



NOVEMBER 11, 2009

PELHAM TRANSFER STATION, 52A WINDHAM RD, PELHAM, NH 03076

PROPOSAL FOR WASTE AND RECYCLING

Municipal Solid Waste (MSW)

Transfer Trailers

\$175 per haul

\$69 per ton disposal

\$100 rental per month

Bulky/Junk Material

30yd open top containers

\$100.00 per haul

\$70.00 per ton disposal

\$0 rental

Cardboard

42yd Compactor

\$100.00 per haul

\$0 Disposal (see rebate info below)

\$0 rental

Plastic

42yd Compactor

\$100.00 per haul

\$0 Disposal (see rebate info below)

\$0 rental

Mixed Paper & Tin Cans

30yd open top containers

\$100.00 per haul

\$0 Disposal (see rebate info below)

\$0 rental

Ash

\$275 per haul

\$65 per ton

The Town of Pelham will be excluded from any fuel or environmental surcharges for the length of the agreement.

Agreement Term – Up to five (5) years

Price firm for the 12 months of the agreement

CPI Increase only years 2, 3, 4, and 5 (minimum 3% maximum 5% increase)

*****Town of Pelham to receive these rates effective OCTOBER 1, 2009*****

Monthly Rebates sent directly from Waste Management Recycle America (Lawrence, MA) to Town of Pelham.

Mixed Paper – less \$35 process fee, 50% yellow sheet high for #8 news

Cardboard – less \$25 process fee, 80% off the yellow sheet high for #11 OCC

Mixed Plastic – (#1-#7 plastics) Market Value Rebate

Tin Cans – Market Value Rebate



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PELHAM SCHOOL DISTRICT/TOWN OFFICES PROPOSAL FOR WASTE AND RECYCLING

Location	Address	Container Size	pick up schedule	Monthly price
Pelham High School	85 Marsh Rd	(2) 8yd	2X per week	675.00
Pelham Memorial school	57 Marsh rd	(2) 8yd	2X per week	675.00
Pelham Elem School	61 marsh rd	(2) 10yd	2X per week	815.00
Pelham Muldoon park	Mammoth rd	8yd	1X per week	175.00
Pelham Muldoon park	Mammoth rd	20 recycling toters	1X per week	75.00
Pelham Raymond park	keys hill rd	4yd	Every other wk	65.00
Pelham Lyons park	Village green	5 recycling toters	1X per week	30.00
Pelham Newcomb field	52A windham rd	4yd	1X per week	115.00
Pelham Newcomb field	52A windham rd	2 recycling toters	1X per week	22.50
Pelham Fire Station	65 Old Bridge st	4yd	Every other wk	65.00
Pelham Senior center	8 Nashua rd	4yd	1X per week	115.00
Pelham Municipal center	marsh rd	8yd	1X per week	175.00

The Town of Pelham will be excluded from any fuel or environmental surcharges for the length of the agreement for the above proposal.

Agreement Term – Up to five (5) years

Price firm for the 12 months of the agreement

CPI Increase only years 2, 3, 4, and 5 (minimum 3% maximum 5% increase)

First month of contract FREE service for School district/town offices



**TURNKEY ENVIRONMENTAL &
RECYCLING CENTER**

30 Rochester Neck Road
P.O. Box 7065
Rochester, NH 03839
(603) 330-2197
(603) 330-2130 Fax

Town of Pelham
C/O Pelham Selectmen
6 Village Green
Pelham, NH 03076
Attn: Mr. Tom Gaydos/Transfer Station Bid

November 11, 2009

Dear Mr. Gaydos,

First and foremost, I would like to thank you for allowing Waste Management the opportunity to submit the following proposal. WM is looking forward to continuing our partnership with the Pelham Transfer Station for the rubbish and recycling removal.

Why a Partnership with WM?

WM believes in building our business one customer at a time, a philosophy that has made Waste Management the leader in providing solid waste collection and disposal services in North America.

Service Flexibility

We know that as your business changes, your waste removal needs change, too. That's why we believe in providing flexible service options, including the ability to schedule extra pickups if needed. ***We want to match your needs.***

Superior Customer Service

At WM everything we do is designed to build a partnership with you. We listen to your concerns and design solutions specifically to fit your needs. Even after the service agreement is signed, we continually ask for your input on how we can better improve our services through periodic surveys. We want to keep you as a long-term, satisfied customer – and we know the only way to do that is to make sure that you're getting the excellent service and attention you deserve.

Scope of Services

It has been our privilege to serve as Pelham's waste and recycling services provider and we look forward to continuing this valued partnership in the years ahead. Waste Management remains committed to providing Pelham with the finest, most cost-effective waste services available backed by a customer service program that leads the industry in customer satisfaction.

From everyday collection to environmental protection, Think Green® Think Waste Management.



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As detailed in the preceding proposal, Waste Management is prepared to continue providing Pelham with benefits and values that are unmatched by any other waste services provider.

We have also included a full proposal and waste/recycling removal plan for the Pelham School District, and town offices. This is above and beyond the current scope of service that was called for in the RFP for the Transfer Station, but is another valuable service we can offer to help service the towns waste removal needs. We would also be able to offer a full Single Stream Recycling Program for the schools and town offices if desired, this would divert additional amounts of waste from the trash to the recycling. With this addition to our services, we will be able to save the town a substantial amount of money and provide world-class service to the schools and town offices well into the future. Please keep in mind the savings that we can provide at the schools should be included in the overall cost savings to the Town of Pelham that WM is offering.

Also, WM will put these rates into effect on OCTOBER 1, 2009 to help the town with additional cost savings versus waiting until January 1, 2010 to implement the new pricing. This would translate into a monthly savings of approx \$10,125 to the Towns budget.

WM sincerely hopes that you will allow us the opportunity to continue to service the transfer station and the town of Pelham. Should you have any questions or concerns at any time after our discussion, please do not hesitate to contact me at 603-231-2324.

Sincerely,

A handwritten signature in black ink that reads 'Jaren R. Naef'.

Jaren Naef
Major Account Manager
Waste Management, New England Market Area
603-231-2324 mobile
Jnaef@wm.com

From everyday collection to environmental protection, Think Green® Think Waste Management.