



**Water Control  
Services, Inc.**

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This is a form letter to introduce myself and company to you. Water treatment of all types is our business, from initial design of the system through full installation with complete service for as long as required or contracted for. My background and education is in Mechanical Engineering. Our company has an ISO certified lab for analysis when needed to supplement the field analysis of the water systems we service. We have been in business since 1993 with 1500+ successful HVAC & Process water treatment installations. The service technicians are all highly trained and have over 10 years experience in HVAC contracting and service.

We are a small company by plan and design. We are a federally registered and certified **Women-Owned Business**; thus qualifying us as a minority owned vendor. We choose our customers based on the personal integrity of those making decisions affecting our relationship with them and their commitment to dealing only with top quality sub-contractors and vendors. We are unique in our approach. We perform all our own labor (except piping and strainer/pump screen cleaning) and need minimal assistance from your job site crew. We do all work related to cleaning, flushing, treating, start up, testing and all further water treatment service. We have our own pumps, hoses, fittings etc where situations are severe & time is critical.

We sanitize HVAC piping on all our jobs and issue a microbiological report included in the service report. With owners becoming more demanding of quality and monitoring corrosion levels of piping over time, this is particularly important. We are completely accountable to you and the owner for maintaining the integrity of the water in the system. If your company has a service department division, we can work very closely with you assisting in business development. We have a very effective approach with educating prospective service customers. We present the facts surrounding the cost of a comprehensive HVAC service contract (including a proper water treatment program) versus the cost of not having one. As you must know most all the time, an HVAC service contract saves the customer's operating and capital costs significantly. We maintain and repair all our dispensing and control equipment at no additional cost to the owner. Our equipment carries a full 2 year unconditional warranty. Our customers appreciate our sincere commitment coupled with the results they receive. If you have any questions or if there are ever any technical questions that arise regarding our field, please contact our home office and we will help you find an answer. Thank you for your time and consideration.

Sincerely,

Larry Croft  
President  
Water Control Services, Inc