



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

CORPORATE PROFILE

CONTACT INFORMATION

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COMPANY OVERVIEW

Cornerstone H2O is a manufacturer's representative and distributor of high quality and innovative treatment solutions with a particular focus on sustainability. Our target markets are the Municipal Market in the Southeast and the Industrial Markets nationwide. We strive to be *the most valuable partner in water treatment*. To our customers this means providing top quality treatment solutions that save 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 develop trust, respect, and loyalty.

TRUST

Our clients trust us because we stand behind everything we sell, and our solutions exceed our customers objectives and expectations.

RESPECT

Our clients and competition respect us because our solutions are often the basis of design, pre-selected, 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.

"Cornerstone H2O has truly done an excellent job for OR-TEC. Sales are literally through the roof! They have done this by taking the time to understand and learn about our product line in detail, and then used that knowledge to do the hard work of tirelessly promoting our products to engineers, end users and contractors. They are an

innovative, forward-thinking company who have quickly become our number one rep firm nationwide by being honest, fair, and forthright in dealing both with us, engineers, and the customers we serve. Their expanding territorial footprint in both the municipal and industrial marketplace has brought new opportunities to us while their excellent service capabilities help with startup and other on-site services.”

-Jim O’Leary, Sales and Marketing Manager, Or-Tec, Inc.

COMPANY HISTORY

Cornerstone H2O began as the Georgia office of The Eshelman Company and continues today as one of the premier solution providers in the water treatment industry. Since our inception, Cornerstone H2O has become a full-service solution provider incorporating business development that targets municipal and industrial customers, technology consulting, field service and instrumentation.

“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

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 ideas which they may not even have considered.

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. We strive to help our suppliers optimize the design and promotion of their solutions. We regularly find opportunities and applications for their products of which they are not aware.

“Working with the Cornerstone H2O team 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 are profound and opens the doors for us over and over again to allow us to 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.

KEY MARKETS / CUSTOMERS

MUNICIPAL

Municipal Utilities, Design Consultants, Contractors, GAWP, GRWA, EPD, ADEM, FDEP, DNR, Privatized Operations Companies

INDUSTRIAL

Poultry and Animal Processing, Pulp and Paper, Power, Textiles, Food and Beverage, Environmental Remediation, Pharmaceutical, Automotive, Reuse

“Fournier Industries has had the pleasure to be involved with the Cornerstone H2O organization for over 12 years and appreciates that they conduct their business in an exceptional manner. Cornerstone H2O has a staff that is very knowledgeable, hard-working, and is very responsive to all requests from both their customers and manufacturers. Cornerstone H2O is a top performer who took our technology into new areas and has done a great job. Fournier looks forward to doing business with them for many years to come.”

-Steve Oftelie, Regional Sales Manager, Fournier Industries

SUSTAINABILITY

Cornerstone H2O's love for the environment is reflected in our sustainable approaches to solving water problems. Whether it is low energy facultative biological treatment, solar powered circulation, or removal of nano-contaminants for reuse, Cornerstone H2O has well proven approaches for almost any application. In fact, it is our expertise.

KEY PROJECTS

Sustainable Water – WaterHubs Around the U.S.

Sustainable Water designs WaterHubs that have been installed at Emory University, University of Texas, Phillip Morris, Duke University, Piedmont Hospital Atlanta, and elsewhere. Cornerstone H2O was the force behind pairing Sustainable Water with H2O Innovation (and other technologies as well) for the solutions behind these installations. These facilities are harvesting and purifying sewage, to be used in their cooling towers and for other non-potable applications, which is the ultimate in sustainability.

Key Factors: Technical Knowhow, Superior Performance

Solar Circulators for a Paper Mill

Cornerstone H2O provided several solar powered circulators for emergency deployment at a paper mill. They were installed to enhance their existing treatment and reduce TSS in their discharge stream. The company now relocates those circulators around to different plants when their treatment needs enhancement.

Key Factors: Rapid Deployment, Green Solution

Macon, GA – Fournier Rotary Press

As the largest Fournier installation in the world, Macon is our latest showcase for this valuable technology. Macon exhaustively evaluated eight dewatering technologies and our Fournier technology was selected for implementation. We successfully highlighted the long-term O&M savings and benefits of the Fournier technology and won the project.

Key Factors: Net Present Value of Solution, O&M Savings and Benefits

Madison, GA – Or-Tec Micro Bar Screen

This was a turnkey project that we provided for our customer Madison, GA. They purchased the screen and requested that we install it for them. We performed the installation in 2020 and it is currently running alongside their old drum screen. They are thrilled with our screen and are planning on replacing their other drum screen next year. We were able save them on O&M costs and incorporate the new screen by customizing it to work in their existing infrastructure.

Key Factors: Superior Performance, Innovative Installation

Kingsland, GA – Or-Tec Micro Bar Screen

Kingsland, GA replaced their in-channel band screen with our Or-Tec Micro Bar Screen. After the installation, the plant operators immediately noticed positive changes in their downstream process in addition to the elimination of rags. We visited the plant and collected data on their process to find that the Or-Tec screen is removing much more of the TSS in their wastewater. They have reduced their sludge hauling costs by half and are saving \$3000 per month on hauling alone. In addition, their belt press is only running 50% of the time that it needed to with their old screens. To use as a marketing tool, we produced a case study that is now being used at Or-Tec to market their screen and the plant management now has their savings quantified.

Key Factor: Superior Performance, Sustainability

Clear Creek CSO, City of Atlanta – Ovivo and Suez

The Clear Creek CSO facility in the City of Atlanta, GA is an enormous facility to which we sold four new 26' Ovivo drum screens in 1997 and six new Suez Climber screens in 1995. Now, about 25 years later we are refurbishing and rebuilding all of them for the City. We are replacing wear components on the Suez Climber Screens and taking the Ovivo Drum Screens down to bare metal and repainting them, replacing their panels and replacing other components as well. When the rebuild is complete, they should last the City another 25 years.

Key Factors: Superior Performance, Project Management Capability

Cornelia, GA – SuperPulsator / Greenleaf Filter / AWI underdrains / Filter Magic

To win this project a special package was assembled to synergize our supplier solutions and create a first-of-its-kind plant in Cornelia, GA. By combining the Greenleaf with AWI underdrains and the Filter Magic process/backwash control system the customer has a uniquely valuable and capable process for their water plant.

Key Factors: Sustainability, Water Savings

Crosstown WTP, Fayette County, GA – AWI and Zero to Waste

The purpose of this project was to upgrade the filters, controls, and valves. By combining AWI underdrains and Zero to Waste filter process controls, Fayette County greatly improved their process and saved approximately 100 million gallons of water per year. This corresponds with a savings in water treatment and power/operating costs of about \$100,000 per year. Their backwash efficiency went from 92.5% to 98.5%. They are so happy with the results they are currently installing these technologies at their other filtration plant.

Key Factors: O&M Savings, Sustainability, Water Savings

Georgia Pacific – Several facilities around the country – Fournier and Heron Innovators

Cornerstone H2O has become one of Georgia Pacific's trusted solution providers. Two of our technologies, the Fournier Rotary Press, and the Heron SAF have become go-to, high-value solutions for their facilities. For one of their facilities, we have assembled a team to retrofit with the Heron SAF as a turnkey engineered installation and reconfiguration of their system. Other projects are presently in design or construction implementing these solutions.

Key Factors: Superior Performance, Innovative Solutions

Hormel Foods - Atlanta, GA – Fournier Rotary Press and Or-Tec Micro Bar Screen

The Hormel plant in Atlanta is home to a Fournier Rotary Press and an Or-Tec Micro Bar Screen. They are extremely happy with the performance of both solutions and have plans to install them in other facilities around the country.

Key Factor: Superior Performance, O&M Savings

TEAM MEMBERS**Chris Keever**

Chris Keever is the founder of Cornerstone H2O™, a manufacturer's rep firm in the southeastern U.S. Throughout his ~30 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 for his customers.

Prior to founding 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.

Andrea Schmid

Andrea Schmid has been with the Cornerstone H2O™/Eshelman team since January 2015 and is our Vice President of Operations and a partner in our firm. She coordinates our Operations and handles both our inside sales efforts and some process sales. She works closely with our suppliers in marketing their products and assists with contract administration and project management in addition to many other support functions. She also acts as our sales representative for the State of Alabama.

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. In 1989 she earned a Bachelor's in Mechanical Engineering from Purdue University and earned an MBA with a finance emphasis from Georgia State University in 1998. She is currently pursuing a Certificate in Contract Management at UCLA.

Lee Pope

Lee started his career at the City of Covington, GA in 1994 as an entry level operator. He soon obtained his Class I Operator license and was promoted to Chief Operator of both water treatment plants before leaving in 2002. He then went to Rockdale County for eleven years as their water plant manager.

Most recently, Lee was the Director of the Fayette County Water System. While at Fayette County he worked to modernize the Fayette County Water System's treatment methods. He invested more than \$8 million in improving plant operations with state-of-the-art technologies that provided operators the necessary tools to deliver the best possible potable water.

In May of 2019 he decided to leave Utility Management and soon after joined the team at Cornerstone H2O. Here Lee hopes to take his expertise and help other utilities make important decisions as they prepare their Water and Wastewater systems for the future.

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 does not mind getting his hands dirty, either.

Cassandra Petersen

Cassandra has a Bachelor of Science in Chemical Engineering and began her career 23 years ago in industrial water treatment. Her primary focus was the treatment of process water and the classification of waste leaving manufacturing facilities. She also worked as an Engineering Consultant for Safety-Kleen which allowed her the opportunity to provide environmentally sound solutions to clients, as well as work on the design and implementation of portable recycling technologies for use on CNC Machines.

Cassandra has been with us as a sales representative since 2018 and focuses on our industrial markets and handles some municipal projects as well. She is highly involved in our marketing efforts, especially our social media presence and assists in the development, collaboration, and introduction of our new products or technologies for the water industry.

Josh Stanford

Josh Stanford started with Cornerstone H2O in the Spring of 2021 as a Process Sales Associate. He is responsible for covering the municipal market in South Georgia and North Florida for end-users and engineers. Starting his career as an Applications Engineer with a pump manufacturer where he spent seven years, Josh now has over 13 years of experience in the water and wastewater industry. For the last six years, he has been a manufacturer's representative covering South Georgia for pumps and process equipment.

Josh is married to his wife Casey and they have three children. When he isn't working, he enjoys spending time with his family, either at one of his kid's baseball games, ballet performances or taking his boys deer and turkey hunting. He also enjoys working in the children's ministry at his church and taking teenagers to camp in the summer.

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. He currently is the instrumentation expert at Cornerstone H2O and helps our team by designing chemical feed and monitoring systems for our customers.

Addie Olson

Addie Olson is a Sales Associate representing our technologies in our Florida office who joined us in 2020. She has been interested in water treatment and green technology since her college days and is now working to bring eco-friendly water solutions to customers across Florida.

As a midwestern native, Addie has previous experience with water treatment as well as chemical sales. She went to Winona State University in Minnesota where she played rugby and graduated with a bachelor's degree in Molecular Biology and Ecology.

Terry Holland

Terry's core functions at Cornerstone H2O are project management and industrial business development. He is also a critical part of our rebuild and turnkey projects team.

He has over 35 years of extensive experience in executive management, logistics and business development and has negotiated and managed large-scale commercial and governmental contracts in the United States. His strong track record of increasing profitability within highly competitive organizations has built him a reputation for developing business strategies within private sector product production, service firms, and large industrial organizations. Before partnering with Cornerstone H2O, the last 10 years Terry has been focused on coal mine production, permitting, operations safety, waste reclamation and sales.

Chet Ward

Chet joined the Cornerstone H2O team in March 2020 as our Service Division Leader. He has over 25 years of experience in the operation, distribution, collection, mechanical, electrical, SCADA, Piping/Plumbing and general plant maintenance fields for the water and wastewater industry. He is a Class 1 Operator for both water and wastewater and is certified as a Class III Maintenance Technologist, Water Distribution Operator, and a Wastewater Lab Analyst.

He was the Utility Director at Cornelia, GA, Water Superintendent for Upson County, Project Manager for the City of Thomaston and the Maintenance Manager at Fayette County, GA before joining our team. He offers a high level of knowledge to our customers and suppliers in both maintenance of existing equipment and the startup of new equipment.

Tina Woodlock

Tina Woodlock joined Cornerstone H2O™ in November 2019. She assists the President, Vice President, and Sales team as Office Manager in office/accounting functions, and inside sales support. Prior to Cornerstone H2O™, Tina worked mostly with the media and medical industry in accounting and billing functions. She was also a previous business owner in the medical service-related field for 14 years. Her emphasis was in cost reduction where she created a software program for Gannett Newspapers and Television that reduced payroll in over 100 locations. She has an associate degree in Accounting and Business.

She was born in Florida but has been a long time Georgia resident for over 25 years. She lives with her husband and daughter in Peachtree City, Georgia. She is active in her church and community. She loves spending time with her family, boating and the outdoors.
