adds quality to the coffee and all beverages we serve on ice.

- 3) How would you rate AquaHealth's service?

Very responsive, always there for us.

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

Upon arrival a guest was poured a glass of Aquahealth water from a pitcher. He took on long sip & said "you have the best, greatest tasting water"!

- 5) Steve- a few prospective customers are concerned that their patrons will be unhappy if they offer AquaHealth instead of San Pellegrino and Pena. What advice can you give them?

Tasting is Believing

Once you get the guests to try it, there is no longer a problem.

We always tell guests that we sincerely feel that AquaHealth is a superior product & that they will not be disappointed.

- 6) When you switched from traditional bottled water to AquaHealth, what was your patrons comments?

We cannot remember it's been so long. But we cannot imagine ever switching back.