



July 12, 2017

To whom it may concern:

RE: H2minusO Flow Management Device (FMD) – Water Cost Reduction Valve

The Wellington is a Retirement and Long Term Care Residence located in Hamilton. We engaged Encompass to install their FMD valve that improves the municipal water meter reading efficiency by allowing the meter to more accurately measure our facilities' actual water consumption and not an inflated or forced consumption volume, and thus reducing our costs.

The folks from Encompass did a thorough job of measuring our pre and post installation water usage, explaining their process and working to our needs – including a late night installation as to not disrupt the clients of our LTC or senior facilities. After the completion of the post Measurement & Verification (M&V) analysis it was clear that the meter reading efficiency was even further improved from what their proposal indicated ! This meant that our ROI was reduced from the original projection of 3 years to 2.2 years and they guarantee the results.

We are very happy with the performance of the FMD water valve and the savings we are experiencing. I would also like to add that I am more than satisfied with the way Encompass managed the entire project. I highly recommend that anyone seeking to reduce their water costs consider the H2minusO FMD water valve from Encompass.

Sincerely,

Dan Scully
President
The Wellington