



**“WHERE THE MOST VALUABLE WATER TREATMENT  
SOLUTIONS COME TO LIFE.”**

**CORPORATE PROFILE**

## CONTACT INFORMATION

### Cornerstone H2O, LLC.

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## COMPANY OVERVIEW

Cornerstone H2O™, formerly known as The Eshelman Company in Georgia, is a manufacturer's representative and distributor of high quality and innovative treatment solutions for the municipal and industrial markets in the State of Georgia. We strive to be the most valuable partner in water treatment to our customers and suppliers. To our customers this means providing top quality treatment solutions that save them money, and are simple to operate and maintain. To our suppliers this means generating quality business, protecting their time and resources, and supporting them in every possible way as we promote their solutions in our territory. In carrying this out, we have to develop trust, respect and loyalty.

### TRUST

Our clients trust us because we stand behind everything we sell.

### RESPECT

Our clients and competition respect us because our solutions are often the basis of design or sole-sourced on projects.

### LOYALTY

Our clients stick with us because we consistently add value to every interaction. Many of our suppliers have been with us for decades, and not only have we been fortunate to achieve repeat business with many of our customers, but also multi-generational business.

*"Our history with Cornerstone H2O goes back 40 years, when they were known as The Eshelman Company. They have served our offices in Alabama, Tennessee and Georgia. They are both professional and responsive. In particular, Chris Keever is wonderful to work with; very knowledgeable, responsive and committed to making sure our needs are met. I highly recommend Chris and the Cornerstone H2O family."*

-Steve Cawood, Goodwyn, Mills and Cawood

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## COMPANY HISTORY

The Georgia office of The Eshelman Company was opened in 1980 by Steve Osburne. After achieving great success over the decades, it continues today, under its new name Cornerstone H2O™, with its headquarters in Peachtree City.

*"Cornerstone H2O's commitment to their customers is the same as ours - and that is saying a lot..."*

-Ellen Gaby, Vice President Sales North America, IXOM

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## CORE COMPETENCIES

### KNOWLEDGE

Our sales staff has extensive expertise in the field(s) of water and wastewater treatment. From methods and techniques used to treat water, to procurement and bidding strategies, our salespeople utilize their decades of experience toward generating maximum value for our partners.

### RELATIONSHIPS

We endeavor to build the strongest relationships possible and work diligently to achieve repeat business.

### CUSTOMER SERVICE

We try to anticipate our customer's needs by providing them with information that is fast, complete and may contain items about which they may not even have thought.

### INSIGHT AND CREATIVITY

This is a particular strength of Cornerstone H2O as we endeavor to marry top-tier treatment solutions with unique offerings to generate win-win situations for all parties.

*"Working with the Cornerstone H2O team (as Eshelman) these last two years, as our sales representative for Filter Magic, has been a wonderful, profitable experience. Their attention to detail, knowledge and understanding of our products and how they apply to the municipal marketplace is very refreshing and effective. Their interactive relationships with clients and consultants is profound and opens the doors for us over and over again to allow us tell our story, receive a fair hearing and then a great opportunity to sell our products. Hats off to the Cornerstone H2O Team!!!"*

-Mark Romers, President, Industrial Control Systems, Inc.

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## KEY MARKETS / CUSTOMERS – STATE OF GEORGIA

### MUNICIPAL

Municipal Utilities, Design Consultants, Contractors, Georgia Association of Water Professionals, Georgia Rural Water Association, EPD, DNR, Privatized Operations Companies

### INDUSTRIAL

Poultry and Animal Processing, Pulp and Paper, Power, Textiles, Food and Beverage, Automotive, Green / Sustainable Industry

## CORNERSTONE H2O NEWS

*First MBBR in southeastern U.S. for nutrient removal on a lagoon effluent in Ellaville, GA.*

*Pioneered Enaqua UV technology in GA.* We now have installations in Villa Rica, Savannah, Tybee Island, Wilkinson County, Edison, Jekyll Island and a Milliken plant for UV disinfection . This technology is unique in UV as it has no wipers, no quartz jackets, and minimal maintenance.

*Replaced plastic block underdrains with AWI stainless steel underdrains at the Crosstown WTP in Fayette County, GA and dramatic simplification of the filter control system with ICS's Filter Magic™ and Zero to Waste™ technology.*

*Pioneered Fournier Rotary Press Technology in GA.* With installations in Moultrie, Madison, Donalsonville, Robins AFB and Hormel Foods. Now Macon, GA will be installing the largest Fournier dewatering system in the world by the middle of 2019. This technology is extremely operator friendly and requires no monitoring.

*Installation of AWI underdrains at Manatee, FL in a biological pre-treatment filter.* This allowed for more time and contact area for biological treatment to occur due to their low profile and fouling resistance.

*First Greenleaf/SuperPulsator combination in GA going in at Cornelia.* Extremely small footprint and low O&M costs and simplicity of operation and design.

## TEAM MEMBERS

### Chris Keever

Chris Keever is the founder of Cornerstone H2O™, a manufacturer's rep firm in the southeastern U.S. Throughout his ~25 years in the water treatment industry, he has grown businesses, pioneered new technology, established life-long relationships, and endeavored to do things right and with the purpose of generating great value.

Prior to Cornerstone H2O™, Chris worked as a Sales Associate for The Eshelman Company, a manufacturer's rep firm in the southeast, and President of Orica Watercare Inc., a manufacturer of specialty ion exchange solutions based in Colorado. He graduated from the Virginia Military Institute where he played football and graduated with a degree in Mechanical Engineering.

## **Steve Osburne**

Steve Osburne is a co-founder of Cornerstone H2O™, a manufacturer's rep firm based in Peachtree City, Georgia. He has been associated with the Industrial, Power, Water and Wastewater industries his entire career, including times with a utility, a manufacturer, and a utility contractor. For the last 36 years he instituted and developed the Atlanta-based manufacturer representative firm, The Eshelman Company.

The company's installed equipment base since 1980 represents the blessing, success and durable legacy of the quality offered to the marketplace. As founder and leader of The Eshelman Company in Georgia, he expanded and pioneered new technologies in these industries. He is a graduate of Auburn University with a degree in Mechanical Engineering.

## **Joe Fambrough**

Joe Fambrough has been a manufacturer's rep in the water treatment industry since his days at Clemson University and enjoys solving the challenges facing operators at the treatment plant level by applying the right product to meet those challenges.

As founder of Corban Services, Inc. in 1997, Joe's focus has been instrumentation and equipment upgrades to keep a plant safe and compliant while increasing efficiency.

## **Andrea Schmid**

Andrea Schmid has been with the Cornerstone H2O™/Eshelman team since January 2015 and coordinates our inside sales efforts. She works closely with our suppliers in marketing their products, and assists with contract administration in addition to many other support functions.

Prior to Cornerstone H2O™, Andrea worked in the plastics and automotive industries as a manufacturing and design engineer in the late 1980's and early 1990's. Her specialty was in process improvement and cost reduction. She left the corporate world to raise her children and spent 17 years as a stay-home mother, and a volunteer in the schools, community and her church. She earned a Bachelors in Mechanical Engineering from Purdue in 1989. Later she earned an MBA with a finance emphasis from Georgia State University in 1998.

## **Eric Kimber**

Eric Kimber is an Associate at Cornerstone H2O™ and one of our core process salespeople. A passionate, results-driven individual, he is focused on delivering best-in-class solutions for all water and wastewater treatment projects.

Eric brings a great energy to our business and a unique perspective and approach to solving customer treatment challenges. Since graduating from The University of Georgia with a B.B.A. degree in Marketing, Eric has gained extensive sales experience in the energy optimization and environmental sectors. After years of working with his father's mechanical and electrical business and time spent installing geothermal systems, he doesn't mind getting his hands dirty, either.

## **Jason Nord**

Jason joined the Cornerstone H2O team in late 2017. He brings to our team an extensive knowledge in the operations, repair, maintenance, and troubleshooting of mechanical equipment and treatment processes in the water and wastewater industry. He is heading up our new service division and can offer repair, support, training and startup services for many of the lines we carry.

His Class 1 Operator status led him to past positions over the last 25 years including Chief Plant Operator, Water Systems Special Projects Coordinator, Director of Water Resources and Regional Sales Manager. He is also the proprietor and owner of Alcovy Maintenance, Management and Operations, LLC. We are excited to welcome him, and his expertise, to the team.

## **Jason Deal**

Jason joined our team in late 2018. He is heading up our sales efforts in our new Florida office, based in Venice, FL. Jason has worked in a variety of roles within the water treatment industry specializing in membrane filtration including sales, marketing, system design and engineering, plant commissioning and operations. He has extensive knowledge in membrane process optimization and is results driven. He received a Bachelor of Science in Chemical Engineering from the University of Mississippi.

When he isn't selling water treatment equipment, he is an avid outdoorsman. On the weekends he can usually be found training his award-winning German Short-Hair Pointers or competing in offshore fishing tournaments.