



RMark, Inc.
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Pelham Selectman
6 Village Green
Pelham, NH 03076

September 15, 2009

Dear Mr. Mason,

RMark is pleased to submit our proposal to The Town of Pelham RFP for Waste and Recycling Services. After a review ; we can meet all guidelines in the RFP, including further cost saving items.

Goals for many municipalities is being responsible to the environment through increased recycling; while refining waste operations with a sound budget. This being said, we submit our alternative proposal as suggested in the RFP...

A Waste trailer for MSW will be placed at the Pelham Waste/Recycling Center that allows for the maximum weights in each load via compactor and swapped as needed. A system for additional equipment would provide for **a waste roll-off Container** to be placed at the site as needed. This eliminates large overflow on the floor and cuts back on inefficient hauls.

A 40 yard open top Roll- Off container will be placed and swapped at the site as needed. The unit will accept all **plastics 1-7, all metal cans and glass**. The larger unit eliminates multiple drop areas; reduces hauls, containers, increases flow, space; as well as safety at the site. A partial single stream system encourages and makes recycling easier for everyone.

A 40 yard enclosed roll- off container will be placed and swapped as needed. The unit will accept **Newspapers and Corrugated**. This process reduces hauls, increases recycling, saves space, maximizes loads and increases efficiencies while generating revenues for the town.

The dollars:

RECYCLING: The Town of Pelham would receive **\$30 per ton** for the 5 year term of this contract for Newspaper and Corrugated. This eliminates guessing, market fluctuations and makes ease for budgets. We work directly with users and end users throughout the country that uses these materials. **The haul charge for Recycling Containers is \$120** for the term of this agreement. There are no rental costs for any recycling containers placed on site.

WASTE TRAILERS: The unit is hauled and the contents disposed of for **\$65 per ton**. Waste hauling and disposal will increase by \$1.00 per ton on each 1 year anniversary. **Fuel Charge: (Out of all trucker's controls)** The only fair standard for both parties is a sliding scale. Waste hauling and Disposal fuel costs may fluctuate up or



down during this contract. For every interval of .15 per gallon increase or decrease, the cost will adjust by .50 per ton. This will take effect on the date of bid award. The national average fuel cost will be made record on this date. The link to chart fuel rates is below. This will be recorded every Monday and a copy provided with weekly billing and weight slips.

ASH: Trucking & Disposal **\$1,000. per can** as needed. RMark would consider placing a high capacity chipper at the site for an agreed monthly charge. If the recycling center is able to process these items as they arrive; the town will save space, hauling, eliminate testing, generate a product, reduce disposal costs and curb any environmental and fire issues.

JUNK: One 40 yard open top Roll-Off Container would be placed and swapped at the site as needed. The contents transported and disposed at a cost of **\$78 per ton, plus \$125.00 per haul.**

Any additional containers, equipment, services or charges needed outside of this Proposal, would be at cost plus 10%. **An Extra 40 yd Waste Roll-Off Container is \$125 per Haul plus \$78 per ton.**

Our goal is to build a relationship with The Town of Pelham. We prefer to be educational rather than adversarial. When there are questions, we want to know. Simple items as maximizing container weights, conserving electricity and space can save in many ways. We always look outside the box when trying to increase recycling and efficiencies. This being said, RMark would entertain placing a small mobile field office at the site as a way of being hands on and more accessible; at no costs to the town. In addition we would be available to advise on other items such as Steel, ABC, and Waste Oil, Electronics or future waste and recycling ventures that could be beneficial to the Town.

Safety First:

Waste Loads must be compacted into the trailer to a point that waste will not fall down against the rear doors during the transit. This puts pressure against the doors making them dangerous to open.

Distribute weights evenly in the trailer. Leaving most of the weight on the rear axles is dangerous and a driver has a right to refuse to haul the load due to safety or being overweight. Rear axles almost always exceed the legal limit of 34,000 lbs. Fines incurred due to overweight loads will be passed on to the Town.

National Fuel rate Chart Site <http://tonto.eia.doe.gov/oog/info/wohdp/diesel.asp>

Contact and Billing Information

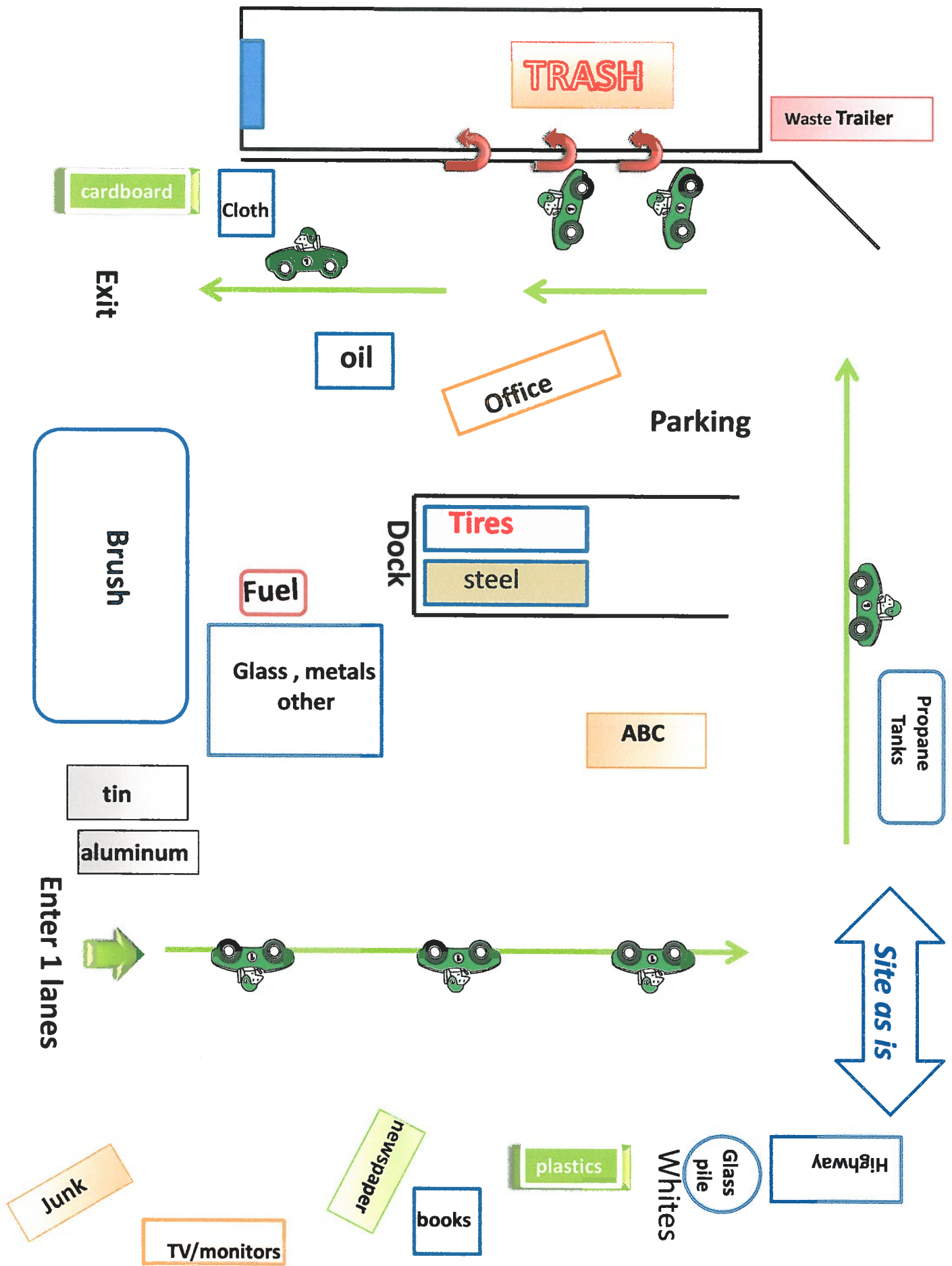
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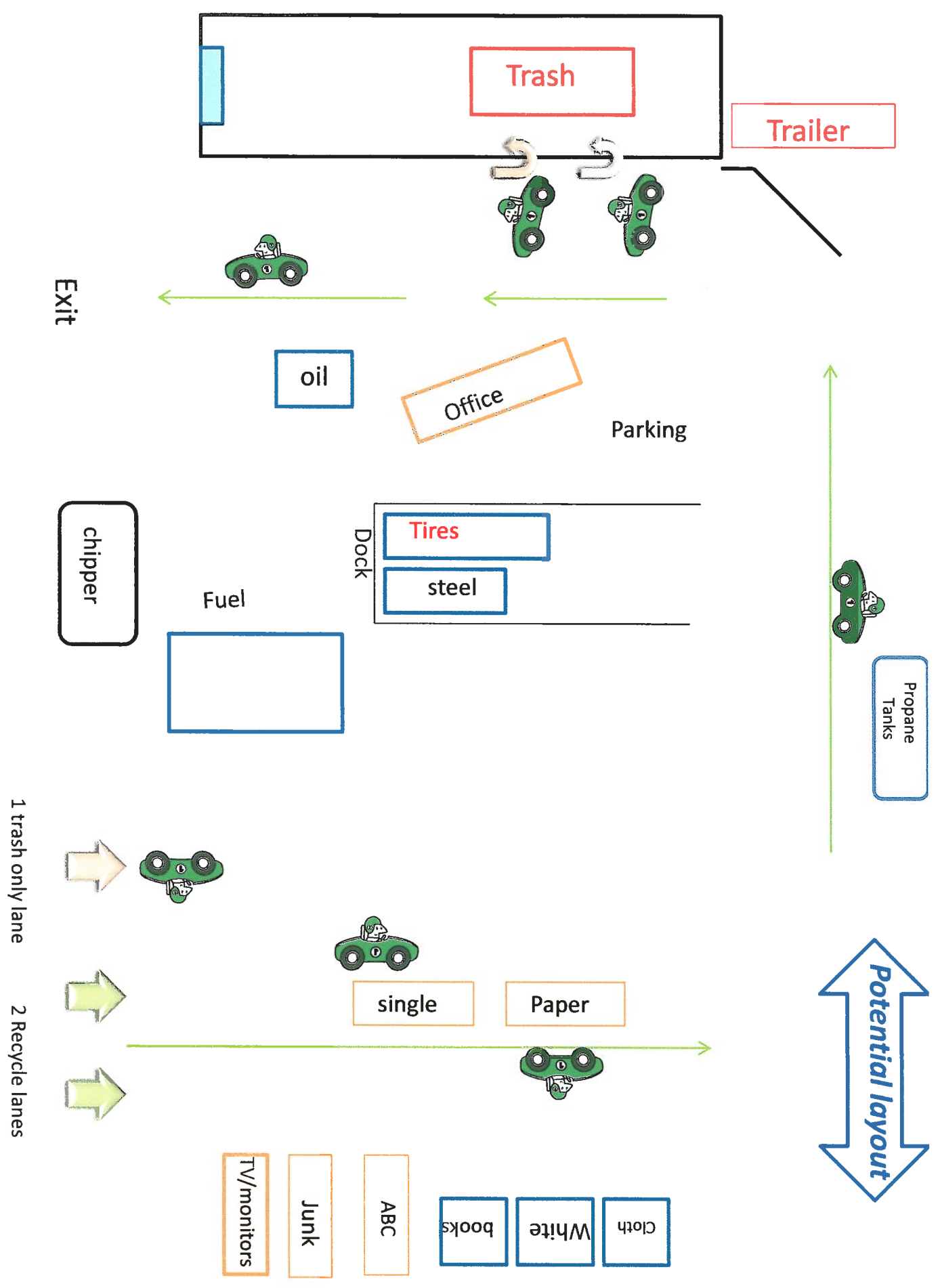
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Please feel free to call if you have any questions or would like to discuss this proposal.

Ron Hannon







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(not present but send bid)