

**Sent:** Monday, March 16, 2009 6:25 PM  
**Subject:** AQUATHIN PEARL OF WISDOM #9

*Dear Aquathin Dealer OnLine;*

## **HAPPY 30TH "PEARL" BIRTHDAY !!!**

*Thank you for the tremendous comments of appreciation for the launch of our Pearl Anniversary celebration. The PEARLS OF WISDOM are to help you and your Team Training to commit to memory the major Aquathin "Hot Facts" to arm your Team with and to whip out these big guns in educating your Customers exactly what makes Aquathin and Aquathin Dealers the very best in the industry.*

*Here's your PEARL OF WISDOM #9: Quite often, Dealers call requesting us to resend the news bulletin on "hiring", "tefloning", "treating water for autoclaves", "chloramines", "lead", "arsenic", "chromium", "Legionella", "nitrates", "fluoride", "drugs in water", "PBA, BOD, ASTM etc", "Hokie Science Water Myths"...and "I need assistance to quote a system for a Client".*

*What is the name(s) for the information services exclusively designed for Aquathin Dealers and Team:*

*(A) 411\* AQUATHIN*

*(B) 911\* AQUATHIN (as in I need the answer now!)*

*(C) BIZ BANK, TECH BANK, QUOTE BANK, FORUM Q&A, SPLASH, NEWS!*

*The answer is (C) ! These are valuable resources and I am ecstatic over how much you use them...and use the Aquathin Website's ARCHIVE of all the BANKS AND NEWSBULLETINS available only to Authorized Aquathin Dealers!...and your Customers if you let them in...cause they can't get it from the other guy. If they go with the other guy, you've done a disservice to*

**your Customer, to yourself and to your family. Remember to show your stuff! No One Does It Better Than You !**

**Be sure to review these dynamic bullets with your Sales Force and Tech Team Mates. An Educated Force is an Effective Force !**

**AQUATHIN IS **30 !** THE CELEBRATION OF OUR PEARL ANNIVERSARY BEGINS **NOW !****

**I LOVE MY AQUATHIN ! AND REMEMBER, THE NEXT BEST THING TO OWNING AN AQUATHIN IS RECOMMENDING ONE TO A FRIEND !!**

**Warmest regards to all...as well, your comments are always welcome and very much appreciated.**

**FOR THE BEST TASTE IN LIFE &**

**30 Years Pure Excellence**

**...into another Quarter Century re-inventing the water industry !**

**Think Aquathin...AquathinK !**

**( visit the all new [www.aquathin.com](http://www.aquathin.com) )**

**\*\* AN ISO9001:2000 QMS REGISTERED / CERTIFIED COMPANY - (IMS 0192) \*\***

**& 2008 PRESIDENT'S E STAR AWARD RECIPIENT ( visit [www.aquathin.com/estar2008.pps](http://www.aquathin.com/estar2008.pps) )**



Alfred J. Lipshultz  
President & CEO

**P.S. "Splash NewsBulletins", "Forum Q & A" , Biz Bank, 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.**