



February 1<sup>st</sup>, 2007

Dear Snow Removal Client,

Yesterday around Noon, a light snow storm entered the metro. Our crews were immediately routed to all of our commercial clients. The snow, which accumulated to 1-2" citywide, ended early evening.

All commercial clients were completed by late evening on Wednesday, January 31<sup>st</sup>, and all residential clients were completed by 4AM by Thursday, February 1<sup>st</sup>.

Your snow and ice removal invoices are enclosed. Factors determine complexity and frequency of removal, as well as number of de-ice applications, or quantity of de-ice materials. If you have any questions, please contact our office at 913.782.3700.

***SPECIAL NOTE: Due to the amount of de-icing necessary so far this winter, our salt and ice melt expenses have drastically increased (doubled) due to the law of supply and demand for the Metro area. We are closely working with our vendor to reduce those costs, and at this time, there will be NO increase in cost to salt or deice parking lots, sidewalks or driveways.***

As always, due to the significant short term operational demands, and expense to the company, all snow removal invoices are due upon receipt. Please assist us in timely payment for these services. (You can always call in a credit card to the office for even quicker payment).

We're grateful for our relationship, and thankful for the opportunity to serve you in all of our segments of business.

Sincerely,

Jason K. Cupp, CLP  
President and CEO