



2024 ANNUAL HOME SERVICES

Pricing Guide

Celebrating **120 Years**



ALL YOUR RESIDENTIAL SERVICES UNDER ONE ROOF



PLUMBING



HEATING & AIR CONDITIONING



ELECTRICAL



WATER TREATMENT



WELLS & SEPTIC SYSTEMS



REMODELING

LEO KOB CO. Since 1904...

Leo Kob Co. has been providing quality service at a fair price to the residents of South Central PA for 120 years. Today, we proudly operate as a one-stop mechanical contractor for both residential and commercial customers.

Our expertise includes plumbing, electrical, heating, air conditioning, water treatment, and excavation. We also offer remodeling, design-build, estimation, and preventative maintenance services.

Our strength comes from our values. As a family-owned and operated company, we believe that **honest work is the only good work**, and we take pride in our **craftsmanship over sales gimmicks**.

We're grateful to employ a team of experts who live those values every day as we leverage our unique scale to make residential services affordable while delivering turn-key solutions to our customers.



The original Leo Kob
(sitting right) in 1904.



Leo Kob Co. Elizabethtown
headquarters today in 2024.

OUR TRUSTED PARTNERS





A Message from the Owners

As homeowners, we've all faced the frustration of unexpected breakdowns. It's stressful enough when something goes wrong, but adding the worries of navigating diagnostic fees and getting fair quotes can feel overwhelming.

At Leo Kob Co., we get it, and we think there's a better way. For 120 years, we've built our reputation on honesty, quality, and fair pricing. That's why we're proud to introduce our first-ever Service Pricing Guide in partnership with our industry-leading suppliers. Inside, you'll find clear, transparent price ranges for our common plumbing, HVAC, and electrical services. No hidden fees, no surprises, just upfront information before you call anyone.

But why now? In today's service market, all of us are increasingly bombarded by ads offering quick fixes and seemingly steep discounts instead of comprehensive solutions and clear prices. By contrast, our goal with this guide is to provide a set of benchmarks that can be easily referenced because we think it's the right thing to do.

In fact, we do several things differently because we think they're the right things to do:

- **We view our work as our craft,** and we pour our passion into every repair and installation. As a result, we proudly stand behind our services with warranties ensuring long-lasting solutions.
- **We don't have quotas to hit or false discounts to give out.** Instead, our expert team focuses on building trust and operating with respect, getting the job done right the first time and treating others the way we'd want to be treated.
- **We prioritize long-term relationships over short-term profits.** That means working with our customers in good times and bad to help navigate all the options, as well as being actively involved in the communities we serve because we live here too.

To all our loyal customers over the years, we want to say thank you. And to those who we haven't yet had the pleasure of serving, if our commitment to transparency and integrity resonates, we'd be honored to partner with you when needed next. In the meantime, please browse our guide, ask any questions, and compare with confidence.

Sincerely,

A handwritten signature in black ink that reads "Kevin & Dawn Becker". The script is fluid and cursive, with the names written in a single line.

Kevin & Dawn Becker

Plumbing Pricing.

We understand the importance of functioning and reliable plumbing. That's why we have a wide range of offerings to address your needs. Combining professional service and competitive prices, we partner with R. F. Fager Co. for the highest quality plumbing parts and fixtures, ensuring long-lasting results and peace of mind.



DRAIN CLEANING

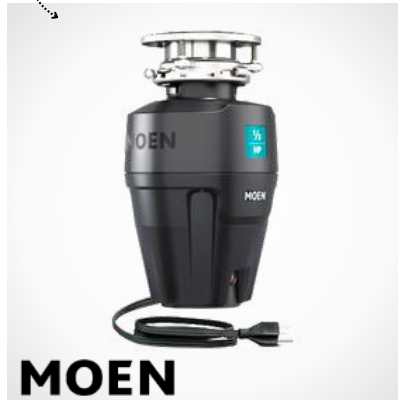
\$150 to \$370

Drain cleaning costs vary based on the severity of the clog and the tools needed. Simple clogs near the drain are usually resolved with manual tools, leading to lower costs. In very rare cases, it may take a half day or more to clear, exceeding this range.

GARBAGE DISPOSAL

\$450 to \$800

Garbage disposal prices depend on the unit's horsepower and size. Smaller disposals handle basic food scraps and cost less. Larger disposals tackle tougher waste and are more expensive.



SHOWER VALVE KITS

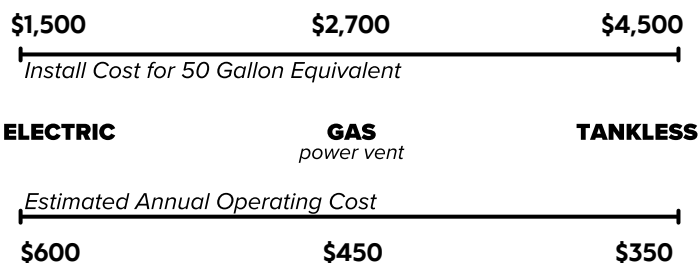
\$850 to \$1,100

Shower valve kit prices depend on material (brass, plastic), complexity (single-handle, multi-function), and installation factors. Expect lower costs for basic brass kits with accessible plumbing. Designer kits will add to the price.

WATER HEATERS

Water heater prices depend on four main factors: **size, fuel type, venting option, and warranties.** Larger tanks cost more, and gas requires ventilation while being more energy efficient.

Tankless water heaters have the highest install costs but are often eligible for rebates and tax credits while providing unlimited hot water on demand at the lowest operating costs.



LIFESPAN
Tank heaters can last 10 years. Tankless can last 12-15 years.

OUR OTHER PLUMBING SERVICES:

- Gas Leak Repair
- Drain Piping Repair
- Water Piping Repair
- Faucets, Toilets, & Tubs
- Washer/Dryer & Dishwasher
- Valve Install & Replacement

PROUD PARTNER WITH:



Water Treatment Pricing.

From filter and bulb replacements to comprehensive system design and installation, our plumbers are experts in water treatment. We proudly partner with Alan Manufacturing, producers of the Waterfall Systems brand line, to supply customers with high quality equipment backed by industry-leading warranties.



WATER SOFTENER

\$1,975 to \$2,400

Softening your water comes at different price points based on its hardness and your needs. Higher grain capacity (how much hardness it removes) and dynamic regeneration frequency (how often it cleans) are costlier.

ACID NEUTRALIZER

\$2,200 to \$2,500

Acid neutralizer prices vary depending on your water's acidity level, tank size, and media type. More acidic water requires stronger neutralization, often leading to larger tanks and higher costs.



WHOLE HOME UV FILTER

\$1,650 to \$2,250

Whole home UV filter prices vary based on the flow rate needed (larger systems handle more water, costing more), filter size/replacement needs, and installation requirements. If a new breaker, wiring, and outlet are required these will add to the cost.

REVERSE OSMOSIS SYSTEM

\$1,050 to \$1,500

Reverse Osmosis system prices depend on the number of filtration stages (more stages, higher cost), features like remineralization, and tank size/presence. Expect higher prices for systems targeting specific contaminants.



OUR PROCESS

At Leo Kob Co., we know that each home is unique. That's why we take a consultative approach to water treatment.

We start by testing your water for hardness, iron, pH, and bacteria. Based on the results, we design your system and provide you with a detailed explanation alongside a custom quote.

Whether your water is causing white deposits, colored stains, unpleasant smells, or bad taste, we can help you find a solution that fits within your budget. We also offer financing with 0% options for qualified customers.

Once installed, we can also help maintain your system for optimal performance.

STEP 1
PERFORM
COMPREHENSIVE
WATER TEST

STEP 2
REVIEW RESULTS
& DESIGN CUSTOM
SYSTEM

STEP 3
INSTALL & MAINTAIN

PROUD PARTNER WITH:

AMS Alan
Manufacturing
& Supply
Wholesale Water Conditioning Specialists

HVAC Pricing.

Your home HVAC system is complex and essential. When something goes wrong, our expert technicians can quickly diagnose the problem and prioritize cost-effective repairs. In cases where repairs aren't a financially sound option, we can also help you navigate the new system replacement process as a proud partner of the Amana brand.



UV LIGHT AIR FILTER
\$1,100 to \$1,200



WHOLE HOME HUMIDIFIER
\$1,450 to \$1,650

AIR QUALITY SOLUTIONS

We offer a wide range of air quality solutions to fit your needs and budget spanning filtration, humidification, purification, and ventilation.

Whether its **specialty air filters** for dust and allergens or higher-end options like **UV light sanitation** for a deeper clean, our experts can help you find the right solutions for your home's unique requirements.

NEW SYSTEM INSTALL & REPLACEMENT

Choosing a new HVAC system is an important and expensive decision. The cost can vary significantly depending on several factors, including the size and layout of your home, desired features, and your existing ductwork.

Our **no-commission model** removes pressure and allows us to prioritize finding you the most economical solution.

Qualified equipment eligible for \$2,000+ in rebates & tax credits.



MINI SPLIT
Starting at \$3,800
12,000 BTU, 19 SEER



HEAT PUMP
Starting at \$8,500
2.5 Ton, 14.3 SEER



COMBI-BOILER
Starting at \$10,500
60k BTU/h Space Heating,
160k BTU/h Water Heating

FINANCING
Up to 12
months 0%
interest
available.

OUR REPAIR PROCESS

DIAGNOSTIC \$135 to \$200

HVAC diagnostics vary in cost based on the complexity of the problem and the time needed for a thorough assessment. Simple issues require minimal troubleshooting while leak detection typically takes more time.

STEP 1

REPAIR & PREVENTATIVE MAINTENANCE

Often, but not always, the issues we discover are caused by lack of maintenance. The cost of repairs can vary significantly from as low as \$350 to replace a condensate pump causing excess humidity up to \$1,650 to fix a refrigerant leak requiring recovery, evacuation, drying, and recharge of your entire system. As such, we highly recommend our preventative maintenance plans to all customers.

STEP 2

OUR OTHER HVAC SERVICES:

- Refrigerant Testing & Repair
- Specialty Filters
- Blowers, Coils, & Compressors
- Oil Systems
- Hydronics
- Geothermal

PROUD PARTNER WITH:



Preventative Maintenance Plans.

We understand that our job is to ensure every dollar you spend on your home systems extends their useful lives.

We're not here to upsell. Unlike others who may offer lower prices only to recommend premature system replacements, our approach is different. We focus on **meticulous maintenance and precise repairs** to delay costly replacements.

Our job is to make your investments last.

Opting for one of our preventative maintenance plans means more than a simple checkup. You're choosing a detailed, hour-long service that cleans and fine-tunes your systems for optimal performance.

Our expert technicians go through a thorough checklist during each clean-and-tune-up, making sure every part of your HVAC system is in prime condition. We end with a comprehensive report that gives you a clear picture of the work we've done, along with any suggestions to keep things running smoothly.

And if you go for our Whole Home plan, you get the added benefit of an additional in-depth annual inspection—your choice of plumbing or electrical. These inspections are just as thorough, getting to the heart of your systems to ensure their health and efficiency.

Plus, this is a great opportunity to address those little quirks around the house—like that flickering light or the tap that's not quite right—that you wouldn't necessarily call an emergency. Our technicians are ready to listen and provide solutions, preventing small concerns from becoming big headaches and helping you avoid expensive fixes down the line.

ANNUAL

\$210 / year

Heating or Cooling - 1 Visit

- ✓ **1 Clean & Tune Up** of AC (Spring) or Heating (Fall)
- ✓ **1 Filter Replacement (1")**

OTHER PERKS

- **Priority scheduling**
- **10% off** all HVAC repairs
- **1-year labor warranty**
- **\$50 credit** towards a new system replacement (*accrued each consecutive year up to \$250*)

**add \$80 per year for oil systems*

**add \$150 per year per additional unit*

BIANNUAL

\$300 / year

Heating and Cooling - 2 Visits

- ✓ **2 Clean & Tune Ups.** AC in Spring and Heating in Fall
- ✓ **2 Filter Replacements (1")**

OTHER PERKS

- **Priority scheduling**
- **10% off** all HVAC repairs
- **1-year labor warranty**
- **50% off dispatch fee** (waived if you select us to do the work)
- **\$100 credit** towards a new system replacement (*accrued each consecutive year up to \$500*)

**add \$80 per year for oil systems*

**add \$150 per year per additional unit*

WHOLE HOME

\$450 / year

**BEST
VALUE**

Whole Home - 3 Visits

- ✓ **1 Comprehensive Inspection** of either Electrical or Plumbing
- ✓ **2 Clean & Tune Ups.** AC in Spring and Heating in Fall
- ✓ **2 Filter Replacements (1")**

OTHER PERKS

- **Priority scheduling**
- **10% off** repairs for **ALL** trades
- **1-year labor warranty**
- **\$0 dispatch fee**
- **\$150 credit** towards a new system replacement (*accrued each consecutive year up to \$750*)

**add \$80 per year for oil systems*

**add \$150 per year per additional unit*

Electrical Pricing.

Whether you need a minor repair, a complete rewiring, or anything in between, our electrical services are here to help. We understand that every situation is unique. That's why we offer **free** customized quotes for all our electrical services, ensuring you receive a transparent and cost-effective solution.

OUR PROCESS

SYSTEM ASSESMENT

Your home's electrical system is a network of interrelated parts. That means things that seem simple may actually be complex and vice versa. So we start with an assessment.

STEP 1

REVIEW FINDINGS

We'll then share what we found and walk you through a detailed explanation of what it'll take to complete the job. Very often there are multiple options presented.

STEP 2

QUOTE WORK

Each option will be accompanied with an estimate from which you can select. For larger projects, we'll also review financing options and any applicable rebates.

STEP 3

SIMPLE SWITCHES & RECEPTICALS

\$150 to \$200

Whether it's swapping out a GFCI receptacle or shifting a fixture a few inches to make room for a new appliance, our techs can make quick work of your smaller items.

We charge a simple markup on materials used and a fixed hourly rate with a one-hour minimum. You get peace of mind that licensed professionals did the work.



EATON



ELECTRICAL UPGRADES

\$2,500 to \$3,500

For bigger projects, we offer a turn-key experience. For example, when upgrading your electrical system, we obtain all necessary permits and coordinate with the utility company.

Pricing will vary based on whether you're increasing your amperage from 100 to 200 or just adding a subpanel. It's also significantly affected by your home's age and building materials.

OUR OTHER ELECTRICAL SERVICES:

- Whole Home Rewiring
- Home EV Chargers
- Powering Pool Equipment
- Generators
- Appliance Install
- Home Automation

PROUD PARTNER WITH:



Lighting Pricing.

Step 1: Contact us to talk through your new lighting project. We'll assess the space to understand its electrical requirements, including ease of access, existing wiring, switch capacity, and desired functionality like dimmers. We'll then give you a detailed quote.

Step 2: You select your light fixtures. We encourage our customers to visit our partner, Yale's, showroom in-person to explore their full offering like the ones pictured below. For projects like recessed lights, we can also provide our recommended fixtures.

Step 3: Relax as we install your new lights, ensuring that when we're done your space is ready to be enjoyed. We also stand behind our work with warranties so that you have one less thing to worry about.



PATHWAY LIGHTING



ACCENT LIGHTING



FLOOD LIGHTS



INTERIOR LIGHTS



CHANDELIERS



RECESSED LIGHTING

OUR PRICING STRUCTURE

\$150 to \$500 *per light*

Ultimately, pricing for lighting packages depends on volume and install complexity. The more lights we install in one project, typically the lower the cost per light because we're reusing equipment and we have lower trip costs. On the other hand, if the space has no previous wiring to support the new lights, or if we're required to install new items like switches, then prices go up.

PROUD PARTNER WITH:



Utilities Pricing.

We all know that nothing lasts forever. However, when your water main bursts or your septic tank backs up, there's the added fear of how much the work is going to cost and how soon the problem can be fixed. **We get it.** We have dedicated utilities services on standby to ensure efficient fixes with prices that don't take advantage of your situation.

Our unique size means one-stop convenience for you.



Whether your utility needs are planned or an unpleasant surprise, we offer turn-key solutions including obtaining permits, coordinating with engineers on system design as needed, and handling any required inspections. We don't just walk you through it - we do it.

Because we also have electrical and excavation services in-house, we're typically able to complete major projects in significantly less time, saving you additional money and headaches. Our work is always warranted, and we're proud to maintain what we install.



REPLACE SUMP PUMP

\$500 to \$700

Replacing a sump pump involves factors like horsepower, pump type, and complexity. Pedestal pumps are the most common and affordable while submersible are ideal for basements with high water tables or heavy drainage needs.

REPLACE WELL PUMP

\$2,500 to \$4,500

Well pumps come in a variety of sizes and types, each with different costs. Other factors in price include well depth, electrical requirements, and any needed troubleshooting for faulty check valves or wiring.



REPLACE SEWAGE PUMP

\$1,500 to \$2,000

The primary factors affecting sewage pump replacement are horsepower and type. Ejector pumps are generally more affordable. On the other hand, grinder pumps are ideal for situations where solid waste is present in the wastewater.

OUR OTHER UTILITIES SERVICES:

- Sewer Lateral Replacements
- Water Service Replacements
- Storm Water Piping Systems
- On-Site Septic Systems
- Well Systems
- Underground Electrical

PROUD PARTNER WITH:



Bathroom & Kitchen Remodeling.

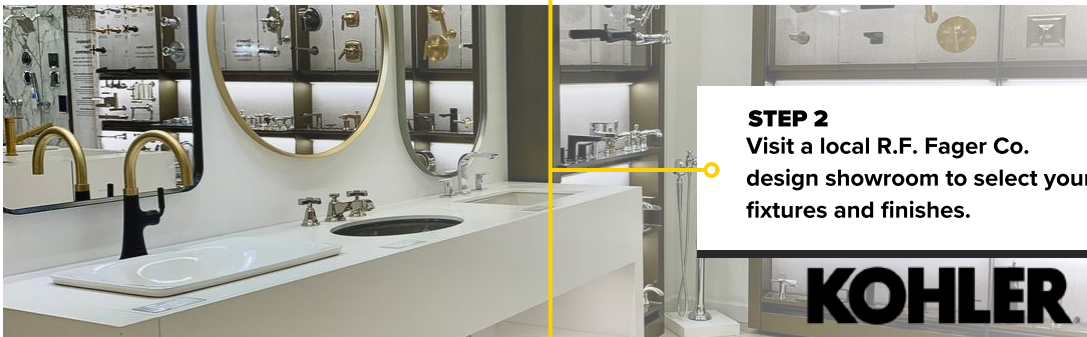
Investing in your home shouldn't be a tradeoff between quality and speed. Over our 120-year history, we've built professional relationships with the best partners in our local industry. This enables us to connect you with the highest quality materials at competitive prices while coordinating all trades required to bring your vision to life on time and within budget.

STEP 1

Contact us for a consultation where we walk through your vision and provide a quote.

FINANCING

Up to 12 months 0% interest available.



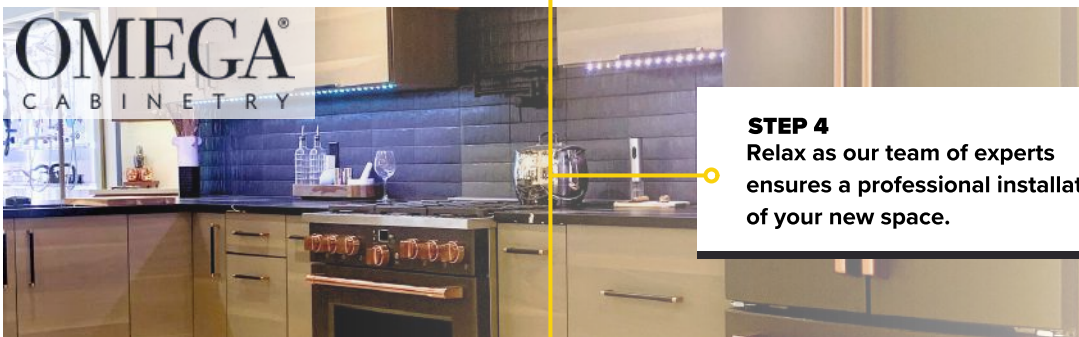
STEP 2

Visit a local R.F. Fager Co. design showroom to select your fixtures and finishes.

KOHLER

STEP 3

Review & approve 3-D renderings of your space with your R. F. Fager Co. designer.



STEP 4

Relax as our team of experts ensures a professional installation of your new space.

OUR PARTNER REMODELING SERVICES:

- Design
- Engineering
- Carpentry
- Masonry
- Flooring
- Drywall & Paint

PROUD PARTNER WITH:





Christopher Becker
Your Address Goes Here
City, State, 03094



Celebrating 120 Years

QUALITY SERVICE AT A FAIR PRICE.

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