



PRODUCT BULLETIN

Are You Making Good Use Of EcoQuest's Water Analysis Program?

EcoQuest's Water Analysis Program through National Testing Labs of Cleveland, Ohio (NTL), has proven to be a critical tool for marketing our line of water products. NTL is a nationally-recognized and certified laboratory, providing comprehensive water testing services to a wide range of industrial, governmental and commercial clients. The goal of the EcoQuest program is to provide accurate, reliable and consistent water quality data that can be used by dealers and the home office to advise potential customers about how best to treat their water.

The program officially got underway on the first of September, 2005 and the response has been dramatic. Dealers everywhere are finding that by encouraging potential customers to have a water test completed, they are better equipped to address the customer's specific water treatment needs. Not only is the program affordable, it is easy to explain and simple to implement.

Here's how the program works:

1. EcoQuest has arranged for NTL to provide two standardized analysis programs. Your choice of program will be dependent upon whether you are serviced by a municipal water supply or by a rural/well supply.
 - Standard Analysis #1: Watercheck, Cost \$95. This is the best choice if you are serviced by a municipal water system or have a private well in a non-agricultural area. Suite includes Total Coliform bacteria and *e. Coli* bacteria plus 76 other parameters in the major groupings of metals, inorganic chemicals, physical factors, Trihalomethanes, and Volatile organic chemicals.
 - Standard Analysis #2: Watercheck with Pesticides, Cost \$120. If you live in a rural agricultural area and are served by a water well, this is the better choice. Suite includes everything contained in Standard Analysis #1 plus 20 additional parameters falling into pesticide group.
 - Add-on: Dissolved Iron, Cost \$20. Analysis for dissolved iron (in addition "total iron" determined as part of Standard Analysis #1 above) can be added to either #1 or #2 for an added fee.

2. The business arrangement will be directly between you and the lab. The home office does not benefit financially from the arrangement with NTL. However, we are copied on the water testing results and maintain these records in our data base. When you call in with questions concerning which treatment methodologies might be used in any given situation, we use this information to guide our responses to you.
3. If you determine that a water test is advisable in any given scenario, simply contact National Testing Labs at:

National Testing Laboratories, Ltd.
6571 Wilson Mills Road
Cleveland, Ohio 44143
1-800-458-3330
Ext. 4

4. Don't forget to tell the Laboratory that you are an EcoQuest Dealer so they will be sure to apply the discounted price provided above. The list prices for the respective tests are \$137 for Watercheck and \$167 for Watercheck with Pesticides. This gives you the opportunity for an additional income stream should you decide to use this program in that manner.
5. In order to be eligible for the dealer pricing, the test kits must be ordered by you, they cannot be ordered by the end customer.
6. The Laboratory will ship out specially-prepared sample kits which will include detailed directions for collecting and returning the samples properly. In all cases, samples should be returned by guaranteed overnight carrier to insure valid results on the bacteria portion of the test.
7. Standard reporting times are 10-12 working days following receipt of the samples at the lab. (Time may vary depending on current volume of testing requests.)