

**P. O. BOX 415
SHAVER LAKE, CA 93664
(559) 908-3468
E-mail: Bill@Paloutzian.com**

August 25, 2008

Greetings:

To introduce myself, my name is Bill Paloutzian and I have lived in the Shaver Lake area since the early 70's. I have been providing snow removal services for over 30 years. Over the years my clientele has continued to grow and I now have approximately 300 customers. I currently provide service in the following subdivisions:

<u>2007-2008 Clientele</u>	
• Sierra Cedars	85
• Granite Ridge	85
• Music Falls	20
• Ockenden Ranch	55
• Appleridge/Meadowridge	20
• Wildflower	4
• Ridgetop	10
• Dogwood	4
• East & West Village	16

My service is provided on a maintenance basis rather than an on-call basis. We generally clear snow after every snowfall, and we strive to have all of our driveways cleared within 24 hours after it has **STOPPED SNOWING**. I **charge on a "per clearing" basis**. There are no contracts to sign and no deposits are required. You will be billed bi-monthly for services provided during that time period.

I have four small 4-WD Kubota tractors and have just added a fifth, as well as four Holder 4 WD tractors which are utilized in my business. The Holder tractors are used extensively in the Tahoe/Donner area and we are pleased to have them added to our fleet. With this compliment of equipment you can be assured of timely service. I reside in Sierra Cedars and am involved in all snow clearings. With our extensive communications network (radios, e-mail, telephone, cell phones) we are always available should you require immediate service or have special needs.

Typical seasonal costs for snow removal service range from \$400 - \$650, depending on size, difficulty and customer's individual needs. Since each property is unique, please contact me if you would like an estimate of snow removal costs or if you have questions regarding my services. I can be reached via the following: (559) 841-3468 (home), (559) 908-3468 (cell) or e-mail: Bill@Paloutzian.com. Also, please feel free to visit my website at www.shaverlakesnowremoval.com which provides you with more information regarding my services. My goal is to have my customer and route lists finalized by mid October; therefore, please contact me prior to October 15, 2008, so that we may ensure that your name is placed on our route list prior to a "snowed-in" situation.

In addition to snow removal we provide **fire hazard reduction services** to many of our clients. As a customer you will be invited to participate in this via a notification sent to you early in March.

I look forward to the opportunity to provide services to you.

Sincerely,

Bill Paloutzian

NEW CUSTOMER FORM

Date: _____

Name: _____

Billing Address: _____

City/Zip _____

Service Address: _____

Subdiv. _____

Phone: _____

E-mail _____

SPECIAL NOTES: _____

DATE: (office use)

Posted in Quickbooks _____

Entered in Route List _____

Entered on Map _____

Customer # _____