



### SANDING & DE-ICING, 2011/12

Please feel free to fax, email or U.S. mail in any approvals or requests.

[Jon@TILCO.net](mailto:Jon@TILCO.net)

or

[Sales@TILCO.net](mailto:Sales@TILCO.net)

Fax: 360 668 3335



#### (Current) consensus, Winter, 2012:

Supposedly, we have a “weakening” La Nina which if it remains true, we should have a wetter and warmer winter with an “average” amount of snow in the Seattle – Tacoma – Everett area. However if it “moderates”, the experts say it could surprise us with above average snowfall. Currently no forecasts suggest a replay of 2008. In general, this means snow sometime just before or just after Christmas, lasting into late February, early March.

So, it appears that a more “normal” winter is anticipated which means essentially, 5 – 9 weeks of on again/off again freezing conditions starting sometime in early December, occasional snow following same, ergo, a need for retail, office, multifamily residential and industrial properties throughout Puget Sound to be sanded, de-iced and swept up after.

As always, we have, and will have, plenty of sand and de-icer on hand, so we’ll be ready when you need us, but we do need you to sign up before November 1, 2011 to insure we get you on the correct route.

If you have had us do this work for you in the past, pricing remains the same as last year for all your projects.

If you are a new client, please look at the Puget Sound map on page 2 showing the 405 corridor (geographic area outlined in red) wherein which we can be most efficient and cost effective for you and your clients. If you have properties within this area, we’d love to offer you a proposal for sanding, de-icing and follow on sweeping up of sand at your sites.

Outside these areas will require a small surcharge for fuel and time. *(If your property is outside of the areas shown and we’ve served that site for you in the past, there will be no surcharge).*

Thank you very much, and I look forward to taking care of your property needs again this winter and into the future! As always, if things get *really* crazy out there, please remember, *medical and life safety facilities will always take precedence on our routes...*accidents on the road can (and will) slow down our arrival times. We promise to get to your property as fast as is safe and judicious.

Feel free to email or fax (listed both above and below) your site addresses to us, preferably before the middle of October so we can get pricing to you as quickly as possible and get your properties on the best possible route by November 1.

Please feel free to forward this on to others in your office, or elsewhere, that may need this work done.

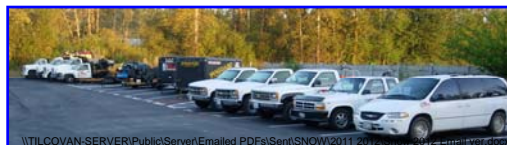
Sincerely,

Jon Juines

TILCO Vanguard Inc

*(Keep in mind; “De-icer” is a misnomer. It doesn’t actually make the ice “go away”, it just minimizes it, but only if it’s placed prior to an event, not after. De-icer placed after it snows, or rains and then freezes, will only lighten your wallet, not your liability. De-icer should always be put on prior to a snow or freeze event, not after).*

Please check out our website for more great products and services from TILCO Vanguard.



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520

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522

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Redmond

5

Seattle

Lake Washington

Bellevue, WA

520

Bellevue

Interstate 90 Express

405

99

Shorewood

599

167

509

518