

February 16, 2006

To Whom It May Concern:

I first met Tom and Stephanie Stallings with Water Smart in 2001 at a conference in Nashville. Tom is known in the apartment world as "Tom, the Toilet Man." Tom was very excited about his products and was eager to sell them. He explained about how by changing out toilets, aerators and showerheads, that we could save a significant amount of money on our water bill. Of course, I was very skeptical about it and politely declined. Tom was very persistent and called me many times over the next couple of years. Tom eventually met Bob Bevill, the owner and finally convinced Bob and myself that this might be worth our while. So, in February of 2005, Tom came with his crew to our community to replace all toilets, showerheads and aerators in all units. They installed 309 flapperless toilets and supply lines, 306 showerheads, 306 bathroom aerators and 152 kitchen aerators. We have had a significant decrease in our utility bills since this work was completed and we have had no issues with any of the items that were installed. We saw a 63% decrease in water usage the first month. We just couldn't believe the difference. We are very pleased with the work that Water Smart did for our community. Tom and his crew were very efficient, thorough and worked very quickly. We would highly recommend for anyone to use Tom and the Water Smart Company. It's difficult to get excited about toilets but if you would like to save a considerable amount of money each month, it's worth getting excited about. If you would like to speak with me about Tom and Water Smart, please feel free to call me.

Sincerely,

A handwritten signature in blue ink that reads "Marilyn Wooliver". The signature is fluid and cursive, with a long horizontal stroke at the end.

Marilyn Wooliver  
Property Manager  
The Pines Apartments

Office: (865) 539-5301

