

53 Pelham
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(800) 445 1318
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November 13, 2009

Board of Selectmen
Town of Pelham
6 Village Green
Pelham, NH 03076

Dear Select Board,

Casella Waste Services is pleased to submit 5 year pricing for your solid waste needs at the Town transfer station. We have contemplated a different disposal site for solid waste and recycling and will use different equipment than our initial proposal. All hauling and disposal prices will rise annually by the year over year change in the CPI for July capped at 7%. Haul rates are based on a \$3.00 per gallon diesel fuel price. Should diesel prices, according to the month end New England value in the table at <http://tonto.eia.doe.gov/oog/info/wohdp/diesel.asp>, increase past \$3.00 then haul rates will be adjusted by 1.5% for every \$.10 increase in the index. Rental rates will be constant for the duration of the agreement.

We are proposing something slightly different than your existing set-up. Rather than having a container for each of your recycling streams, we will place a compactor unit for all of your fiber recyclables, and a compactor until for all bottle and can recyclables. This should save Pelham on hauling charges while still providing a recycling rebate. Additionally, Casella will set up two 100 yard trailers for Pelham, reducing the overall number of hauls required and allowing the Town to avoid trailer maintenance expense and to raise capital by selling the existing 75 yard trailers.

MSW	\$375 per trailer haul \$67 per ton \$225 trailer rent per month per trailer (two 100 yard trailer - \$450 total)
Junk	\$100 per haul \$78 per ton
Ash	\$375 per haul (Casella to do necessary testing) \$65 per ton
Recyclable Fiber	\$125 per haul Rebate (Charge) NE High #11 - \$25 No Rental
Plastics and Tin	\$125 per haul Rebate = Market Rate No Rental

Sustainability is one thing for which Casella constantly strives; for the environment, for our relationships, for our business. The key to sustainability is reliability, innovation, and continuous improvement of service. We look forward to doing business with you.

Sincerely,

A handwritten signature in black ink that reads "Simon A. Tripp".

Simon Tripp
Division Manager, CWS Salem
603-898-3680