

Solid Waste & Recycling Services Proposal
Prepared Exclusively for the Town of Pelham, NH



PINARD

WASTE SYSTEMS

commercial • industrial • residential • institutional • municipal





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PINARD WASTE SYSTEMS

commercial • industrial • residential • institutional • municipal

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TO: November 15, 2009
Selectmen's Office
Attn: Thomas Gaydos
6 Village Green
Pelham, NH 03076
SUBJECT: Transfer Station Bid

Thank you for the opportunity to re-submit our firm's response to your RFP for the Town of Pelham's Transfer Station Services. We understand that the Board voted to reject the original proposals and have offered the opportunity to submit a "last, best offer."

As noted in our original proposal, Pinard has opted to partner with Covanta Energy in order to offer the Town of Pelham the best, most cost-effective program available. In addition to the services requested in your RFP, by electing to work with Pinard and Covanta, Pelham will receive additional benefits, including participation in Covanta's Mercury Separation and Recycling Programs, at no additional charge. These additional benefits, highlighted in more detail in this proposal, bring value to our already-competitive prices.

Pinard Waste Systems is New Hampshire's most successful, independently-owned solid waste collection company because our business is based upon our top priorities of customer service and fair pricing. When we respond to an RFP, we take great care to build in safeguards which guarantee a level of service that is second-to-none. This forethought means that we are able to fulfill our service obligations regardless of employee sickness, mechanical failure, etc.

In addition, when determining our bid, we carefully review all aspects of the RFP, and develop a fair pricing structure that takes into account the scope of services requested and the above-mentioned safeguards. By doing so, we are confident that we develop the best prices possible, which is why in reviewing our bid we have opted to re-submit at the same price level. We do not feel it would be appropriate to cut corners on the service we would provide in order to reduce the dollar figures presented.

If you have any questions about the following proposal, the Alternate Proposal, or the additional free benefits described, please do not hesitate to contact us. We welcome the opportunity to service the Town of Pelham.

Yours truly,

Tony Belanger
Director of Operations
Pinard Waste Systems



COMPANY PROFILE

Pinard Waste Systems, Inc. originated in 1963 as a one truck operation serving Manchester's Historic Mill Yard District and is today deemed the largest independently owned carrier within the State of New Hampshire.

The company was founded by Mr. and Mrs. Edward Charles Pinard. Although the founders are deceased, Pinard remains a family-owned business. The majority of Pinard Waste Systems's stock is owned by the founders' two surviving daughters.

Recently, Pinard Waste Systems was awarded *New Hampshire Business Review's Best of Business Award* for 2009 in the category of Best Waste Removal Company. We are particularly pleased by this recognition because it is determined by reader votes, and we believe it is a testament to the level of service we provide.



QUALIFICATIONS

- Pinard Waste Systems, Inc. employs high caliber individuals, the majority of which have amassed a wealth of industry experience. Numerous members of our staff are certified by the State of New Hampshire Department of Environmental Services (DES) in the operations involved in the collection and disposal of solid waste.
- Pinard operates a fleet of late-model, radio-dispatched trucks throughout Central and Southeastern New Hampshire, as well as an appropriate level of personnel and equipment to meet our customers' needs and expectations. Our drivers are courteous and productive, and are trained to conduct all operations in a safe and prudent manner.
- Our gross receipts are in excess of fifteen million dollars per annum.
- Pinard Waste Systems, Inc. is an active member of the New Hampshire Motor Transport Association, as well as the New Hampshire Resource Recovery Association. Memberships in these organizations assist us in keeping abreast of technological and regulatory changes within an industry experiencing constant changes.

Pinard Waste Systems, Inc. currently provides curbside collection for four New Hampshire municipalities. The relationships we have developed with these communities are strong, and Town/City Officials and residents alike have been pleased with the level of service they have experienced. Enclosed with this outline are letters from Public Works Officials who have experienced first-hand the benefits of working with Pinard.



Covanta Energy has maintained an excellent working relationship with New Hampshire municipalities as well.





PRICING

	TONNAGE	HAUL RATE	DISPOSAL PER TON	NOTES
MSW	2800	\$200.00	\$67.00	Fixed for 3 years \$70 for year 4; \$75 for year 5
Junk	130	\$125.00	\$72.00	Subject to the following CPI adjustments: 2.5% per year for years 1-3; 2.0% per year for years 4 & 5
Ash	28	\$350.00	\$60.00	Subject to the following CPI adjustments: 2.5% per year for years 1-3; 2.0% per year for years 4 & 5
Tin	27	\$125.00	Scale Rate Minus \$20.00 Per Ton	Subject to the following CPI adjustments: 2.5% per year for years 1-3; 2.0% per year for years 4 & 5
OCC	142	\$130.00	OBM - High Minus \$40.00 Per Ton	Subject to the following CPI adjustments: 2.5% per year for years 1-3; 2.0% per year for years 4 & 5
News	288	\$130.00	OBM - High Minus \$35.00 Per Ton	Subject to the following CPI adjustments: 2.5% per year for years 1-3; 2.0% per year for years 4 & 5
Plastic	48	\$130.00	Scale Rate Minus \$10.00 Per Ton	Subject to the following CPI adjustments: 2.5% per year for years 1-3; 2.0% per year for years 4 & 5
Rental	1	\$600.00		Subject to the following CPI adjustments: 2.5% per year for years 1-3; 2.0% per year for years 4 & 5

The prices above assume fuel costs do not exceed \$3.00 per gallon. Should the price of diesel rise above \$3.00 per gallon, prices will be adjusted to reflect a mutually-agreed upon amount.

Alternate Proposal

Pinard Waste Systems, in conjunction with Covanta Energy, is prepared to service Pelham's (2) 75-yard compaction trailers as often as is required - 6 days per week, **at no additional cost**. This would eliminate the need for the 100 yard trailer and save the Town rental fees.

Separate Bid for Additional Metal Recycling

Pinard is prepared to provide (2) 30-yard and (1) 40-yard open top containers for aluminum cans, light iron, and mixed aluminum, copper, and brass at the following prices:

RENTAL	HAULING	REBATE
No Charge	\$125	Scale Rate Minus \$20.00 Per Ton



ADDITIONAL BENEFITS

By choosing to partner with Covanta Energy for this proposal, Pinard is able to offer the town of Pelham the additional benefits of participating in Covanta's Mercury Separation and Recycling Programs. The details of the programs are below.

MERCURY MATERIAL SEPARATION PROGRAM

Covanta's Mercury Material Separation Program was first kicked off in 2001. Since then, the plan has been evaluated each year and has evolved to target many different sources of mercury that are found in every day products seen in homes, businesses and public buildings. As a result of stricter air pollution controls and the Material Separation Plans, the US EPA estimates that mercury emissions have been reduced by 91%.

In 2008, Covanta Haverhill collected and properly disposed of more than 75 lbs of mercury recovered from thousands of thermostats, thermometers, devices and over 228,000 feet of fluorescent lighting.

Program Components Highlights

Public Collection Events: The Town of Pelham will be offered the opportunity to hold mercury product collection events. These events provides an opportunity for businesses and residents to recycle spent bulbs (fluorescent, HID, etc) at no cost. Residents may also bring in any other mercury-containing products including thermostats, button batteries, fever thermometers, and containers of mercury. Businesses with larger amounts of light bulbs may opt to send them directly to the recycler, and Covanta will reimburse them for 50% of the cost.

Thermometer Swaps: A program has been set up to recycle mercury-containing thermometers. The thermometer swaps are held throughout the year at senior centers, local fairs, and during flu clinics. When a mercury thermometer is turned in, a digital one is given as a replacement. In addition, the Town can be set up with thermometer recycling pails and digital replacements for ongoing recycling.

Municipal Reimbursement For Mercury Programs: To assist communities with the cost associated with mercury product recycling, Covanta reimburses all Covanta contract communities for the cost incurred in collecting, storing, and recycling of residentially and/or municipally generated mercury containing products (fluorescent bulbs, thermostats, thermometers, etc) collected at HHW days or at permanent facilities (Universal Waste Sheds). The Town of Pelham would be one such community.

School/Health Clinic Clean Outs and Outreach: Through this program, Covanta has retained an engineering firm to conduct thorough surveys of school buildings for any mercury-containing products. Once the survey is complete, Covanta Haverhill will coordinate the removal of these products and their replacement with non-mercury substitutes at no cost to the school.

RECYCLING COMMITTEE

Covanta's Recycling Committee is a resource for the municipalities that send their waste to that facility. The committee meets four times a year to discuss various community recycling initiatives and share success stories. If you choose to participate, the Town of Pelham will be welcome to send a representative, volunteer or otherwise, to the meetings. In addition to the benefits of this peer-to-peer interaction, the Town will a grant from Covanta every quarter to help fund further recycling efforts.



Currently, the communities of Windham and Hudson, NH are Covanta clients which participate in the above programs, and can attest to their benefits. We welcome you to contact these communities to learn more.