

Sent: Thursday, October 17, 2002 12:17 PM

Subject: Re: ENGINEERS, BUILDING CONTRACTORS, GOVERNMENT OFFICIALS, REAL ESTATE COS. ON LIST

SECOND ADDENDUM TO SEPT. 27 EMAIL

Dear Aquathin Dealer OnLine;

Within the past week, we at Aquathin Corp. USA have received inquiries from "interior design" and "bath & kitchen design" companies whose clients have specifically called out for Aquathin systems (this is not new, but these inquiries came from regions where we do not have representation). Already a growing number of Aquathin Dealers successfully work closely and collaborate with these industries. As well, Aquathin supplies our water purification products to labs and throughout Central, South America and the Caribbean for treatment of water to dialysis centers where we are predominately recommended by Abbott Laboratories.

I would urge you to include "interior design", "kitchen & bath design" and "laboratories" onto our Splash NewsBulletins. Interestingly, if you signed up for and read Sam Parker's newsletter today, it focuses on the brilliance of maintaining this type of contact with your network and customers to receive a constant source of referrals. Now we here at HQ have been performing this kind of tactic since the inception of Aquathin beginning with the Annual Service Reminder (also sent via emails!). Today the internet is providing a free global "reach out and touch" the customer.....and no one is performing this better than Aquathin.

Warmest regards to all,

FOR THE BEST TASTE IN LIFE

Think Aquathin..AquathinK !!

Celebrating our 22nd birthday in 2002 !!!

(visit the allnew <http://www.aquathin.com>)

"Alfie"

Alfred J. Lipshultz, President

P.S. "Splash NewsBulletins", "Forum Q & A", "Allergic Reaction", Tech Bank and Quote Bank... ARE ALL FREE services to all Authorized Aquathin Dealers and their clients to keep you abreast of technology updates and industry news.

----- Original Message -----

From: [AQUATHIN SALES & MARKETING](#)

To: [AQUATHIN SALES & MARKETING](#)

Sent: Monday, October 07, 2002 5:36 PM

Subject: Re: ENGINEERS, BUILDING CONTRACTORS, GOVERNMENT OFFICIALS, REAL ESTATE COS. ON LIST

ADDENDUM TO SEPT. 27 EMAIL

Dear Aquathin Dealer OnLine;

Please add "Real Estate Companies & Agents" to the list below. On Sept. 11, I sent you a Splash NewsBulletin concerning the state of New Jersey mandating well water tests on home sales...and that this was existing in other states for nitrates and radon. Real estate companies need your services to complete a sale! and some Dealers have already requested including real estate contacts. Its a great idea ! So be sure to network and invite them to receive these emails along with engineers, building contractors, and government officials. Special thanks to all who have submitted names already !

Warmest regards to all,
Alfie

----- Original Message -----

From: [AQUATHIN SALES & MARKETING](#)

To: info@Aquathin.Com

Sent: Friday, September 27, 2002 5:10 PM

Subject: ENGINEERS, BUILDING CONTRACTORS, GOVERNMENT OFFICIALS ON LIST

Dear Aquathin Dealer OnLine;

We are receiving requests from several Dealers to add the contacts they make with engineers, building contractors, lab and government officials, along with end users, to the Splash NewsBulletins and more importantly the Forum Q & A emailings. These Dealers have found out first hand (as we teach at Aquathin U.), that engineers etc., suffer from "Knowledge Deficit" in our industry and appreciate receiving good information. **Additionally what is extremely important, these emailings will act as an umbilical cord from you to the engineers, building contractors, lab and government officials, who will want to remain "nourished" with information. That equates to sales.**

I am pleased to inform you that a special folder has been prepared for including your contacts for receiving these emailings. I would respectfully recommend that you review your personal business card and address book of contacts, call the contacts and informing them of our / your NewsBulletin and Forum Q & A FREE service **"to keep you abreast of technology updates and industry news"** and send us as many email addresses as you wish.

Have a great weekend and warmest regards to all,

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