



HEATING AIR CONDITIONING PLUMBING
ELECTRICAL WATER TREATMENT
METAL FABRICATION

COMMERCIAL • INDUSTRIAL • RESIDENTIAL

I would like to take this opportunity to introduce my company and myself. My name is Robert Ekis, Owner of Reynolds Heating and Air Conditioning. Reynolds has been in the business since 1972 and I purchased the company in 2009. After gaining experience in this field for many years, I felt it was time to start my own business.

Reynolds Heating and Air Conditioning is a one stop shop of all your heating, air conditioning (including duct system ultraviolet lights, scrubbers, and humidifiers), plumbing (including water pumps, sump pumps, sewerage pumps, pressure tanks, wells, water heater replacements, clogged drains and gas pipe), water treatment systems (including water softeners, reverse osmosis systems, DI systems, acid neutralizers, iron removal systems and ultraviolet purifiers) necessities. Our electrical division has the capacity to be able to service a variety of items (including panel replacements, installation and repair of pole lights, backup power generators, and LED conversions).

Reynolds Heating and Air Conditioning also offers preventative maintenance programs on ground source/geothermal heat pumps, ductless "mini-split" systems, central air conditioning systems, radiant floor heating, forced air gas and propane furnaces, gas and oil boilers, water heaters (tank and tank less), water pumps, sump pumps, sewerage pumps, pressure tanks, wells, water treatment systems, and generators.

Reynolds Heating and Air Conditioning has a full service metal fabrication shop where we can create anything from duct to exhaust hoods and custom fabrications consisting of but not limited to galvanized, steel, aluminum. Along with this, Reynolds Heating and Air Conditioning offers a wide variety of welding services; both in-house and on-site.

Reynolds Heating and Air Conditioning offers skid steer loader and backhoe services.

Reynolds Heating and Air Conditioning offers snow removal services including pre-treatment, salting (driveways and sidewalks), plow truck, skid steer loader, snow blowers, and shovels.

If you mention this letter upon scheduling any service call, you will receive **10% off**.

Please don't hesitate to contact Reynolds Heating and Air Conditioning. It would be a pleasure to further discuss business with you.

Thank you for your time and consideration,

A handwritten signature in black ink that reads "Robert Ekis".

Robert Ekis
President

74 PITNEY ROAD
LANCASTER, PA 17602
WWW.REYNOLDSHEATING.COM

PA036062
PHONE (717) 299-5220
FAX (717) 299-6974



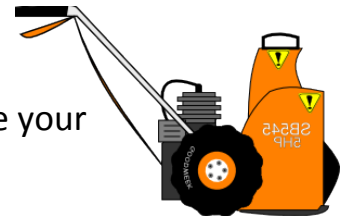
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Hey! Did you know Reynolds Heating and Air Conditioning is always up when the snow comes down?!?! I know it's hard to think about the upcoming snow season during this extreme heat this month. Reynolds Heating and Air Conditioning wanted to inform you that we offer snow removal services as well as snow clean-up services.



Reynolds Heating and Air Conditioning has two skid loaders with snow buckets along with two snow plows. Reynolds can push the snow banks to the grass areas or even relocate the snow to another location on the property in order to clear parking spaces, parking lots, driving alleys, etc.



We are very professional, dependable and safe! Better yet, we are your neighbor!

Please see our pricing list attached and give us a call at (717) 299-5220 or email at Reynolds@ReynoldsHeating.com



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October 2019-March 2020

Snow Removal Pricing:

Snow Removal Per Plow

\$85.00 / Hour Per Vehicle (Minimum of 1 Hour Per Visit)

Salt Truck

Material Cost plus 20%

\$85.00 / Hour per Truck (Minimum of 1 Hour Per Visit)

Salt Spreader - Sidewalks

Solar Salt – Material Cost plus 20%

Simple & Safe Sidewalk Safe Salt – Material Cost plus 20%

\$55.00 / Hour per Person per Salt Spreader (Minimum of 1 Hour Per Visit)



Snow Blowers - Sidewalks

\$55.00 / Hour Per Blower (Minimum of 1 Hour Per Visit)

Shovelers - Sidewalks

\$55.00 / Hour Per Person (Minimum of 1 Hour Per Visit)

Skid Steer Loader

\$85.00 / Hour Per Skid Steer (Minimum of 1 Hour Per Visit)

Back Hoe

\$150.00 / Hour Per Back Hoe (Minimum of 1 Hour Per Visit)

Mobilization & Demobilization Fees will apply

Pretreatment Liquid Spray

Cost plus 20%

\$85.00 / Hour Per Truck (Minimum of 1 Hour Per Visit)

Stakes

\$2.10 / Each



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Client Name: _____

Client Address: _____

Date of Agreement: _____

Term of Agreement: October 1, 2019 through March 31, 2020

Site Areas: (Mark all that apply)

- ___ Parking Lots ___ Loading Docks ___ Fire Hydrants
- ___ Dumpster Pads ___ Sidewalks ___ Pedestrian Entryways and Exits
- ___ Pedestrian Stairs ___ Vehicle Entryways and Exits

Services:

Per Event Pricing (time and material) for snow and/or ice events. _____

Per Evening Pricing for salt or other chemical applications one time on specified areas. _____

Pricing for significant ice accumulation on any surface greater than 1/16". _____

See Rate Sheet for specific pricing. _____

Staking:

Contractor ___ will or ___ will not provide staking of the Site. If Contractor is to provide staking of the Site, the Client shall pay the Contractor an amount of \$2.10 per Stake which will be due and payable immediately upon execution of this Agreement by Client.

Services:

Contractor ___ will or ___ will not determine when and to the extent services are required to be performed as a result of accumulations of snow and/or ice or any other conditions requiring services.



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Mobilization Fee:

Mobilization of skid loaders to be waived. Mobilization of back hoes or other equipment to be determined as required.

Payment:

Contractor to submit time and materials invoice to Client at the address listed above or by email to the address listed above after each Event occurrence. Client to pay Contractor within 30 days from date of invoice.

Other Notes:

Contractor agrees to pay for any damages caused by equipment and/or negligence, provided the Client documents the damage within 24 hours of occurrence. Without written evidence, Contractor will not be obligated to pay for any damage.

Contractor will repair any documented damage once the snow has melted and the area is entirely visible.

Contractor is not responsible for any damage caused by piled-up snow, or damage to any items are not visible due to snow and/or ice coverage.

Client Signature _____

Client Name & Job Title _____

Contractor Signature _____

Contractor Name & Job Title _____