

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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commercial • industrial • residential • institutional • municipal

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TO: September 15, 2009
Bruce Mason, Transfer Station Superintendent
Town of Pelham Selectmen
6 Village Green
Pelham, NH 03076
SUBJECT: Transfer Station Bid

Thank you for the opportunity to submit our firm's response to your RFP from The Town of Pelham, NH Solid Waste Facility. I hereby acknowledge that I have read, understand, and am extremely familiar with all aspects of the RFP. While this Response is being submitted as a joint venture between Pinard Waste Systems and Covanta Energy Corporation, all questions regarding this Response, as well as the operation of the contract will be handled by Pinard.

Pinard Waste Systems is extremely proud to be New Hampshire's most successful, independently-owned solid waste collection and disposal company, which has flourished in an industry dominated by multi-billion dollar conglomerates. We attribute our success to the emphasis we place on personalized, dependable, responsive service, whether the customer is a single home, or a municipality.

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. We are confident we can bring this same award-winning service to the Town of Pelham.

Thank you again for this opportunity. I welcome the opportunity to meet with Pelham Officials in order to better acquaint you with our company and answer any questions you may have.

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, both of whom are "absentee owners," and are not active within the Company.

The administration of the company is entrusted to two Executive Officers:

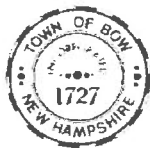
- Alan Dunn, Chairman of the Board of Directors and Chief Financial Officer
- Robert Allgaier, President and Chief Executive Officer



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 three 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.

Additional Benefits

If Pinard is the successful bidder Pelham will be eligible to join Covanta Energy's Mercury & Recycling Program at no charge. Please Call for details.

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

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* JAREN NAEF JNAEF@WM.COM
(not present but send bid)