



November 10, 2020

Ms. Becky Reese
FirstService Residential
25 Northwest Point Blvd
Elk Grove Village, IL 60007

RE: In Good Company [IGC] Vendor Program – Exhibit B

Dear Ms. Reese:

Thank you for your interest in Nu Flow Midwest. Below is an outline of the discounts and services we'd like to offer to all FirstService Associations as part of the IGC Vendor Program.

- Dedicated support team for all FirstService inquires/projects
 - Megan Schneider – Account Manager – mschneider@nuflowmidwest.com / M: (312) 513-8999
 - Contact for any sales inquiries, overall relationship questions/concerns
 - Chris Casey – Senior Project Manager – caseyc@althoffind.com / M: (815) 790-9122
 - Main contact for field related questions or concerns. He will be responsible for knowing the status and details of all First Service projects.

- Preferred Hourly Labor Rates
 - Regular Time:
 - Standard Rate: \$172
 - **FirstService Preferred Rate: \$144**
 - Overtime:
 - Standard Rate: \$210
 - **First Service Preferred Rate: \$188**
 - Double Time:
 - Standard Rate: \$236
 - **FirstService Preferred Rate: \$208**

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8001 S. IL Route 31 Crystal Lake IL 60014
info@nuflowmidwest.com

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- Preferred Hourly Rate for Cleaning (jetting/rodding) and Camera Inspections
 - Standard Rate: \$300 per hour
 - **FirstService Preferred Rate: \$255 per hour**
- We will credit 50% of all cleaning/camera inspection costs on any future associated lining work for all FirstService Associations.

If you have any questions or concerns please feel free to contact Megan directly at (312) 513-8999.

Thanks again.

Respectfully submitted,

Megan Althoff-Schneider

David Wiley

Megan Althoff-Schneider
Account Manager
Nu Flow Midwest

David Wiley
General Manager
Nu Flow Midwest