



April 14, 2015

To Whom It May Concern,

D. Brians All Natural Deli and Catering is a locally owned and operated business that has been serving fresh and natural food in Minnesota for 28 years. We have 7 locations in the Twin Cities area, and just opened our first new Greenfield Natural Kitchen restaurant.

Our Edina D. Brian's store had an on-going problem with hard water which caused the dishwasher heater element to scale up and the machine to perform poorly. The hard water also caused scale to form in our 8 well soup warmers.

We were approached in September 2014 by NorthStar Water Solutions to treat these problems by using *HydroFLOW* water conditioners, a non-chemical solution to both scale and bacterial problems.

We agreed to work with NorthStar Water Solutions and allow them to test their units on our equipment. Two units were installed in early September after a careful evaluation of our location, which included documentation of the scale issues.

NorthStar Water Solutions returned almost weekly for five months to evaluate the progress of the testing. Scale build-up on the heater element gradually diminished and has not reappeared, and cleanup of our equipment is now much easier and quicker. We have seen a decrease in maintenance issues while eliminating the need for a water softener.

The *HydroFLOW* units are environmentally friendly green technology, and require no on-going maintenance or chemicals to protect our plumbing and equipment. I would recommend *HydroFLOW* water conditioners to anyone looking for a solution to hard water scale problems.

Sincerely,

Paul Fournier  
Vice President