



9160 Prince William Street  
Manassas, VA 20110  
Residential (703) 368-8000  
Commercial (703) 352-7738  
24 Hour Fax (703) 368-8626  
Toll Free 1 (800) 457-3785

June 29, 2007

Mr. Stephen Harrison  
Community Manager  
Select Community Services  
12701 Fair Lakes Circle, Suite 400  
Fairfax, Virginia 22033

RE: Westbriar Plaza Condominium  
Pest Management Program

On behalf of Triple "S" Pest Management Services, Inc., I would like to thank you for this opportunity to submit our proposal for Westbriar Plaza Condominium.

Based on our inspections and discussion of your overall needs, we are pleased to present the Triple "S" Integrated Pest Management (IPM) Program. We have, for your convenience, divided this proposal into the following components for your review:

- 1) Integrated Pest Management (IPM) Program Specifications
- 2) Service Schedule
- 3) General Terms and Conditions
- 4) Program Fee Schedule and Agreement

After careful review of our qualifications and proposed services, we are confident you will agree we have provided the finest pest management plan at a reasonable investment for Westbriar Plaza Condominium. Thank you again for this opportunity to be of service, and be assured of our best professional efforts.

Sincerely,

  
Sherrill L. Murray  
Senior Account Representative

## **Integrated Pest Management (IPM) Program Specifications**

Integrated Pest Management (IPM) is a concept in pest management in which both chemical and non-chemical control strategies are used in conjunction to achieve and maintain a pest free environment. Visual inspections, monitoring devices and strategic bait placements each play a role in the overall IPM design, resulting in an environment that is not only pest free, but safe as well.

This program has an extreme consciousness of and appreciation for human and environmental health and preservation. Our IPM program enables us to use pesticides only when absolutely necessary. If spray insecticides or other conventional pest control methods become necessary, they are used in a very site-specific, controlled manner, avoiding over application and the presence of pesticides in undesirable locations. By yielding outstanding results, our IPM Program is mutually rewarding to both the client and the pest control operator.

### **Phase I: Initial Month of Service**

Triple "S" will install EPA Tamper Resistant Bait Stations, 8 stations will be installed on the back of buildings 2663 & 2665, 10 stations in each parking garage area and 2 stations in each trash room.

The service technician will also address any common areas requested for service.

### **Phase II: Regular Preventative Maintenance**

The regular preventive maintenance procedures of the IPM Program that has been designed for Westbriar Condominium is listed below.

- 1) The service technician performs regular scheduled inspections of all areas in accordance with the attached service schedule. If any cockroach and/or rodent activity are found, the appropriate measures are taken to correct these conditions.
- 2) Service will be provided once (1) per month. Common areas will be visually inspected and treated as necessary.
- 3) Rodent control will be addressed on a once (1) per month basis. All rodent stations on the interior, exterior and a visual inspection of the attic will be provided. Each station is inspected, cleaned, re-baited if necessary and dating stickers signed.
- 4) Triple "S" provides recommendations on needed structural repairs and/or sanitation and storage practices which will reduce conditions conducive to pest harborage and/or breeding.
- 5) Triple "S" responds to any client concerns or special service requests.
- 6) Upon completion of each service visit, Triple 'S' will provide a service ticket which documents activity found, pesticides used, and all other pertinent information.

**SERVICE SCHEDULE**

Area of Service	Frequency
1) Parking Garages (2)* 10 Rodent Stations Each	1 x Month
2) Trash Rooms (2), 2 Rodent Stations Each*	1 x Month
3) Interior Common Areas	Request Basis

**OPTIONAL TREATMENT:** Twice per year Triple "S" will provide exterior perimeter power spray treatments to all the condominiums to deter the migration of seasonal invaders into the homes.

\* Indicates the placement and routine maintenance of rodent control devices.

### **General Terms and Conditions**

**Pests Covered:** Triple 'S' shall be responsible for the control of cockroaches, ants (excluding carpenter and pharaoh ants), mice and rats on the interior and exterior of the building, and accessible bees nests, (No Ladder required) on the exterior of the building.

Free flying insects are not included in this agreement. Triple 'S' can address these situations when they occur and the appropriate fees will be discussed at that time.

**OPTIONAL TREATMENT: Seasonal Pest Activity:** Seasonal invading insects may throughout the year, invade the structures and require an exterior treatment to the building to eliminate the migration into the structure. The cost of these treatments is included in this proposal for your review.

**Emergency Service:** There will be no charge for emergency service during normal working hours (Monday through Friday, 8:30 A.M. to 5:00 P.M.), unless otherwise specified. An emergency service call is classified as a mouse or rat complaint and will be responded to within twenty-four hours of receiving your call for service. Cockroach and ant complaints will also be addressed at no additional fees; however, Triple 'S' cannot guarantee a twenty-four (24) hour response to these complaints. Should you require the same day service for cockroach and ant complaints there will be a charge of \$55.00 for the service visit. There will be an extra charge for special or emergency service requiring special equipment such as ladders, scaffolding, bucket truck, etc.

**Materials Used:** Triple 'S' shall safely administer EPA Registered pesticides for control of pest problems throughout the facility. It is Triple 'S' policy to rotate our product inventory to assure proper materials with maximum effectiveness are always available.

**Insurance:** Upon your written or verbal request, Triple 'S' will provide a certificate of insurance showing coverage in effect. Triple 'S' is not responsible for insect or rodent damage to the facility or any products contained therein.

**Sanitation/Storage Practices and Structural Conditions:** When deficiencies are noted on the service technicians service report, which are conducive to either entry, harborage or breeding of insects and/or rodents, and these conditions are not corrected within thirty (30) days, the results of services rendered may not be completely effective (until such time as these conditions are remedied)

**National Holidays:** Accounts receiving service four (4) times per month or more will not receive service on major National Holidays. This service will not be scheduled for the following business day nor will it be made up at all.

**Quality Service:** Triple 'S' guarantees quality service and customer satisfaction. Triple 'S' is an equal opportunity employer, dedicated to providing our clientele with innovative and professional service.

**Program Fee Schedule**

Monthly service fee reflects Triple 'S' implementing and using the attached monthly service schedule for Westbriar Plaza Condominium. This pest management plan incorporates IPM techniques and is extremely safe and effective.

**Initial Month of Service: \$736.00**

**Monthly Maintenance Fee: \$161.00**

**OPTIONAL: EXTERIOR TREATMENT TO ALL CONDOMINIUMS  
TWICE PER YEAR: \$1350.00 per treatment.**

Emergency Service on a weekend/or after normal business hours is available there will be an extra charge for this special service.

**Conditions and Terms of Billing:**

- All invoices are due and payable upon receipt. Triple 'S' pre-bills your account on the 1st of each month. Your payment becomes due at the end of each month. Should your account become past due (more than 60 days), service will be discontinued until your account is brought up-to-date.
- The effective initial term of this agreement is twelve (12) months. After the initial term, this agreement shall continue on a month-to-month basis. Increases/decreases will be made on the anniversary date of this agreement, or January 1<sup>st</sup> of following the initial term of this agreement. Triple 'S' will increase the price then in effect by 3% for the previous twelve (12) months.
- This agreement may be cancelled for non-performance. Triple 'S' requires 30 days to correct conditions found. If the client is not satisfied at the completion of 30 days a 30-day written notice will cancel this agreement.
- The client agrees to pay all invoices as provided in this agreement and to assume attorney fees and court costs associated with any actions required collecting fees due to the company.
- This proposal for pest management services is valid for (45) days from the date of presentation. After 45 days, it may be necessary to re-evaluate the facility and adjust proposed services and applicable service fees.

If you, as the representative for Select Community Services, are in agreement with the terms of this proposal, please provide your authorization on the following page where indicated, and return a signed copy to Triple 'S' Pest Management Services, Inc.

Agreement

**Parties of this Agreement:**

**Triple "S" Pest Services, Inc.**

**And**

**Westbriar Plaza Condominium  
2653 Park Tower Drive  
Vienna, Virginia 22180**

**C/O**

**Select Community Services**

**Proposal Presented By:**

**Proposal Accepted By:**

**Sherrill L. Murray  
Senior Account Representative**

Ina Nenninger  
Name

*Sherrill L. Murray*  
Signature

*Ina Nenninger*  
Signature

July 10, 2007  
Date

President  
Title

7-09-07  
Date

703-849-1474  
Phone