

Saucon Valley School District

Meeting of the Ad Hoc Finance Committee

November 16, 2022 – 5:00 pm

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Welcome to the Saucon Valley School Board Ad Hoc Finance Committee meeting. Our objective is to serve our community's students, parents, and residents. You are an important part of this meeting and we look forward to your questions and comments. We are all here for the same reason. All opinions are welcomed and equally valuable. Our only request is that we address each other with civility and respect. Our courtesy toward each other is the best way to show our students how much we respect them as well.

Committee Members – Cedric Dettmar, Dr. Shamim Pakzad, Shawn Welch, Dr. Laurel Erickson-Parsons

Agenda

- I. **Call to the Order** – *Cedric Dettmar, Committee Chair*
- II. **Pledge of Allegiance**
- III. **Recording of Attendance** – *David Bonenberger, Committee Secretary*
- IV. **Motion to Approve Agenda**
- V. **Approval of Minutes** – October 19, 2022
- VI. **Courtesy of the Floor to Visitors – Agenda Items Only** – *Visitors should state their name and address.*
- VII. **Update & Action:** Stadium Water Infiltration
- VIII. **Update & Action:** Elementary Roof
- IX. **Discussion & Action:** High School Gym Sound System
- X. **Update & Action:** Healthcare Broker
- XI. **Discussion & Action:** Designation of Fund Balance
- XII. **New Business**
- XIII. **Old Business**
- XIV. **Courtesy of the Floor to Visitors** - *Visitors should state their name and address.*
- XV. **Future Meetings** – December 16, 2022
- XVI. **Motion to Adjourn**

The Saucon Valley School District does not discriminate on the basis of race, color, national origin, age, sex, or handicap

A meeting of the Finance Committee was held on Wednesday, October 19, 2022, in the District Office Conference Room. Present were Finance Committee members Cedric Dettmar, Dr. Laurel Erickson-Parsons, Dr. Shamim Pakzad, and Shawn Welch. Also present were David Bonenberger - Committee Secretary and visitors Jaime Vlasaty, Michael Karabin, Susan Baxter, and James Deegan.

- I. **Call to the Order** – 5:09 - *Cedric Dettmar, Committee Chair*
- II. **Pledge of Allegiance**
- III. **Recording of Attendance** – *David Bonenberger, Committee Secretary*
4-present, 0-absent
- IV. **Motion to Approve Agenda** – Dr. Shamim Pakzad, second by Shawn Welch moved to approve the Agenda. Vote: 4-yes, 0-no
- V. **Approval of Minutes** – Dr. Shamim Pakzad, second by Shawn Welch moved to approve the minutes of September 21, 2022. Vote: 4-yes, 0-no
- VI. **Courtesy of the Floor to Visitors – Agenda Items Only** – None
- VII. **Discussion & Action: HS Window Blinds**
Dr. Shamim Pakzad, second by Shawn Welch moved to send this item to the Board for approval. Vote: 4-yes, 0-no
- VIII. **Discussion & Action: HS Cafeteria Doors**
Dr. Shamim Pakzad, second by Shawn Welch moved to send this item to the Board for approval. Vote: 4-yes, 0-no
- IX. **Discussion & Action: PowerSchool/HR**
Dr. Shamim Pakzad, second by Shawn Welch moved to send this item to the Board for approval. Vote: 4-yes, 0-no
- X. **New Business** – Soliciting proposals for Healthcare brokers and Contracting with a vendor for transportation for Special Education.
- XI. **Old Business** - None
- XII. **Courtesy of the Floor to Visitors** - None
- XIII. **Future Meetings** – October 19, 2022
- XIV. **Motion to Adjourn**

Dr. Shamim Pakzad, seconded by Shawn Welch moved to adjourn the meeting.

5:50 p.m.



Eshbach Brothers, L.P.

Masonry Contractor

Phone: 610-375-0735
Fax: 610-375-6834

1440 North 9th Street
Reading, PA 19604

eshbachmasonry.com
Estimates Furnished

UNIT MASONRY | MASONRY RESTORATION | CAULKING & SEALANTS | AIR & VAPOR BARRIERS

October 27, 2022

Mr. James P. Deegan
Supervisor of Campus Operations
Saucon Valley School District
2085 Polk Valley Road
Hellertown, PA 18055

RE: Stadium Bleacher Caulk

Dear Mr. Deegan:

We hereby propose to remove and replace failed caulk at the bleacher walls for the lump sum of: three thousand two hundred dollars and zero cents (\$3,200.00).

Respectfully,

Jeff R. Wolff
Eshbach Brothers, L.P.

Accepted by Saucon Valley School District

Name: _____

Date: _____

Accepted by Eshbach Brothers, L.P.

Name: _____

Date: _____

This proposal is subject to the provisions on the reverse side, which provisions are incorporated herein and made a part of this proposal and acceptance thereof, and therefore part of any agreement arising thereby. Overtime of premium time is not included.

Attach: Area of Work

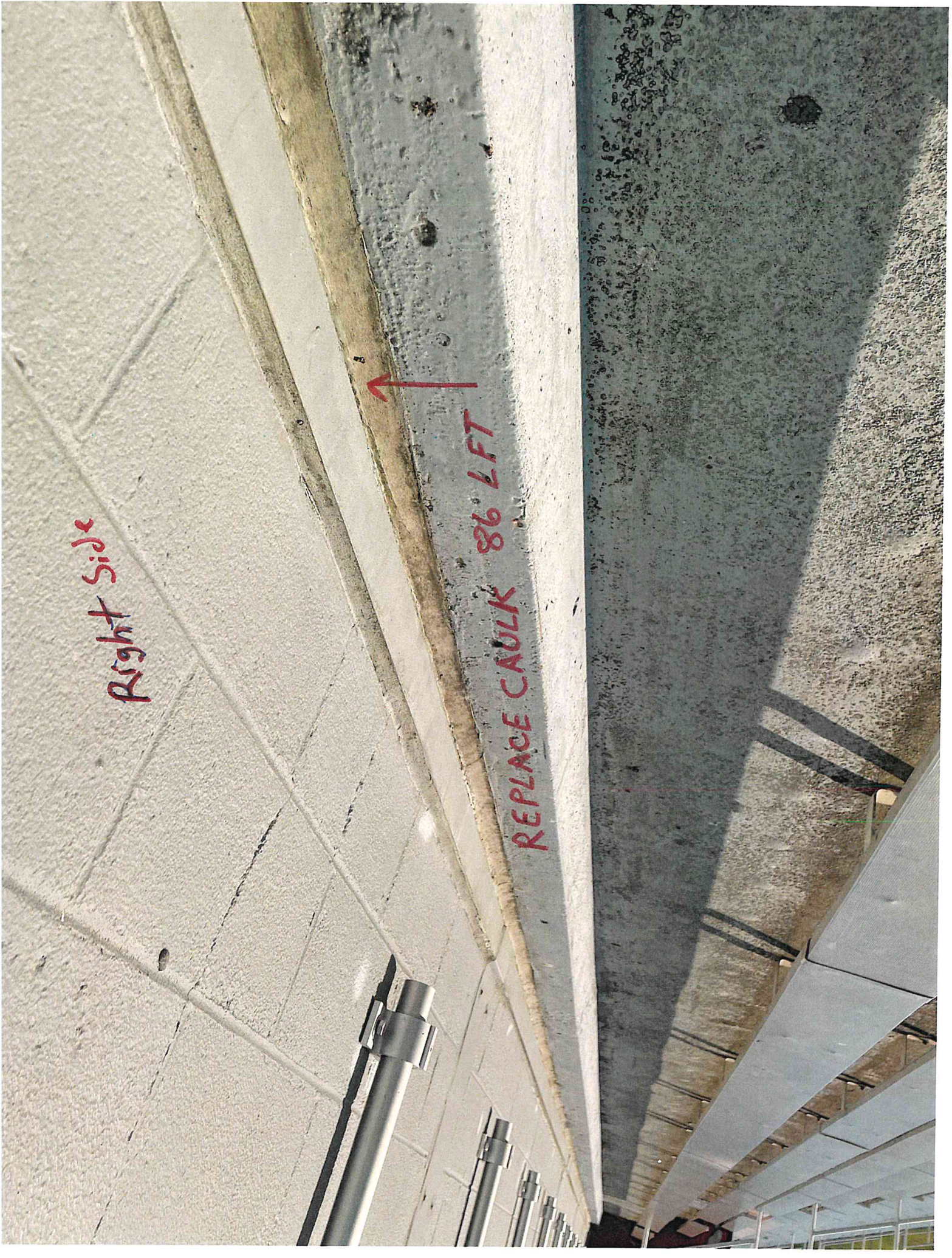
PROVISIONS GOVERNING AND IN CORPORATED IN PROPOSALS

1. If this proposal is not accepted within sixty days from the date of proposal, the proposal shall be voided and of no effect thereafter, at option of Eshbach Brothers, L.P.
2. In no case does Eshbach Brothers, L.P. assume responsibility or liability for delays, losses or damage due to fire, flood, drought, accidents, strikes, lockouts, acts of common carriers, acts of government, acts of God, or any other causes beyond power of Eshbach Brothers, L.P., any loss of time resulting there from is to be added to the proposed time of completion.
3. Electric power for all equipment, gangways, water, heat, light, and storage space in the buildings to be provided by the owner or general contractor, without expense to Eshbach Brothers, L.P.
4. Eshbach Brothers, L.P. shall not be required to cut material that is not specifically defined in and by the plans or specifications; should the work of Eshbach Brothers, L.P. have to be cut on account or because of inaccuracies in the building or structure, this cutting shall be paid for as extra work.
5. No specific or pro-rated charges for the use of telephone, plaster patching, general cleaning, general office expense, stenographer, roadways, watchman or temporary structures is included in this proposal. No allowance is made for pro-rated charges of any sort or description, and Eshbach Brothers, L.P. is not to be charged for any such items.
6. This proposal contemplates and the owner or general contractor or both agree to carry fire insurance, theft insurance, storm and extended coverage of all description on the material whether merely delivered to the building or whether set in place, to the extent of 100% of the value of these items; such insurance to be carried at no expense to Eshbach Brothers, L.P.
7. Payment terms are net 30 days. For each progress payment made the owner or general contractor may withhold 10%, as retainage, from the payment otherwise due. Upon completion of 50% of the work, the overall retainage withheld shall be reduced to 5%. Interest will be accrued on past due amounts at a rate of 1.5% per month, equivalent to 18% per year.
8. If a surety bond is required in connection with the work, the amount of the premium to be added to the proposed contract price as set out in the proposal herein.
9. The progress of the work shall be judged by the general contractor or the owner and Eshbach Brothers, L.P.
10. The above clauses, 1 to 9 inclusive, shall take precedence over any conflicting provisions, either written or oral, contained in any plans, specifications or other contract documents.
11. No allowances are included in this proposal for any damage to the work by other trades on the job. It is understood and agreed that the owner or general contractor or both shall protect the work and they or either of them assumes full responsibility and liability for any damage thereto.
12. In further consideration of all covenants, herein, the owner or general contractor or both agree to pay as additional costs of this job any increase in wages or material without any profit on such increases to Eshbach Brothers, L.P.
13. Acceptance of this proposal bid shall be accomplished by the executing and delivering to Eshbach Brothers, L.P. one copy of the proposal, even though accompanied by a purchase order.
14. The original and every copy executed of this proposal shall be considered originals for all purposes.
15. You are hereby informed and given notice that unless all amounts due and owing Eshbach Brothers L.P. under this contract are paid in full at the times requested by Eshbach Brothers L.P., that Eshbach Brothers L.P. does hereby intend to file a Mechanic's Lien against your property for the work which it has performed under this contract and that notice is given in accordance with the Mechanic's Lien Law of Pennsylvania.
16. In the default of payment by the purchaser and/or general contractor of contract price, the purchaser/general contractor shall be liable for interest thereof as provided by law, together with reasonable Attorney's fees required to be paid and related expenses incurred by Eshbach Brothers, L.P. in respect to the ultimate collection thereof.
17. In the event that the purchaser fails to comply with the terms and conditions of this agreement, Eshbach Brothers, L.P. may immediately cease providing service, terminate the contract, and be entitled to market compensation for the unbilled services rendered to date.

Right Side



REPLACE CAULK 86 LFT



LEFT SIDE

REPLACE CAULK 86 LFT





Eshbach Brothers, L.P.

Masonry Contractor

Phone: 610-375-0735
Fax: 610-375-6834

1440 North 9th Street
Reading, PA 19604

eshbachmasonry.com
Estimates Furnished

UNIT MASONRY | **MASONRY RESTORATION** | **CAULKING & SEALANTS** | **AIR & VAPOR BARRIERS**

October 18, 2022

Mr. James P. Deegan
Supervisor of Campus Operations
Saucon Valley School District
2085 Polk Valley Road
Hellertown, PA 18055

RE: Elementary School Roof Tie-in Flashing

Dear Mr. Deegan,

We hereby propose to provide the following work:

Exploratory Flashing Probe: \$1,700.00

Remove and Replace 25 Linear Feet of Flashing at Roof Tie-in: \$7,200.00

These prices include labor, equipment, and materials.

Respectfully,

Jeff R. Wolff
Eshbach Brothers, L.P.

Accepted by Saucon Valley School District

Name: _____

Date: _____

Accepted by Eshbach Brothers, L.P.

Name: _____

Date: _____

This proposal is subject to the provisions on the reverse side, which provisions are incorporated herein and made a part of this proposal and acceptance thereof, and therefore part of any agreement arising thereby. Overtime of premium time is not included.

Attach: Installation of Flashing Information
Area of Work

PROVISIONS GOVERNING AND IN CORPORATED IN PROPOSALS

1. If this proposal is not accepted within sixty days from the date of proposal, the proposal shall be voided and of no effect thereafter, at option of Eshbach Brothers, L.P.
2. In no case does Eshbach Brothers, L.P. assume responsibility or liability for delays, losses or damage due to fire, flood, drought, accidents, strikes, lockouts, acts of common carriers, acts of government, acts of God, or any other causes beyond power of Eshbach Brothers, L.P., any loss of time resulting there from is to be added to the proposed time of completion.
3. Electric power for all equipment, gangways, water, heat, light, and storage space in the buildings to be provided by the owner or general contractor, without expense to Eshbach Brothers, L.P.
4. Eshbach Brothers, L.P. shall not be required to cut material that is not specifically defined in and by the plans or specifications; should the work of Eshbach Brothers, L.P. have to be cut on account or because of inaccuracies in the building or structure, this cutting shall be paid for as extra work.
5. No specific or pro-rated charges for the use of telephone, plaster patching, general cleaning, general office expense, stenographer, roadways, watchman or temporary structures is included in this proposal. No allowance is made for pro-rated charges of any sort or description, and Eshbach Brothers, L.P. is not to be charged for any such items.
6. This proposal contemplates and the owner or general contractor or both agree to carry fire insurance, theft insurance, storm and extended coverage of all description on the material whether merely delivered to the building or whether set in place, to the extent of 100% of the value of these items; such insurance to be carried at no expense to Eshbach Brothers, L.P.
7. Payment terms are net 30 days. For each progress payment made the owner or general contractor may withhold 10%, as retainage, from the payment otherwise due. Upon completion of 50% of the work, the overall retainage withheld shall be reduced to 5%. Interest will be accrued on past due amounts at a rate of 1.5% per month, equivalent to 18% per year.
8. If a surety bond is required in connection with the work, the amount of the premium to be added to the proposed contract price as set out in the proposal herein.
9. The progress of the work shall be judged by the general contractor or the owner and Eshbach Brothers, L.P.
10. The above clauses, 1 to 9 inclusive, shall take precedence over any conflicting provisions, either written or oral, contained in any plans, specifications or other contract documents.
11. No allowances are included in this proposal for any damage to the work by other trades on the job. It is understood and agreed that the owner or general contractor or both shall protect the work and they or either of them assumes full responsibility and liability for any damage thereto.
12. In further consideration of all covenants, herein, the owner or general contractor or both agree to pay as additional costs of this job any increase in wages or material without any profit on such increases to Eshbach Brothers, L.P.
13. Acceptance of this proposal bid shall be accomplished by the executing and delivering to Eshbach Brothers, L.P. one copy of the proposal, even though accompanied by a purchase order.
14. The original and every copy executed of this proposal shall be considered originals for all purposes.
15. You are hereby informed and given notice that unless all amounts due and owing Eshbach Brothers L.P. under this contract are paid in full at the times requested by Eshbach Brothers L.P., that Eshbach Brothers L.P. does hereby intend to file a Mechanic's Lien against your property for the work which it has performed under this contract and that notice is given in accordance with the Mechanic's Lien Law of Pennsylvania.
16. In the default of payment by the purchaser and/or general contractor of contract price, the purchaser/general contractor shall be liable for interest thereof as provided by law, together with reasonable Attorney's fees required to be paid and related expenses incurred by Eshbach Brothers, L.P. in respect to the ultimate collection thereof.
17. In the event that the purchaser fails to comply with the terms and conditions of this agreement, Eshbach Brothers, L.P. may immediately cease providing service, terminate the contract, and be entitled to market compensation for the unbilled services rendered to date.

Model building codes require the use of a dampproofing or waterproofing material on the surface of masonry walls located below grade and require base flashing to be installed within 10 in. (254 mm) of final grade. If these are omitted or improperly installed, then rising damp may occur. The insertion of a dampproof course at a level above the ground, but below the first floor, may stop the rising moisture.

There are various methods to install a retrofit dampproof course. One method involves injecting a synthetic chemical that forms a continuous dampproof barrier into an existing brick course. Holes are drilled into the course of brick, and the synthetic material is injected. Another method is the creation of an additional flashing level just above grade. One or more brick courses are removed, flashing is installed and the brick are replaced. Recommendations for brick removal and replacement are discussed in the preceding section. In situations with severe rising damp, excavation of the soil adjacent to the wall and installation of dampproofing or waterproofing materials to the wall surface may be required.

Installation of Flashing

Building codes require flashing to be designed and detailed to resist water penetration to the interior of the building. Flashing that has been omitted, damaged or improperly installed may permit moisture to penetrate to the building interior. If this is the case, then flashing can be repaired or replaced to correct uncontrolled water penetration related to the flashing system. The procedure is invasive, requiring the removal of brick, bracing the brick above, installing new flashing and replacing the removed brick units. Other methods may be used to address water penetration, but these are not necessarily long-term solutions and will not comply with the building code when flashing is missing. To install continuous flashing in existing walls, alternate sections of masonry in 2 to 5 ft (610 mm to 1.52 m) lengths should be removed. The flashing is installed in these sections, and the opening is filled with new brick and mortar as discussed under “Replacement of Brick”; refer to [Photo 3](#). The replaced masonry should be properly cured (five to seven days) before the intermediate masonry sections or supports are removed. Alternately, temporary braces can be installed if longer sections of brickwork are removed; refer to [Photo 4](#). After these braces are installed, the flashing can then be placed in these sections. The lengths of flashing should be lapped a minimum of 6 in. (152 mm) and the laps adhered and edges sealed with a sealant or adhesive compatible with the flashing material to function properly. See *Technical Note 7* for other flashing installation recommendations.



Photo 3
Flashing Installed in Alternating Sections



Photo 4
Flashing Installation Using Temporary Support

Installation of Wall Ties and Anchors

In instances where masonry walls have been constructed without a sufficient number of anchors or where the existing anchors have failed, proprietary “retrofit” anchors may be used to attach the wythes or veneer and transfer lateral loads. Installing retrofit anchors improves the stability of the masonry and reduces the potential for face cracking. Installation of most retrofit anchors involves drilling small holes in the masonry, usually in a mortar





Entertainment Services Group, Inc
Integrators of Audio, Video & Lighting Systems

November 8, 2022

QUOTATION NBR. 22-1108-01

Robert Fry
Saucon Valley High School
484-239-0262

Quotation Summary		
Subtotal:	\$	5,125.46
Tax Exempt:	\$	-
Total:	\$	5,125.46
Initial Deposit:		N/A
TERMS:	Purchase Order, Net 30	

COSTARS NBR: 034-E22-153

Gym Sound System Repair

LINE	QTY	MFG	MODEL NBR	DESCRIPTION	UNIT PRICE	TOTAL
1						
2	1	Shure	SCM262	Audio mixer	339.48	339.48
3	1	Crown	Xti-2500	Audio amplifier	634.80	634.80
4	1	Extron	DSP	Digital audio processor	552.00	552.00
5	1	Denon	BT-90	Bluetooth adaptor	124.20	124.20
6	1	Denon	BT-RAK	Remote antenna kit for above	49.68	49.68
7	1	ESG	RAK	Remote antenna kit for existing wireless mics	75.90	75.90
8	1	ESG	WHKT	Wire kit to rewire existing loudspeakers	524.40	524.40
9	1	ESG	INST	Installation and optimization	2,825.00	2,825.00
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Quotation Total:	\$	5,125.46
Tax Exempt:	\$	-
Total Estimate:	\$	5,125.46



TERMS & CONDITIONS

1) Scope of Work - ESG hereby proposes to furnish the equipment, materials and labor in accordance with the above specifications. All materials are guaranteed to be as specified. All work will be completed in a workmanlike manner according to standard practices. The proposed quotation and integration of the above specifications will address the following areas:

- i **This quotation would replace the existing headend equipment. A new audio mixer, audio amplifier will be installed to replace the failed mixer amplifier**
- ii **A digital audio processor will be installed and optimized for the room. This unit will protect the system from over powering and provide equalization for the audio system**
- iii **A Bluetooth audio adaptor will be installed with a remote antenna to allow use of any Bluetooth device. A hardwire input will also be provided.**
- iv **The existing wireless microphones will be reused. Remote antenna kits will be installed for improved performance.**
- v **The existing loudspeakers will be rewired and tested. Any repairs needed will be at an additional cost.**

Any alterations or deviations from above specifications involving extra cost will be executed only upon written orders, and will become an extra charge over and above the quotation.

2) Responsibility of Others - Unless otherwise noted in the proposal, the Owner shall be responsible for all electrical work such as but not limited to AC power, conduit systems, and outlet boxes. All finishes will be supplied as standard manufacturer's finish. All other work necessary to the completion of the project and not specifically defined in the proposal as being furnished by **ESG** shall be the responsibility of the Owner.

3) Existing Equipment - Unless otherwise noted in the proposal, all existing equipment shall remain the property of the Owner and will be incorporated into the new system as proposed. **ESG** shall remove and may reuse such equipment as necessary for the purposes of this Agreement.

4) Time of Commencement and Substantial Completion - The work to be performed under the terms of this Agreement shall be commenced upon receipt of the signed Agreement and down payment and shall be substantially completed as a useable system as the construction schedule allows. The substantial completion date shall be subject to extensions due to conditions beyond the control of the **ESG** such as acts of nature, delays in material delivery, accessibility to the facility, and delays of work by others where such work is necessary to the completion of the project.

5) Payment - The Agreement sum shall be paid as follows: ESG will accept a signed, Purchase Order, Due Net 30 from the Customer. Any costs that are incurred due to changes in the completion date at the request of or caused by the Owner shall be the responsibility of the Owner and shall be due upon receipt of invoice for same. ESG reserves the right to file a lien against the Owner's property if the Owner fails to make complete payment. The full balance shall become due on default of payment with the Owner paying all reasonable legal fees and costs of collection. Upon default, ESG shall have the right to retake the goods, hold or dispose of them and collect expenses together with any deficiency due from the Owner, but subject to the Owner's right to redeem pursuant to the law.

6) Title to Goods - Title to goods is retained by **ESG** until payment of the full Agreement sum subject to allocation of payments and release of security as required by law. The Owner agrees to keep the goods safe, free from other liens and at the address of the installation.

7) Warranty - ESG guarantees all equipment and workmanship provided under this Agreement to be free of defects for a period of ONE (1) YEAR from the date of final acceptance or first beneficial use whichever occurs first (with the exception of existing and/or Owner provided equipment and wiring) . Contractor will repair or replace, at its option, any defective equipment and will correct any defective workmanship during normal business hours while the warranty is in effect at no cost to the Owner. All equipment warranties provided by equipment manufacturers that extend beyond ONE YEAR become warranties between the Owner and the equipment manufacturer and the Contractor has no liability beyond the stated ONE YEAR period. This warranty does not apply in case of abuse, misuse, neglect, acts of nature, or readjustment of system settings when they have been changed by anyone other than ESG.

8) Labor Calculation - In this quotation **ESG** has calculated all labor based on the following: A standard work week which is Monday thru Friday between the hours of 7 AM and 6 PM, NO NIGHTS, NO WEEKENDS or NO HOLIDAYS. The hourly labor rate is based on the use of NON UNION labor. If required; nights, weekends, holidays and union labor are available at an additional cost, and **ARE NOT INCLUDED** in this quotation.

9) Acceptance of Proposal - I have read this document and accept the prices, specifications and conditions stated. I understand that upon signing, this quotation becomes a binding contract. You are authorized to do the work as specified. Payment will be made according to the above listed terms.

Signature: _____
Robert Fry

Date: _____



November 10, 2022

QUOTATION NBR. 22-1108-02

Robert Fry
Saucon Valley High School
484-239-0262

Quotation Summary		
Subtotal:	\$	9,962.54
Tax Exempt:	\$	-
Total:	\$	9,962.54
Initial Deposit:		N/A
TERMS:	Purchase Order, Net 30	

COSTARS NBR: 034-E22-153

Gym Sound System Replacment

LINE	QTY	MFG	MODEL NBR	DESCRIPTION	UNIT PRICE	TOTAL
1	4	JBL	AC599B	Loudspeakers in black	916.32	3,665.28
2	1	Shure	SCM262	Audio mixer	339.48	339.48
3	1	Crown	Xti-2500	Audio amplifier	634.80	634.80
4	1	Extron	DSP	Digital audio processor	552.00	552.00
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7	1	ESG	RAK	Remote antenna kit for existing wireless mics	75.90	75.90
8	1	ESG	WHKT	Wire kit to rewire existing loudspeakers	524.40	524.40
9	4	JBL	MTN-566	Mounting brackets for loudspeakers	124.20	496.80
10	1	ESG	INST	Installation and optimization	3,500.00	3,500.00
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Quotation Total:	\$	9,962.54
Tax Exempt:	\$	-
Total Estimate:	\$	9,962.54



TERMS & CONDITIONS

1) Scope of Work - ESG hereby proposes to furnish the equipment, materials and labor in accordance with the above specifications. All materials are guaranteed to be as specified. All work will be completed in a workmanlike manner according to standard practices. The proposed quotation and integration of the above specifications will address the following areas:

- i **This quotation would replace the existing headend equipment. A new audio mixer, audio amplifier will be installed to replace the failed mixer amplifier**
- ii **A digital audio processor will be installed and optimized for the room. This unit will protect the system from over powering and provide equalization for the audio system**
- iii **A Bluetooth audio adaptor will be installed with a remote antenna to allow use of any Bluetooth device. A hardwire input will also be provided.**
- iv **The existing wireless microphones will be reused. Remote antenna kits will be installed for improved performance.**
- v **Four new JBL loudspeakers will be installed and focused on the bleachers. The existing speakers will be removed and turned over to the owner.**

Any alterations or deviations from above specifications involving extra cost will be executed only upon written orders, and will become an extra charge over and above the quotation.

2) Responsibility of Others - Unless otherwise noted in the proposal, the Owner shall be responsible for all electrical work such as but not limited to AC power, conduit systems, and outlet boxes. All finishes will be supplied as standard manufacturer's finish. All other work necessary to the completion of the project and not specifically defined in the proposal as being furnished by **ESG** shall be the responsibility of the Owner.

3) Existing Equipment - Unless otherwise noted in the proposal, all existing equipment shall remain the property of the Owner and will be incorporated into the new system as proposed. **ESG** shall remove and may reuse such equipment as necessary for the purposes of this Agreement.

4) Time of Commencement and Substantial Completion - The work to be performed under the terms of this Agreement shall be commenced upon receipt of the signed Agreement and down payment and shall be substantially completed as a useable system as the construction schedule allows. The substantial completion date shall be subject to extensions due to conditions beyond the control of the **ESG** such as acts of nature, delays in material delivery, accessibility to the facility, and delays of work by others where such work is necessary to the completion of the project.

5) Payment - The Agreement sum shall be paid as follows: ESG will accept a signed, Purchase Order, Due Net 30 from the Customer. Any costs that are incurred due to changes in the completion date at the request of or caused by the Owner shall be the responsibility of the Owner and shall be due upon receipt of invoice for same. ESG reserves the right to file a lien against the Owner's property if the Owner fails to make complete payment. The full balance shall become due on default of payment with the Owner paying all reasonable legal fees and costs of collection. Upon default, ESG shall have the right to retake the goods, hold or dispose of them and collect expenses together with any deficiency due from the Owner, but subject to the Owner's right to redeem pursuant to the law.

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9) Acceptance of Proposal - I have read this document and accept the prices, specifications and conditions stated. I understand that upon signing, this quotation becomes a binding contract. You are authorized to do the work as specified. Payment will be made according to the above listed terms.

Signature: _____
Robert Fry

Date: _____