

KEN EDWARDS ENTERPRISES, INC.

2219 BRIARCLIFF RD., N.E.

ATLANTA, GEORGIA 30329

(404) 633-0401



APARTMENT MANAGEMENT & CONSTRUCTION

INVESTMENT REAL ESTATE

November 17, 2010

We are an apartment management company in Atlanta, Georgia, where water has become a real issue due to recent drought conditions, watering restrictions, ever increasing water rates, as well as legal issues concerning the rights to consume water from Lake Lanier, a local reservoir.

In July of 2010, we contracted with Water Smart, "Tom the Toilet Man" and Stephanie Stallings to install water saving commodes, aerators, and shower heads. In addition to the installation of the new fixtures they also made a minimal amount of minor repairs on dripping faucets in sinks and tubs using Water Smart's leak repair program.

When first meeting with Water Smart, we were discussing the use of a 1.6 gallon per flush fixture to replace the 3 plus gallon per flush fixtures currently in use. However, there was new technology available from Niagra, called the Stealth that used .80 gallon per flush. Even though this technology had not been used in a Multi – Family setting, we researched it, tested it, and were impressed with the performance. We chose to implement the water saving program using the Stealth .80 gal per flush fixture and are very pleased with the results. There has been no increase in the amount of maintenance issues, and the reduction in consumption has been an astounding 62.1% monthly, making the return on investment less than 12 months.

We have successfully increased the value of our asset, while being good stewards of our natural resources, and would recommend the Stealth Toilet and Water Smart to anyone considering reducing their water consumption expense.

Sincerely,

A handwritten signature in black ink that reads "Randy Robinson". The signature is fluid and cursive, with the first name being more prominent.

Randy Robinson
Vice President

SINCE 1964

www.KencoApartments.com