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**Reading Eagle:** Susan L. Angstadt | ETI, Caernarvon Township, is celebrating its 30th anniversary. From left are Stephanie Giddens, customer service team leader; Jamie Stoudt, production manager; Doug Flick, product manager; Liz Vaughan, QA/QC chemist; Tom Graff, operation support; and Bob Marason, purchasing manager.

## Business Spotlight: Happy 30th anniversary, ETI

Reading Eagle

Monday February 15, 2016 12:01 AM

CAERNARVON TOWNSHIP, PA — **Founder:** Bob Keeler

**Founded:** 1986

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### What Do You Think?

Now that Chris Christie is out of the presidential race, who will drop out next?

- Ben Carson
- John Kasich
- Jim Gilmore
- Jeb Bush
- Other
- No opinion

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<del>\$10</del>	50%	\$5

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**Location:** Morgantown

**Company's principal leaders:** Gary Reggiani, president/CEO; Bob Keeler, board chairman.

**Company produces:** ETI is a formulator and distributor of specialty chemicals for the water treatment industry. We support a growing network of regional water treatment professionals with best-available and environmentally acceptable technology combined with dedicated customer service. ETI offers a complete line of specialty chemical treatments and provides expert field and problem-solving support, laboratory services, and training.

**Number of employees:** 19

**Company's mission:** Our goal is to be the supplier our customers rely on most for their water treatment solutions. Our model is to provide the behind-the-scenes support - unique solutions, peace of mind, and a competitive advantage - to help each customer be successful.

**How company started:** ETI was founded by three independent water treatment service companies that had a shared vision of creating a support entity to complement their organizations. The owners envisioned a supporting structure that would allow them to be at their best for their customers. That model continues to drive ETI's operation today: a first-rate production and distribution facility; complete product/application portfolio of house and custom formulations; technical assistance providing field support and training, while ensuring the best available technology, laboratory support and regulatory support; and a customer service staff to process orders accurately and professionally. Our strength comes from the years of experience supporting the founding three companies and expanding into a network of over 30 partner distributors with a customer base of over 150 companies.

**Key to company's success:** We have earned the reputation of being a true partner with our customers because what makes us unique is our expertise combined with high quality products, exceptional field application and technical support. Ultimately, our customer's success determines our success.

**Website:** [www.go2eti.com](http://www.go2eti.com)

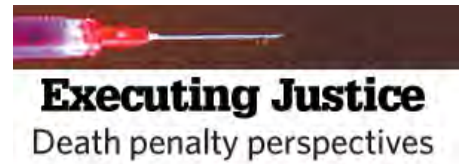
**Phone:** 610-286-2010

"We have a 30-year track record of exceptional customer service, and we have established a culture and vision that will put ETI on a new growth curve. Our goal is to expand east of the Mississippi, through the Southeast and the Midwest."

Gary Reggiani, President/CEO

...

Business Spotlight highlights company anniversaries beginning with the 10th anniversary and in five-year increments after that. To submit a Business Spotlight, go to [readingeagle.com](http://readingeagle.com) and click on **Business Spotlight** under the Money tab. All information in the story was submitted by the company.

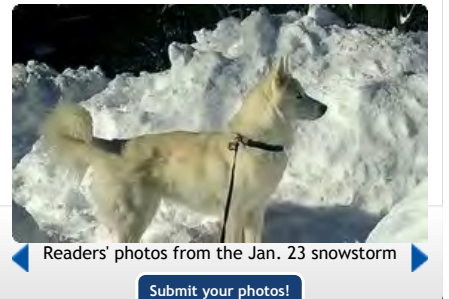


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- ▶ 5. Snow and ice lead to crashes, slower travel throughout Pennsylvania
- ▶ 6. Retailer, Reading mayor to meet about downtown properties
- ▶ 7. Grammy Awards: Swift makes her mark with second album of year
- ▶ 8. Editorial: School board caught red-handed violating Sunshine Law
- ▶ 9. Red Knights enter District 3-AAAA Tournament as the team to beat
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