



## of Fort Collins

308 N Link Lane, Fort Collins, CO 80524

ECT / SERVPRO LOI

June 14, 2015  
SERVPRO of  
Fort Collins, CO & Beverly Hills, CA

Dear Talbott,

I would like to formally engage ECT Services & Solutions Inc. regarding the future deployment of waste water treatment services. Your staff has on two separate occasions helped our firm reduce the cost of cleaning water by 75% using an onsite mobile clean water technology, versus having to use a waste hauler (subsidiary of Clean Harbors).

While the cost containment benefits of applying the technology are there the disaster recovery job availability is sporadic in nature. So it would be in the best interest of both ECT and us to explore ancillary opportunities that would benefit from this mobile application such as what you are proposing:

1. Building a service that treats contaminated water in industrial and farming applications
2. Building a service that removes toxins out of lakes and reservoirs
3. Building a service that treats Storm Run-off water that pollutes the lakes and reservoirs

These three services would open new markets for us both to explore together and to re-approach putting to market into SERVPRO's franchisees nationwide. I am excited that you are working with the Memphis Bioworks Organization on the development of these three pilots and we look forward to becoming a channel partnership of ECT Services & Solutions Inc.

Yours Truly,

Jeffrey Matlock  
Director of Operations

# 75% Cost Containment

