



2012

# City of Greensboro MSW Management Services



RFP #08-12

Issued: April 11, 2012

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**CHAPTER 1 – LETTER OF INTENT**

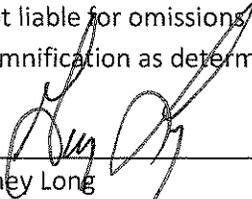
April 26, 2012

Ms. Susan Crotts  
Centralized Contracting Division Manager  
P.O. Box 3136  
Greensboro, N.C. 27402-3136

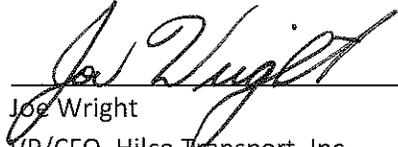
Dear Ms. Covington:

Hilco Transport, Inc. by submission of this letter wishes to:

- Express its intent to enter into a contract for a term of three or five years with the City of Greensboro (City) for the transportation of MSW in a timely, efficient, and environmentally safe manner, with options to renew under the same terms and conditions for periods defined and established, and will be prepared for the anticipated contract start date of July 1, 2012.
- Confirm that it will furnish all equipment, labor, and materials for performing all work for the transportation of MSW from the City's proposed transfer station to the Subtitle D waste landfill determined by the City. In addition, Hilco Transport will ensure the necessary equipment and personnel capability to accommodate the variability in amount of MSW on a daily, weekly, monthly, and seasonal basis.
- Confirm that it has and will continue to maintain the necessary operating rights, licenses and permits to provide the MSW transportation services above.
- Express its interest in performing the loading, switching and all operations for the proposed transfer station, in addition to providing the transportation services as requested in the RFP for the City.
- Indemnification Statement: Hilco agrees to hold the City harmless and free from all liability, loss, injury, and/or cost and expense which might be incurred by Hilco in responding or as a consequence of its response to this RFP for transportation services. It is expressly understood by Hilco that the City provided information in the RFP regarding the background of the City's Solid Waste Management Program as a matter of courtesy to Hilco. It is further understood that the City is not liable for omissions or errors contained in the RFP. Hilco will also provide the necessary indemnification as determined in the contract negotiations once selected.

  
\_\_\_\_\_  
Gurney Long

President, Hilco Transport, Inc.

  
\_\_\_\_\_  
Joe Wright

VP/CFO, Hilco Transport, Inc.

## CHAPTER 2 – PROPOSER’S STATEMENT OF ORGANIZATION

### PROPOSER’S STATEMENT OF ORGANIZATION - FORM 1

1. Full Name of Business Concern (Proposer):

Hilco Transport, Inc.

Principal Business Address:

7700 Kenmont Road, Greensboro, NC 27425

2. Principal Contact Person(s) and Phone Numbers:

Gurney Long, President – 336.389.4000

Joe Wright, CFO – 336.389.4006

3. Form of Business Concern (Corporation, Partnership, Joint Venture, Other):

Corporation

4. Provide names of partners or officers as appropriate and indicate if the individual has the authority to sign on behalf of proposer. Provide proof of the ability of the individuals so named to legally bind the proposer.

<u>Name</u>	<u>Address</u>	<u>Title</u>
1. <u>Gurney Long</u>	<u>7700 Kenmont Rd., Greensboro, NC 27409</u>	<u>President</u>
2. <u>Joe Wright</u>	<u>7700 Kenmont Rd., Greensboro, NC 27409</u>	<u>CFO</u>
3. <u>Alex McLanahan</u>	<u>7700 Kenmont Rd., Greensboro, NC 27409</u>	<u>VP Risk &amp; Compliance</u>

If a corporation, in what state incorporated: North Carolina

Date Incorporated: March 16 1987  
Month Day Year

If a Joint Venture or Partnership, date of agreement: \_\_\_\_\_

Federal Employer Identification Number: 56-1561274

5. List all firms participating in this project (including the prime contractor, subcontractors, operators, major equipment suppliers, etc., if any):

<u>Name</u>	<u>Address</u>	<u>Phone</u>
1. <u>Hilco Transport, Inc.</u>	<u>7700 Kenmont Rd, Greensboro, NC 27409</u>	<u>336.273.9441</u>
2. _____	_____	_____

**PROPOSER'S STATEMENT OF ORGANIZATION - FORM 1 - CONTINUED**

6. Outline specific areas of responsibility for each firm listed in Question 5.

1. Transportation and Transfer Station Operations
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_

7. Summarize the provisions of any agreement between the parties which assigns legal or financial liabilities or responsibilities.

Not applicable

\_\_\_\_\_

\_\_\_\_\_

8. If any of the responding firm(s) are a partially or fully-owned subsidiary of another firm, or share common ownership with another firm, please identify the related firms and describe the relationships.

Not applicable.

\_\_\_\_\_

\_\_\_\_\_

## CHAPTER 3 – STAFFING

### EXPERIENCE AND QUALIFICATIONS SUMMARY

Hilco Transport, Inc. believes that it can best satisfy the goals, objectives, and interests of the City, as well as the public interest in general.

Distinct advantages in selecting Hilco are:

- Existing and proven quality service currently offered to the City of Greensboro
- Top Quality Service and Experience in MSW Transportation
- Outstanding Safety Record
- Proximity to Transfer Station (6 miles!)
- Hands on Top Management
- Local Company with Deep Community Roots, History and Values
- Financial Stability/65+ years of Continued Business Presence
- Continued Reinvestment in the Business/Equipment/People
- Unparalleled Equipment and Service Flexibility
- Excellent, Well Maintained, Late Model Equipment
- Strong Customer Focus and Responsiveness
- Dedicated People who are Members of the Guilford County Community



**HISTORICAL PERSPECTIVE**

The roots of Hilco Transport trace back to the local dump truck and road construction industries in Greensboro and Guilford County since 1945. Relationships with large waste companies such as Republic Services (BFI) and Waste Management were created when stone hauls and soil removal for landfill construction utilized Hilco's dump truck fleet. Based on the adoption of legislation requiring use of Subtitle D landfills and the subsequent closing of many municipal and private landfills, transfer stations began to appear in the 1990's.



in



Hilco's contacts with the major waste companies encouraged its entry into transporting solid waste. In 1998, Hilco began hauling MSW for Waste Management from Sanford and Siler City to the Uwharrie Regional Landfill in Troy, NC. Hauling also began for Republic Services (BFI) for Randolph County's MSW for to its Charlotte Motor Speedway landfill. The following year, Hilco began hauling MSW for Republic Services from Harnett County, Hoke County, Scotland County and Fort Bragg to Uwharrie Landfill.

**CURRENT OPERATIONS**

Today Hilco transports MSW from nine different transfer stations in two states to several different regional and county landfills, hauling approximately 800,000 tons annually or 35,000 loads. In addition to transportation of MSW, Hilco manages and operates two MSW transfer stations, providing the loading and switching personnel and equipment.



Hilco has transportation contracts with major waste companies conducting business in North Carolina including Republic, Waste Management, and Waste Industries.

**KEY PERSONNEL**

**Gurney Long**, President of Hilco Transport, has worked in the trucking business his entire career. He is very knowledgeable and capable of leading the operations side of the business, his forte being strategic planning. With a bachelor's degree in Business from Appalachian State University, Mr. Long works closely with his leadership team to ensure the company meets and exceeds its goals of providing high quality, timely service in a safe and efficient manner each and every day.

**Richard Wohlford** serves as Vice President of Maintenance and has 40 years of heavy truck and trailer experience.

**Joe Wright**, our Chief Financial Officer, is a registered CPA with a combined total of 32 years of experience with a major freight carrier and several large interstate carriers.

**Alex McLanahan**, Vice President of Risk and Compliance, has been in the transportation industry for 12 years and has 28 years strategic operations and product distribution experience with fortune 500 companies. His certifications include SWANA, Hazardous Materials training, and Smith-System Instruction.

**Drew Lahaie**, a Certified Director of Safety (CDS) since 2003, has 30 years of experience in the transportation industry with 20 years in safety related positions at the corporate level. His background includes Hazardous Materials, OSHA, FMCSA, and extensive industry involvement.

**Jamie Lockhart**, our lead Salesperson, is a retired USMC veteran with over 30 years of experience in various positions in the transportation industry, including 10 years of sales management.

**Jaime Alberti**, Sales & Marketing, has 13 years of experience in the transportation industry as well as a territory sales manager for a leading U.S. waste hauler for over eight years. She is active with the NC SWANA, and Carolina Recycling Association.

**Chuck Jones** is our Waste Division Manager. He has 38 years combined experience as a driver, in grading operations and as waste division manager. His certifications include SWANA, HazMat, and Hazwoper emergency training. In addition, he is a Certified Transfer Station Operations Specialist.

**Ray Alberti**, Assistant Terminal Manager, has over 11 years of experience in the waste and transportation industry. Prior to Hilco, he served as a divisional Operations Manager for one of the largest waste haulers in the U.S. He holds a Class A CDL license and is a certified Smith System Instructor.

**Jeff Kaufman**, Area Manager, is a certified SWANA operator with hazmat training and has 27 years of Waste operations experience, including 20 years in driving. Jeff has served seven years in operations management including dispatching, route planning, and loading.

**Charlie Dierking**, Area Manager, is a certified SWANA operator with hazmat training and has 23 years of waste and driving experience. He has served 14 years in waste operations management including dispatching, route planning and maintenance.

**TRANSFER STATION OPERATIONS SERVICES - FORM 2A**

- A. Name and Address of Contractor: Hilco Transport, Inc.  
7700 Kenmont Road  
Greensboro, NC 27425
- Telephone: 336.273.9441
- B. Key Personnel (Name, Position): Chuck Jones, Waste Division Manager  
Jeff Kaufman, Area Manager  
Charlie Dierking, Area Manager
- C. Transfer Station Operating Experience
1. Facility(ies) Location:  
Randolph County Transfer Station  
Fort Mill Transfer Station
  2. Description (capacity, design, waste source, equipment, etc.):  
Randolph County: MSW; approximately 45,000 tons/year; over-the-wall loading with loaders, tamps, switchers  
Fort Mill: MSW; approximately 77,000 tons/year; over-the-wall loading with loaders, tamps, switchers
  3. Responsibilities and Personnel:  
Randolph County: Jeff Kaufman, Area Manager  
Two Operators  
Responsible for loading and switching, grounds and maintenance, staffing  
Fort Mill: Charlie Dierking, Area Manager  
Two Operators  
Responsible for loading and switching, staffing
  4. Dates of Operational Responsibility:  
Randolph County: January 1, 1998 – present  
Fort Mill: September 1, 2001 – present
- D. Other Transfer Stations Owned or Operated by Contractor (name, locations, size):  
Siler City Transfer Station, Siler City, NC  
Sanford Transfer Station, Sanford, NC

**TRANSFER STATION OPERATIONS SERVICES - FORM 2A - CONTINUED**

- E. Provide a total listing of equipment that is proposed for execution of the contract. Provide as a minimum the following information for each vehicle to be used for the operation of the City's Transfer Station:

Hilco Transport will provide the following equipment, rented, leased or owned, to meet the 3 year contract obligation for loading:

Quantity	Equipment
2	Wheel Loaders (i.e. Volvo 120F Waste Specifications)
1	Wheel Excavator (i.e. Volvo EW160C with tamp)
2	Yard Switchers/Trucks (i.e. YT-30 Ottawa)
1	Skid Steer Loader (i.e. Cat 287C Track Loader)
1	Water Truck

Hilco Transport will provide the following equipment, rented, leased or owned, to meet the 5 year contract obligation for loading:

Quantity	Equipment
2	Wheel Loaders (i.e. Volvo 120F Waste Specifications)
1	Wheel Excavator (i.e. Volvo EW160C with tamp)
2	Yard Switchers/Trucks (i.e. YT-30 Ottawa)
1	Skid Steer Loader (i.e. Cat 287C Track Loader)
1	Water Truck

**TRANSPORTATION SERVICES – FORM 2B**

- A. Name and Address of Contractor: Hilco Transport, Inc.  
7700 Kenmont Road  
Greensboro, NC 27425
- Telephone: 336.273.9441
- B. Key Personnel (Name, Position): Chuck Jones, Waste Division Manager  
Jeff Kaufman, Area Manager  
Charlie Dierking, Area Manager

C. Transportation Experience

Facility	Description	Responsibilities & Personnel	Dates of Operational Responsibility
City of Greensboro Greensboro, NC	MSW transportation Push off floor; tipper Est. 222,000 annual tons	Jeff Kaufman Responsible for transportation only	September 2007 - present
Randolph County Asheboro, NC	MSW transportation Over the wall; tipper Est. 44,000 annual tons	Jeff Kaufman Responsible for transportation only	January 1998 - present
Moore County	MSW transportation Push off floor; tipper Est. 48,000 annual tons	Jeff Kaufman Responsible for transportation only	October 2008 - present
Scotland County	MSW transportation Push off floor; tipper Est. 18,500 annual tons	Jeff Kaufman Responsible for transportation only	1999 – present
Yadkin County	MSW transportation Push off floor; tipper Est. 26,500 annual tons	Charlie Dierking Responsible for transportation only	July 2006 – present
Allegheny County	MSW transportation Push off floor; tipper Est. 8,600 annual tons	Charlie Dierking Responsible for transportation only	January 1998 - present
Fort Mill Fort Mill, SC	MSW transportation Over the wall; tipper Est. 77,000 annual tons	Charlie Dierking Operators Responsible for transportation and loading	September 2001 - present
Union County	MSW transportation Push off floor; tipper Est. 73,500 annual tons	Charlie Dierking Responsible for transportation only	September 2001 – present
McDowell County	MSW transportation Push off floor; tipper Est. 34,500 annual tons	Charlie Dierking Responsible for transportation only	January 1998 - present

**Other Transportation Experience**

- Harnette County  
Dunn, NC
- Fort Bragg  
(Military Reservation)  
Fort Bragg, NC
- Hoke County  
Raeford, NC
- Danville City  
Danville, VA
- Patrick Springs County  
Stuart, VA
- Newberry County  
Newberry City, SC

**TRANSPORTATION SERVICES – FORM 2B - CONTINUED**

1. How many years has your organization been in business as a truck fleet operator under your present business name? Hilco Transport, Inc. 25 years
  
2. How many years of total experience in truck fleet operation has your organization had?  
67 including Long Brothers of Summerfield
  
3. Have you ever failed to complete any work awarded to you? If so, where and why?  
No
  
4. Has any officer or partner of your organization ever been an officer or partner of some other organization that failed to meet its terms of refuse hauling contract? If so, state name of individual, name of owner, and reason therefore: No
  
5. Has any officer or partner of you organization ever failed to meet the terms of any refuse hauling contract handled in his own name? No  
If so, state name of individual, name of owner, and reason therefore:
  
6. In what other lines of business do you have a financial interest?  
None. Hilco Transport, Inc. is solely in the transportation business.

**TRANSPORTATION SERVICES – FORM 2B – CONTINUED**

7. For what commercial or industrial corporations have you performed hauling work, and who for that corporation supervised or administered your performance of that contract?

Mr. Bill Wornom	WUW Incorporated, Sanford, NC	(919) 774-3077
Mr. Steve Couch	Couch Oil, Durham, NC	(919) 286-5408
Mr. Jeff Myers	Blythe Construction	(336) 854-9003
Mr. Leonard Conway	Apac/Thompson Arthur Paving	(336) 382-1998
Mr. Julius Rankin	Rankin Grading	(336) 272-7942
Mr. Steve Bruce	Martin Marietta	(336) 668-3253

8. For what governmental units have you performed hauling and who in that city or town supervised or administered your performance of that contract?

NC Department of Transportation Various Offices:

	NCDOT Guilford County	(336) 334-3161
Mr. Mike Shaffner	NCDOT Winston-Salem	(336) 631-1360

9. Have you ever performed any hauling work for the U.S. Government? Yes  
 If so, who in the Government supervised or administered your performance of that contract?

US Postal Service Contacts:

Mr. Cleveland Leatherwood	Columbia AMC, Columbia, SC	(803) 822-8258
Mr. Bruce Lundsford	Greensboro BMC, Greensboro, NC	(336) 855-4324

10. What is the hauling experience of the principal individuals of your organization?

NAME	PRESENT POSITION	YEARS OF EXPERIENCE	MAGNITUDE AND TYPE OF WORK	IN WHAT CAPACITY
Gurney Long	President	30	Operations, Driving	Executive
Richard Wohlford	VP of Maintenance	40	Maintenance, Driving	Executive
Alex McLanahan	VP of Risk & Compliance	40	Safety, Strategic Ops, Risk	Executive
Drew Lahaie	Director of Safety	20	Safety, OSHA, FMCSA	Executive
Joe Wright	CFO	32	Financial, Maintenance, CPA	Executive
Jonita Luck, SPHR	Director of HR	15	Human Resources, Ops, Finance	Executive
Chuck Jones	Waste Ops Mgr	38	Operations, driving, grading	Operations Mgt.
Jamie Lockhart	Sales & Marketing	30+	Transportation sales	Sales, Ops Mgt.
Jaime Alberti	Sales & Marketing	13	Waste and transportation sales	Sales, Ops Mgt.
Ray Alberti	Assistant Terminal Mgr.	11	Waste Operations, Driving	Management
Jeff Kaufman	Area Manager	27	Waste Operations, Driving	Management
Charlie Dierking	Area Manager	23	Waste Operations, Driving	Management

**TRANSPORTATION SERVICES – FORM 2B – CONTINUED**

11. Provide data on your experience in the operation and maintenance of over-the-road tractor-trailer vehicles.

Number of vehicles: 144 Tractors, 22 Dump Trucks, 27 Walking Floor, 112 Tipper Trailers

Years of experience: 35+ with Tractor Trailer operations; 65+ with Dumps

Average annual miles per vehicle: 100,000 Tractors; 65,000 Dumps

Vehicle capacity, pounds: 80,000

12. List the location where the truck fleet operation can be visited.

7700 Kenmont Rd., Greensboro, NC 27409

13. List the location where the vehicle maintenance facility can be visited.

7700 Kenmont Rd., Greensboro, NC 27409

14. Do you currently operate a fleet of not less than 25 trucks? Yes

15. If the answer to No. 14 is yes, do you provide fleet maintenance; and if not, how is your fleet maintenance managed? Hilco maintains its own fleet in-house with five maintenance facilities

16. During the past year, did the fleet operate over city, state, or federal highways? Yes

17. List the approximate total number of miles the fleet was driven during the past year.

10,888,598 miles

18. If applicable, indicate, by verbal description and inclusion of appropriate maps, the transportation route(s) which would be used to transport the MSW from the proposed transfer station to the Subtitle D landfill in your firm's Disposal Services proposal. see attached page s 12A-12E

D. Provide a total listing of equipment that is proposed for execution of the contract. Provide as a minimum the following information for each vehicle to be used for the transportation of MSW:

- |                                     |   |
|-------------------------------------|---|
| 1. Manufacturer, model and year:    | Mack CXN-613 2007-2009 Tractors<br>Mac Tipper 51 ft. 2007-2008 Trailers |
| 2. Capacity:                        | 122-130 cubic yards   |
| 3. Gross vehicle weight rating:     | 50,000 pounds – Tractor   |
| 4. Gross combination weight rating: | 80,000 pounds – Tractor-Trailer   |
| 5. Payload, volume:                 | 24-25 tons/122-130 cubic yards  |
| 6. Vehicle dimensions:              | Tractor – 174” wheel base<br>Trailer - 51’ L, 102” W, 13’6” H           |
| 7. Method of unloading:             | Standard Trailer/Tipper Transfer System                                 |
| 8. Top cover description:           | Gorilla Roll Tarp, Manually operated                                    |

**TRANSPORTATION ROUTES – ROCKINGHAM COUNTY**

**Rockingham County**

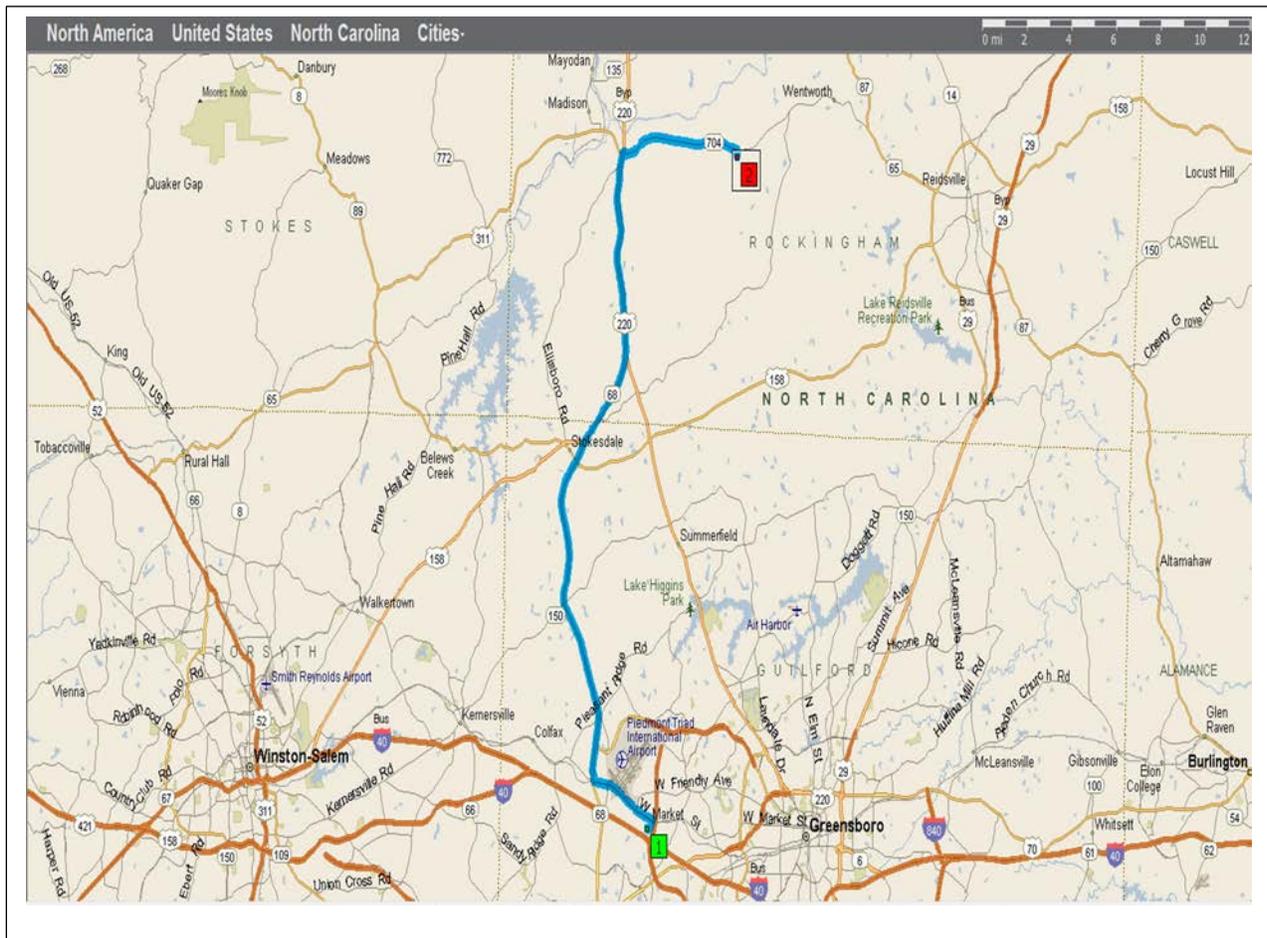
**(50-100 Mile Range)**

281 Shuff Rd.  
 Madison, NC 27025

**Route Proposed:**

Take I-40 West to Hwy 68 North to Hwy 220 North to Madison, NC. Turn onto 704 East. Turn right onto Shuff Rd.

One Way Miles:	30 miles	Round Trip Miles:	60 miles
One Way Time:	45 minutes (.75)	Total Drive Time:	1.5 hours



**TRANSPORTATION ROUTES – UWHARRIE LANDFILL**

**Uwharrie Environmental (Troy, NC)**

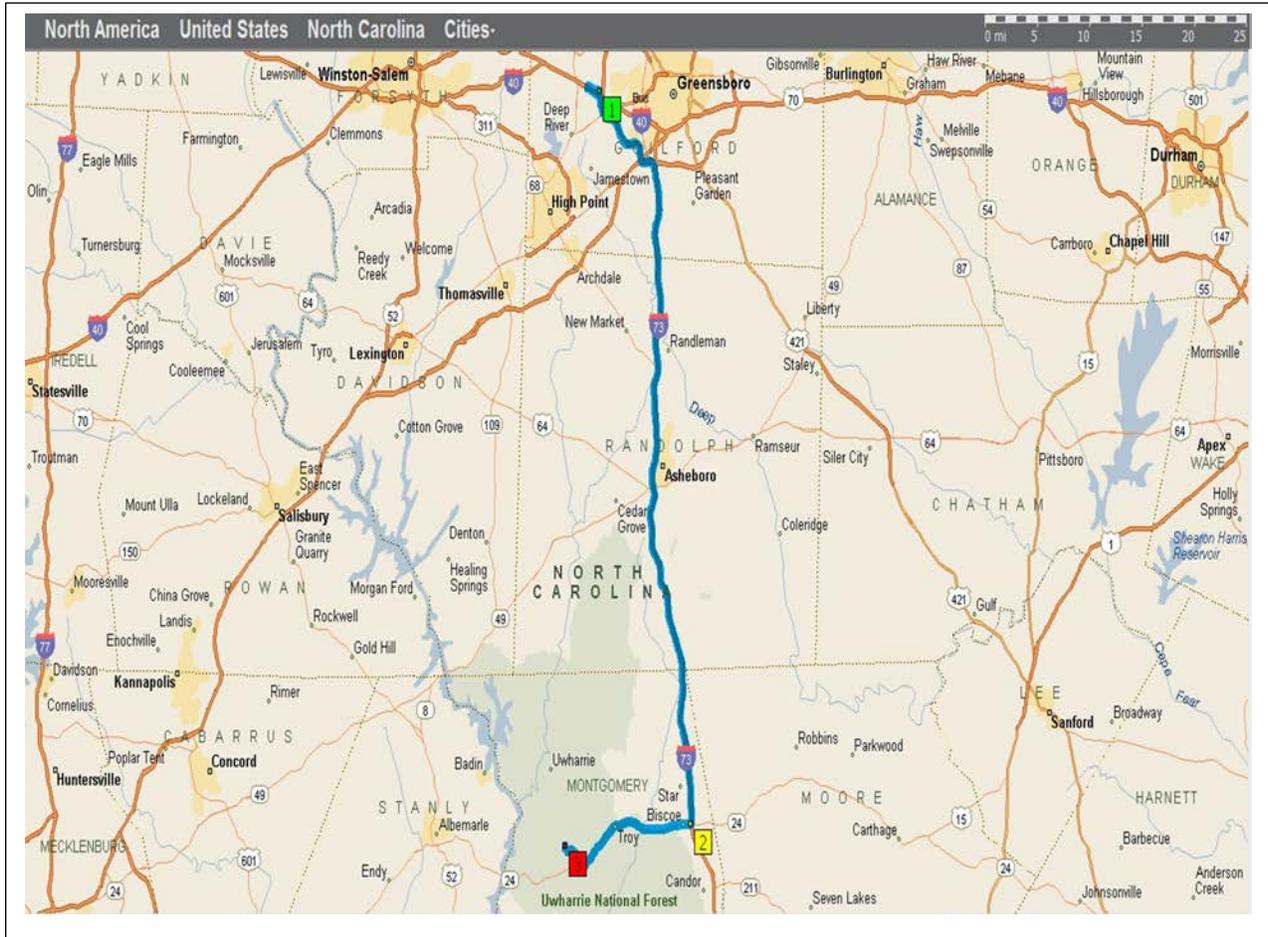
**(101-150 Mile Range)**

500 Landfill Rd.  
Mt. Gilead, NC 27306

**Route Proposed:**

Take I-40 East to 220 South to 24/27 West to Troy. Pass through Troy. Cross under R/R trestle. Entrance ½ mile on right.

One Way Miles:	73 miles	Round Trip Miles:	146 miles
One Way Time:	1 hr. 11 minutes (1.18)	Total Drive Time:	2.22 hours



**TRANSPORTATION ROUTES – CMS LANDFILL**

**CMS (Charlotte Motor Speedway) Landfill**

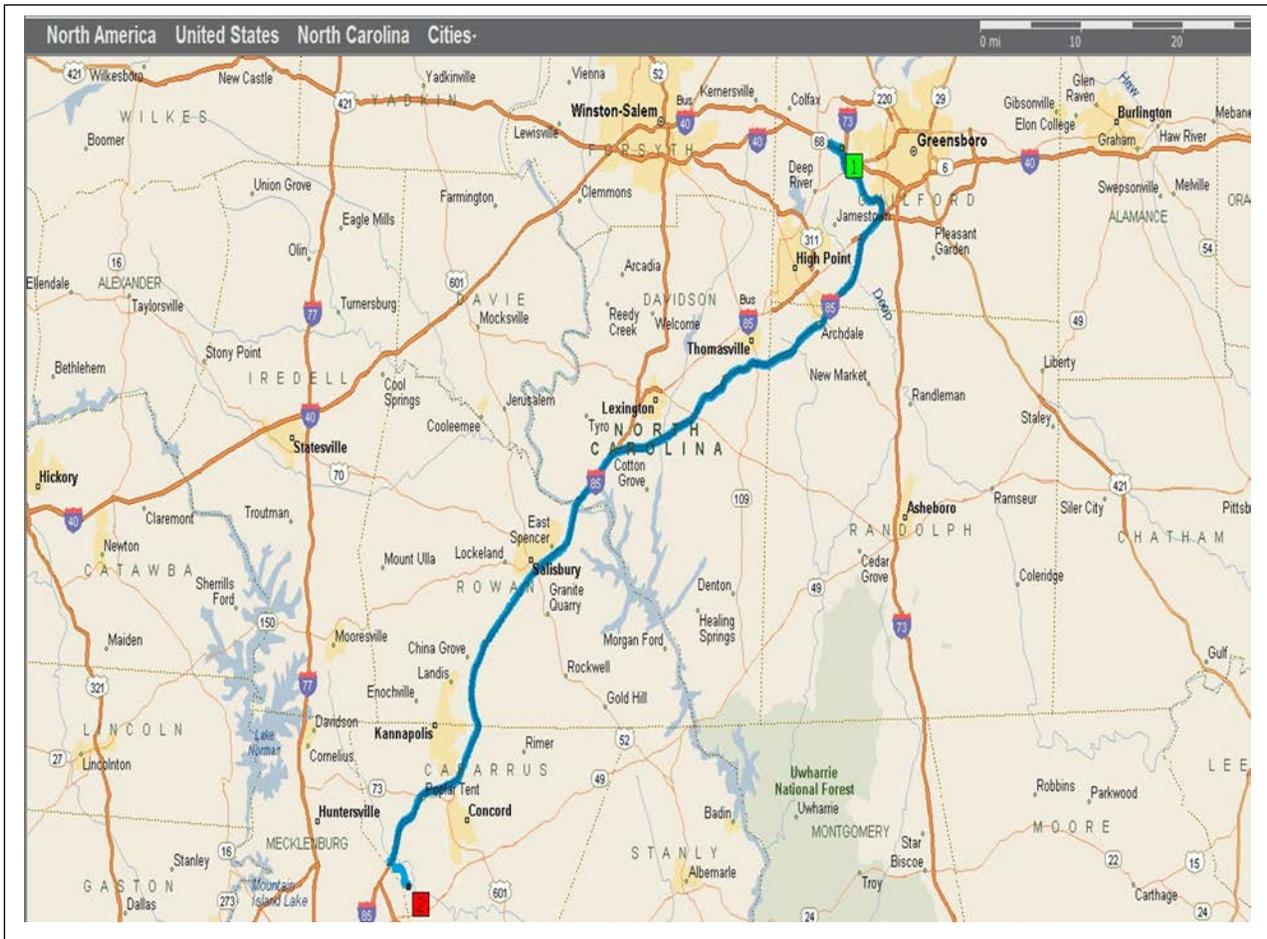
**(151-200 Mile Range)**

5105 Morehead Rd.  
Concord, NC 28027  
(704)782-2004

**Route Proposed:**

Take I40 East to I85 South to Exit 49 Speedway Blvd to Hwy 29. Make right go 1 block. Make left on Morehead go .2 miles. Make left into landfill entrance.

One Way Miles:	86 miles	Round Trip Miles:	172 miles
One Way Time:	1hr 35 minutes (1.58)	Total Drive Time:	3.17 hours



**TRANSPORTATION ROUTES – ANSON COUNTY LANDFILL**

**Anson County Landfill**

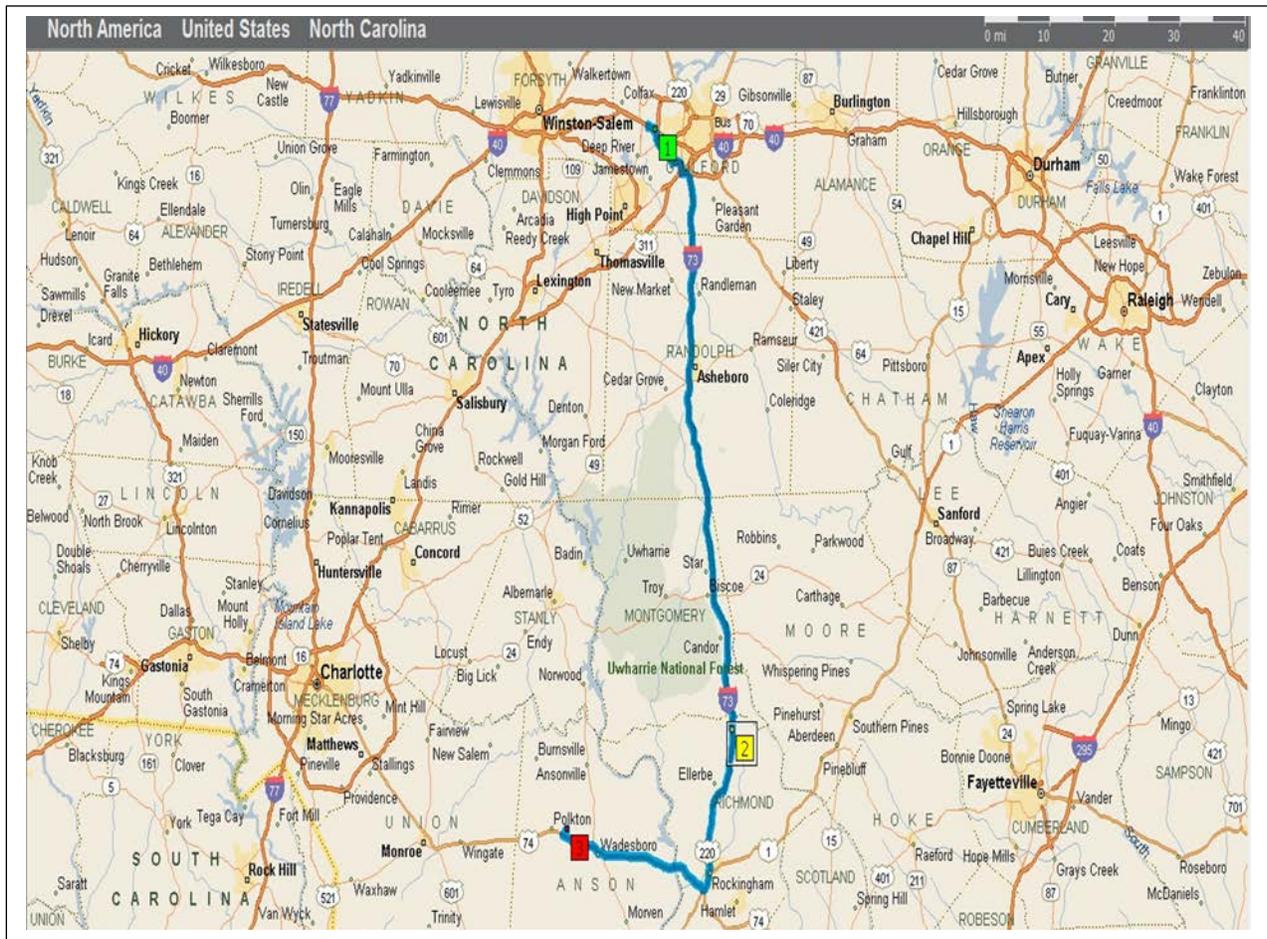
**(201-250 Mile Range)**

1001 Allied Rd.  
 Polkton, NC 28135

**Route Proposed:**

Take I-40 East to I-73. Take 220 S exit toward Asheboro through to Rockingham. Merge onto US74W and go approximately 21 miles. Turn right onto Allied Rd.

One Way Miles:	114.4 miles	Round Trip Miles:	228.8 miles
One Way Time:	2 hrs. and 5 minutes (2.08)	Total Drive Time:	4.16 hours



**TRANSPORTATION ROUTES – SAMPSON COUNTY**

**Sampson County Landfill**

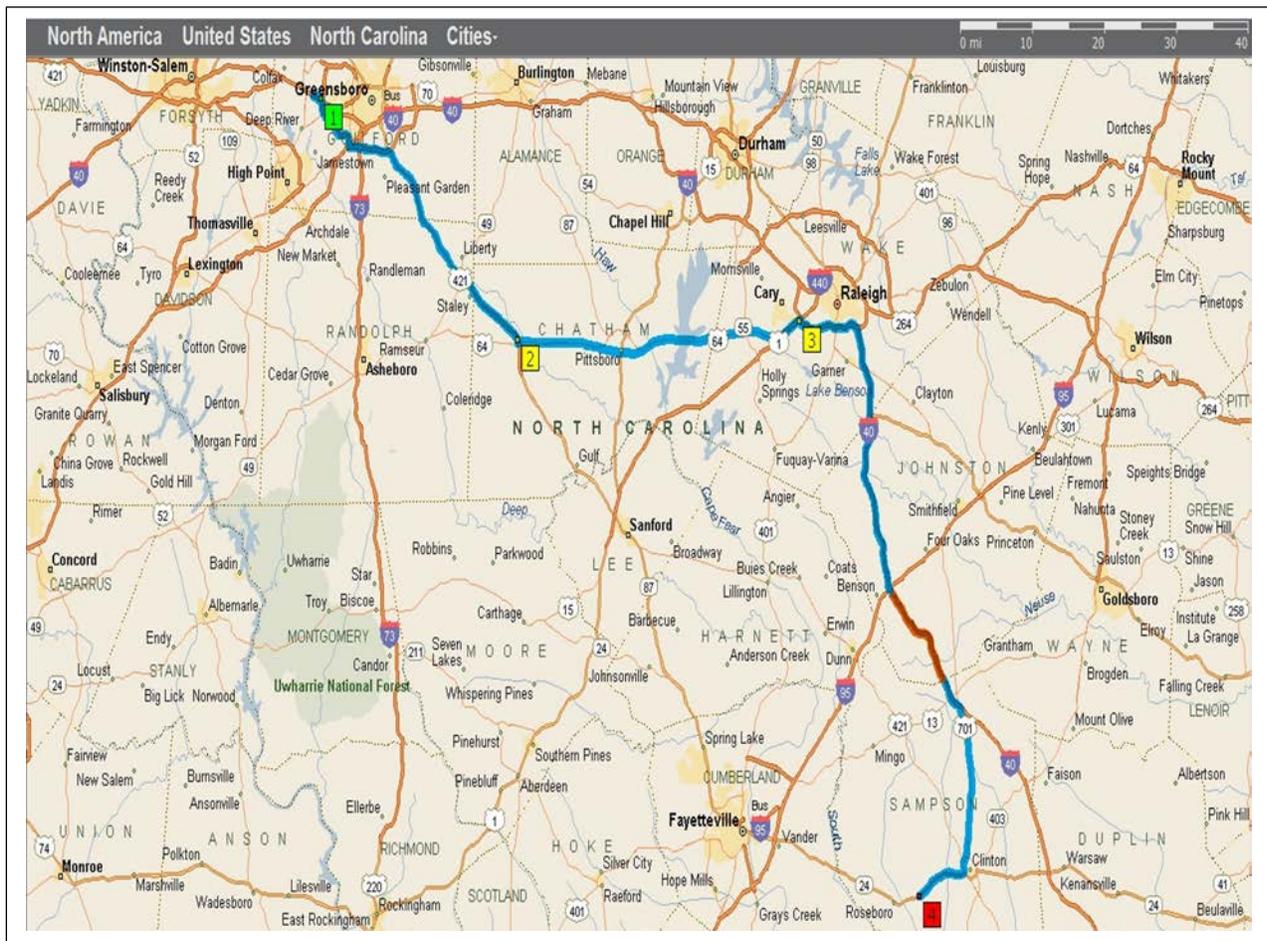
**(251-300 Mile Range)**

7434 Roseboro Highway  
 Roseboro, NC 28382  
 910-525-4150

**Route Proposed:**

Take I-40 East to US421 to US-64 to US-1/US-64E to I-40 East toward Wilmington and exit onto US701 (Clinton). Keep right onto ramp towards SR-24W to Roseboro.

One Way Miles:	161 miles	Round Trip Miles:	322 miles
One Way Time:	2 hrs. 55 minutes (2.92)	Total Drive Time:	5.84 hours



**DISPOSAL SERVICES – FORM 2C**

A. Name and Address of Contractor: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Telephone: \_\_\_\_\_

B. Key Personnel (Name, Position): \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

C. Landfill Operating Experience

1. Facility(ies) Location:

2. Description (capacity, design, waste source, equipment, etc.):

3. Responsibilities and Personnel:

4. Dates of Operational Responsibility:

D. Other Landfills Owned or Operated by Contractor (name, locations, size):

**Disposal Services  
Not applicable.**

**DISPOSAL SERVICES – FORM 2C – CONTINUED**

## E. Description of Proposed Landfill to be used for Greensboro MSW Disposal:

1. Name of Landfill: \_\_\_\_\_

Location of Landfill: \_\_\_\_\_

Municipality or Jurisdiction located in:

\_\_\_\_\_

\_\_\_\_\_

Main access highways from the City of Greensboro's transfer station and distance:

\_\_\_\_\_

\_\_\_\_\_

2. Ownership, Operations and Engineer (Name, Address, Phone)

a. Landfill Owner:

b. Landfill Operator:

c. Original Landfill Designer:

d. Current Landfill Engineers:

**Disposal Services  
Not applicable.**

**DISPOSAL SERVICES – FORM 2C – CONTINUED**

## 3. Design and Construction:

- a. Describe current or future proposed landfill access, layout, design, and construction.

Discuss the development plan, cell construction, liners, leachate collection and management, on-site and off-site monitoring, and other facilities. Attach drawings and specifications as appropriate.

**Disposal Services  
Not applicable.**

## 4. Operations:

- a. Discuss existing or future proposed landfill operations including days and hours of operation; gate controls; waste weighing or volume determinations; on-site traffic control; dumping procedures; daily, intermediate, and final covering; and on-site facilities (maintenance areas, water, restrooms).

- b. List landfill equipment currently used, or to be used, on site.

**DISPOSAL SERVICES – FORM 2C – CONTINUED**

c. Provide below three references of private firms or local governments who have been utilizing the current landfill for MSW for at least the last year. Provide name of user, contact, and a telephone number.

i. Reference No. 1:

ii. Reference No. 2:

iii. Reference No. 3:

5. Operating History (for existing proposed landfills):

a. Summary of quantities of waste received at the landfill in the last four years.

<u>Year</u>	<u>Amount of Waste Landfilled</u>
_____	_____ tons

b. Average quantities of waste currently received and landfilled.

Daily Average: \_\_\_\_\_ tons

Weekly Average: \_\_\_\_\_ tons

Annual Estimate: \_\_\_\_\_ tons

c. What proportion of the current waste deliveries are under various contractual arrangements?

Long-Term (over 1 year): \_\_\_\_\_ tons

Short-Term/Spot Market: \_\_\_\_\_ tons

Other (explain): \_\_\_\_\_ tons

Disposal Services  
Not applicable.

**DISPOSAL SERVICES – FORM 2C – CONTINUED**

- d. What are the historical spot market tip fees for acceptable municipal diverted waste over the last three years?

\_\_\_\_\_ \$/ton

\_\_\_\_\_ \$/ton

\_\_\_\_\_ \$/ton

- e. Current spot market tip fee:

\_\_\_\_\_ \$/ton\*

\*Does this fee include any taxes, state or local fees, or other pass-through charges?

Please explain: \_\_\_\_\_

\_\_\_\_\_

6. Permit Conditions and Status

- a. For facilities under construction, identify the permit(s) required for the proposed landfill construction and operation with names and addresses of granting organizations.

- b. For existing facilities: Provide a summary of current permit status including permit name, identification number, date granted, and expiration date.

**DISPOSAL SERVICES – FORM 2C – CONTINUED**

- c. From the above permits, summarize any specifications, conditions, limitations, or restrictions contained in the landfill permits, which would relate to any of the following:

Types of wastes:

Number and size of delivery vehicles:

Days or hours of receiving or landfilling

waste: Life of permitted areas (give

expiration date):

Volumetric capacity of permitted areas (give final permitted capacity):

Terms of contractual agreement:

Conditional operations related to ongoing environmental monitoring:

Conditional operations related to any past or pending legal, financial, or operational event or finding:

Any other permit item which could impact this agreement:

**Disposal Services  
Not applicable.**

**DISPOSAL SERVICES – FORM 2C – CONTINUED**

d. Are there any current lawsuits pending against the operations of the landfill?  
Please detail:

e. Is there any pending enforcement action against the landfill that has been filed by the federal, state, or local jurisdiction? Please detail:

f. Has the landfill been shut down since it was initially permitted?

How long? (months) \_\_\_\_\_

Reason for shutdown: \_\_\_\_\_

7. Proposed Schedule:

Submit a list of all activities, including permitting, design, construction, equipping, and startup required to bring the landfill on line. For each activity, provide detailed information regarding the time required to complete the activity, the current status of the activity, and your assessment of factors that may prevent the activity from being completed in order to have the landfill available by

7/1/2012. Clarify all activities required to achieve capacity for the contract period.

**Disposal Services  
Not applicable.**

## CHAPTER 4 – EXPERIENCE

### HILCO TRANSPORT EXPERIENCE

Our mission at Hilco Transport, Inc. is to proudly serve our customers in the transportation industry with consistent and value priced services. We pride ourselves on being able to meet the needs of a diverse customer base.

With locations in Greensboro, Wilmington, Kannapolis and Troy, North Carolina; Duncan, South Carolina and several satellite locations throughout the state, as well as Virginia, it is hard not to see one of our signature yellow trucks that have become Hilco's trademark in these areas.



In 1998, Hilco Transport began hauling MSW from Sanford and Siler City for Waste Management to the Uwharrie Regional Landfill in Troy, NC, and Randolph County's MSW for BFI to its Charlotte Motor Speedway landfill. In 1999 Hilco began hauling MSW from Harnett County, Hoke County, Scotland County and Fort Bragg for Republic Services.

Since its inception in 1998, our Waste Division has grown to be our largest division. Hilco Transport, Inc. offers waste transportation services to a broad range of customers including municipalities, industrial companies and some of the largest providers of waste disposal and landfill services in the United States. We also provide transfer station management and loading services, including both the equipment and the personnel. Our Waste Division has grown to include service to nine transfer stations and several regional landfills, handling over one million tons annually. Additionally, Hilco Transport is registered in multiple states as a Hazardous Materials transporter.



Hilco has worked with all of the major waste disposal companies in North Carolina including Republic Services, Waste Management, and Waste Industries.



**REFERENCES – FORM 3**

The Proposer shall provide a minimum of three (3) but no more than five (5) references of the most recently awarded and serviced (but not necessarily completed) comparable projects. References are to be provided for each service being offered by the proposer (transfer station operations, transportation, and/or disposal).

Name of Agency:	Republic Services – Uwharrie Environmental
Address:	500 Landfill Road, Mt. Gilead, NC
Phone Number:	800.676.9696
Principal Contact Person(s):	Joe Reynolds
Year Contract Initiated:	2008
Cost of Work (\$):	487,000
Project Description:	Moore County MSW Transportation Services

Name of Agency:	Republic Services – CMS Landfill
Address:	5105 Morehead St., Concord, NC
Phone Number:	843.514.5550
Principal Contact Person(s):	Bart Keller
Year Contract Initiated:	2006
Cost of Work (\$):	497,000
Project Description:	Yadkin County MSW Transportation Services

Name of Agency:	Republic Services – CMS Landfill
Address:	5105 Morehead St., Concord, NC
Phone Number:	843.514.5550
Principal Contact Person(s):	Bart Keller
Year Contract Initiated:	2001
Cost of Work (\$):	1,087,000
Project Description:	Fort Mill MSW Transportation Service & Loading Services

Name of Agency:	Republic Services – CMS Landfill
Address:	5105 Morehead St., Concord, NC
Phone Number:	843.514.5550
Principal Contact Person(s):	Bart Keller
Year Contract Initiated:	2001
Cost of Work (\$):	938,000
Project Description:	Union County MSW Transportation Services

**ADDITIONAL CUSTOMER REFERENCES**

Hilco Transport has long-standing relationships with a number of local and national companies. We are pleased to present the following from which you may request any additional information necessary.

**Republic**

Mr. Greg DuHon	Upper Piedmont Environmental, Roxboro	(336) 364-3699
Mr. Drew Isenhour	Area President, Hickory, NC	(828) 464-2414
Mr. Tracy Nestor	Area Municipal Service Manager	(828) 695-2064
Mr. Billy Maness (Allied)	Randolph County Transfer Station, Montgomery Co. (Troy) County Commissioner	(910) 576-3851

**Waste Management**

Mr. Steve Miller	District Manager	(919) 820-0354
Ms. Kathy MacNish	District Manager (Sanford, Siler City)	(919) 777-5057
Mr. Danny Asmonga	Division Manager	(843) 397-7675

**Waste Industries**

Mr. Randy Gainey	Regional Equipment Support Manager	(910) 251-0966
Mr. Greg Brinkley	Manager - Pender, Brunswick, New Hanover	(910) 253-4177
Mr. Mike Ingle	Vice President Corporate Development	(919) 877-7525
Mr. Jerry Johnson	District Manager	(919) 325-3000

**County and Other MSW Customer References**

Mr. David Townsend	County Manager – Randolph County	(910) 318-6605
Mr. Jerry Blanchard	General Service Manager – Harnett County	(910) 299-1551
Mr. Don Russell	Solid Waste Director – Hoke County	(910) 875-3111
Ms. Penny Martin	Union County Landfill	(704) 233-5334
Mr. Bill Wornom	WUW Incorporated, Sanford, NC	(919) 774-3077

## CHAPTER 5 – PROJECT APPROACH

### STAFFING

Hilco Transport will provide the required staff to perform the necessary tasks to complete the jobs described herein. Throughout its divisions, Hilco utilizes an average of 200 full time employees. From the North Carolina mountains to the coast and from northern South Carolina to southern Virginia, Hilco employees are providing high quality service to its customers. With a combined total of over 800 years of service to the company, the average length of service for a Hilco is five years.

Hilco offers an extremely competitive benefit package to its employees. This package includes health, life, disability, and dental insurance. The Company provides a 401k plan and matches a significant amount of employee contributions. In addition, the Company provides paid vacations and holidays.

Hilco Transport adheres to strict hiring guidelines for recruiting and hiring its workforce. Every potential employee's qualifications and work history are scrutinized to ensure only the most qualified are hired. Each employee receives new hire orientation to the company's safety policies and operation procedures, including the Driver Management Policy. Only after on-the-job training is completed with an experienced driver will a new hire be released for duty. Monthly, quarterly and annual safety meetings provide for continued education and emphasis on safety. Use of weekly informal "toolbox" meetings, where lead

drivers and supervisors spend 10-15 minutes with their drivers, allows each field manager a chance to reinforce the culture of safety and check in with each driver. Field managers receive additional training in employee relations, communication, etc. to continuously improve their management skills.

**Being a local company, many of Hilco's employees are also from the Triad area. This means that not only are they committed to the Company, but to providing quality service to their hometown communities.**



## FACILITIES

Hilco will provide all vehicles, fuel, lubricants, equipment, tools, materials, and any other items required to provide the transportation services described in Section 1, including the cost of all maintenance activities related to the vehicle fleet. Hilco's 34,000 square foot headquarters, office and maintenance facility is located at 7700 Kenmont Road, only six miles from City of Greensboro transfer station.



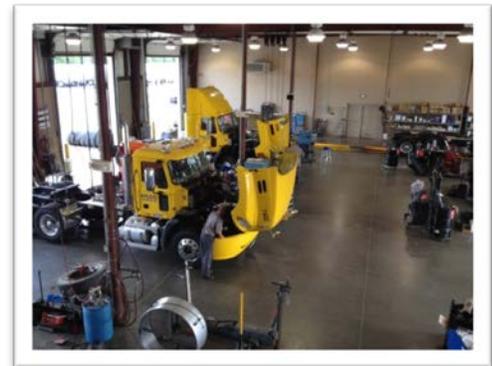
All preventative and major maintenance is performed in our state-of-the-art facility in Greensboro. Hilco Transport is an approved warranty maintenance station for Mack Tractors. All work is performed by trained and certified Class A mechanics. A stringent scheduled maintenance program ensures that all equipment is serviced regularly with each unit receiving a bumper-to-bumper annual preventative maintenance in which every component is touched.



Hilco has two service areas, one for tractor and heavy equipment and the other for trailer services. Trailers receive the same level of attention and preventative maintenance, with scheduled services and annual Preventative Maintenance.

Hilco works with its suppliers and vendors to ensure maintenance costs are competitive. In all aspects of operating as a transportation service provider, safety comes first. Hilco believes and rigorously performs its maintenance to ensure the safety of the public and its drivers.

The proximity of Hilco's corporate office and service center provides a great advantage for the City of Greensboro. The location of the maintenance facility will allow for both quick response and available replacement vehicles should the need arise. The proximity of the top management of Hilco, who are also citizens of this community, will ensure the transportation operations are performed professionally for the City and its neighbors. Hilco is recognized throughout the area as company that prides itself in its employees, its equipment, its quality service and its civic efforts.



## EQUIPMENT

Hilco Transport will furnish, maintain, and operate sufficient vehicles to guarantee the specified services. Trailers used will be standard top-loading tandem-axle, non-compaction, with manually operated top covers sufficient to prevent blowing of material en route to the designated landfill. Top covers will be capable of installation and removal from the ground. Trailers will be watertight to prevent leakage during transport.



Hilco currently operates standard trailer/tipper configurations, as well as self-unloading or “walking floor” trailers, in providing MSW transportation services. Hilco proposes using standard trailers in combination with a hydraulically operated tipper transfer system located at the selected landfill. This provides for greater capacity per load of MSW, and therefore a lower cost per mile to the City. Currently, Hilco operates trailers manufactured by East Trailer and Mac Trailer to ensure the safest and most cost efficient equipment is utilized in providing MSW transportation services to the City.

Hilco will furnish the tipper if the landfill selected does not currently provide its own tipper for use with other contractors. The tipper would be supplied from Columbia Corporation in Oregon. Hilco currently owns and operates a tipper that can be observed at the Uwharrie Regional Landfill in Troy, NC.



Hilco prides itself in using the best available equipment. Hilco’s fleet of 144 power units is comprised mostly of Mack Tractors. Tractors and trailers are compatible with the design of the load-out area of the proposed transfer station. All vehicle heights are coordinated



with applicable building door heights and overhead clearances to provide for maximum efficiency and safety. All vehicles comply with all applicable local codes, state laws, and the federal requirements prescribed in the RFP. The transfer vehicles shall not produce noise levels exceeding limits established by the state of North Carolina.

**TRANSITION PROPOSAL – TRANSPORTATION SERVICES**

Hilco Transport is currently providing the transportation services for the City of Greensboro. Therefore, there would be no need for a proposal for this transition of services.

Hilco Transport's management and operations team will continue to monitor current processes seeking continuous improvement. We strive for quality performance that meets or exceeds customer expectations for payload maximization, trailer staging and transportation and landfill receiving and discharging requirements. The weights of loads will continue to be monitored as well as efficient utilization including the staging of trailers on the transfer station property with two yard switchers for mobilization. Hilco will continue to maximize landfill hours to ensure maximum load quantities and provide additional trailers to compensate for wait times as necessary.

**TRANSITION PROPOSAL – TRANSFER STATION OPERATIONS****Equipment Transition:**

All required equipment listed on Form 2A (page 8) of this RFP, will be mobilized and positioned at the transfer station within the specified transition period.

**Staffing Transition:**

Transfer Station will be staffed with as many qualified city employees as possible. During the transition, Hilco staff experienced in waste operations will assist transfer station staff during the transition until permanent staff is hired and trained. Turnaround for the hiring and training of additional staff is estimated to be approximately four to six weeks. Experienced waste staff will remain until all training and staffing is completed.

**Operations Transition:**

Hilco requests that designated transition staff and management are granted access for observance and training to transfer station operations and current staff for the length of the transition period.

**Management:**

Chuck Jones, Waste Division Manager, will be onsite daily to ensure seamless transition. Communication with a city appointed liaison is offered on a daily basis during initial phases of the transition.

## ADDITIONAL CAPABILITIES

Hilco has expertise extending beyond MSW transportation that can be useful in the City's future MSW disposal needs. In addition to the necessary equipment and personnel capacity for both transportation and transfer station operations, Hilco Transport is able to provide any additional equipment that may be needed.

Hilco has loaders, low-boy heavy equipment hauling capability, flat beds, dump truck and excavation equipment for aggregate hauling and debris removal, Class A trained mechanics, and vacuum-tanker for contaminated water removal capability. In addition Hilco has walking floor trailers that have been used by local companies for special waste disposal. Hilco provides leachate transportation for several regional landfills, and has provided aggregate (stone/dirt) hauls to many regional landfill construction or expansion



projects. An example of Hilco's wide range of services includes the removal of sludge at Greensboro's T. Z. Osborne Waste Water Treatment facility beginning in 2001 and transporting the sludge to Uwharrie Regional Landfill.



Hilco will ensure that spare tractors and trailers will be available to replace equipment during times of scheduled maintenance and emergency breakdown. The proximity to Hilco's maintenance facility and major supplier of tractors (Triad Mack in Kernersville, also a supplier of Mac Trailers) will ensure immediate

response to any power unit situation.

Hilco's ability to respond is further enhanced by its ability to redirect operating resources from other areas at peak times. This includes equipment and personnel currently providing MSW transportation services at other transfer locations.

Hilco has the flexibility to provide self-unloading trailers in lieu of the standard tippers, if the selected landfill where the tipper is located should have an emergency and the MSW need to be transported to an alternate location.



## CHAPTER 6 – FINANCIAL STABILITY & STATEMENT

### STATEMENT OF FINANCIAL STABILITY

Hilco Transport Inc. is a non-public, subchapter S corporation. Therefore, financial information is privately held and exempt from such disclosures. In addition, due to GAAP accounting rules and requirements, related party entities must be included in Hilco Transport's financial statements. This information is unrelated to this RFP response and should therefore be deemed confidential.

An original and five (5) copies of Hilco Transport's financial statements have been provided in a separately sealed envelope marked CONFIDENTIAL INFORMATION – CITY REVIEW ONLY.

Confidential

## **CHAPTER 7 – FINANCIAL PLAN**

All equipment required for transportation services are currently in place. No additional equipment is anticipated for continued execution of this contract.

Hilco Transport, Inc. has established equipment credit lines with multiple financing companies that are capable of providing the necessary financing to acquire the necessary equipment needed for the operation of the transfer station.

## CHAPTER 8 – IMPLEMENTATION SCHEDULE

Schedule of how services will be initiated under the contract to ensure a smooth, seamless transition.

### TRANSPORTATION SERVICES

With Hilco Transport currently providing the transportation services for the City of Greensboro, there would be no need to plan for a transition in service as it would remain constant. Any changes in billing processes would be addressed with the waste company or the City of Greensboro.

### TRANSFER STATION OPERATIONS

#### Equipment Transition:

All required equipment listed on Form 2A (page 8) of this RFP, will be mobilized and positioned at the transfer station within the specified transition period.

#### Staffing Transition:

Transfer Station will be staffed with as many qualified city employees as possible. During the transition, Hilco staff experienced in waste operations will assist transfer station staff during the transition until permanent staff is hired and trained. Turnaround for the hiring and training of additional staff is estimated to be approximately four to six weeks. Experienced waste staff will remain until all training and staffing is completed.

#### Operations Transition:

Hilco requests that designated transition staff and management are granted access for observance and training to transfer station operations and current staff for the length of the transition period.

#### Management:

Chuck Jones, Waste Division Manager, will be onsite daily to ensure seamless transition. Communication with a city appointed liaison is offered on a daily basis during initial phases of the transition.

## CHAPTER 9 – CUSTOMER SERVICE PROCEDURES

Customer service issues and complaints are to be reported immediately to the Area Manager immediately. Fact finding and root cause analysis will be implemented and completed. Corrective and preventative action will be taken and communicated to all parties involved.



## CHAPTER 10 – LITIGATION HISTORY

Hilco Transport, Inc. does not have any current or pending litigation, nor has it had any litigation in the last five years.

## CHAPTER 11 – BONDING COMPANY COMMITMENT

### PERFORMANCE BOND FORM – LETTER OF COMMITMENT



Pamela A. Fleming  
Travelers Bond  
11440 Carmel Commons Blvd  
Charlotte, North Carolina 28226  
Phone: 704-544-3703  
Fax: 704-544-3760  
E-mail: Pamela.A.Flemming@travelers.com

May 8, 2012

City of Greensboro  
Centralized Contracting Division Manager  
P.O. Box 3136  
Greensboro, NC 27402

Project: Request for Proposal # 08-12  
Municipal Solid Waste Management Services  
City of Greensboro, North Carolina

Ladies and Gentlemen:

Please be advised that Travelers Casualty and Surety Company of America is listed in the US Treasury Department Federal Register and that we are licensed in the state where the above referenced bid project is located. Travelers Casualty and Surety Company of America is listed by A.M. Best Company with a rating of "A" or better.

Additionally, in the event **Hilco Transport, Inc.** is awarded a contract on the referenced project, acceptable to them and the Travelers Casualty and Surety Company of America; as Surety, we are prepared to consider providing suitable Performance and Payment bond, subject to the review of financials of **Hilco Transport, Inc.** and review of all bond forms at the time of such request.

Should you have any questions, please do not hesitate to call me.

Yours truly,



Pamela A. Fleming  
Account Underwriter

Cc: Hilco Transport, Inc.  
7700 Kenmont Road  
Greensboro, NC 27409

**PERFORMANCE BOND FORM – QUALIFICATION FORM 4**

(PROVIDED FOR DEMONSTRATION PURPOSES. LETTER OF COMMITMENT REQUIRED FOR PROPOSAL.  
FORM TO BE EXECUTED PRIOR TO CONTRACT EXECUTION.)

Date of Execution of this Bond: \_\_\_\_\_

Name and Address of Principal (Contractor):

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Name and Address of Surety:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Name and Address of Contracting Body:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

*To be executed with contract.*

Amount of Bond: \_\_\_\_\_

Contract

That certain contract by and between the Principal and the Contracting Body above named dated \_\_\_\_\_ for

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

KNOW ALL MEN BY THESE PRESENTS, that we, the PRINCIPAL and SURETY above named, are held and firmly bound unto the above-named Contracting Body, hereinafter called the Contracting Body, in the penal sum of the amount stated above for the payment of which sum well and truly to be made, we bind ourselves, our heirs, executors, administrators, and successors, jointly and severally, firmly by these presents.

THE CONDITION OF THIS OBLIGATION IS SUCH, that whereas the Principal entered into a certain contract with the Contracting Body, identified as shown above and hereto attached;

**PERFORMANCE BOND FORM – QUALIFICATION FORM 4 - CONTINUED**

NOW THEREFORE, if the Principal shall well and truly perform and fulfill all the undertakings, covenants, terms, conditions, and agreements of said contract during the original term of said contract and any extensions thereof that may be granted by the Contracting Body, with or without notice to the Surety, and during the life of any guaranty required under the contract, and shall also well and truly perform and fulfill all the undertakings, covenants, terms, conditions, and agreements of any and all duly authorized modifications of the contract that may hereafter be made, notice of which modifications to the Surety being hereby waived, then, this obligation to be void; otherwise, to remain in full force and virtue.

THIS PERFORMANCE BOND is made and given pursuant to the requirements and provisions of Section 129 of Chapter 143 of the General Statutes of North Carolina and pursuant to Article 3 of Chapter 44-A of the General Statutes of North Carolina, and each and every provision set forth and contained in Section 129 of Chapter 143 and in Article 3 of Chapter 44-A of the General Statutes of North Carolina is incorporated herein, made a part hereof, and deemed to be conclusively written into this Bond.

IN WITNESS WHEREOF, the above-bounden parties have executed this instrument under their several seals as of the date indicated above, the name and corporate seal of each corporate party being hereto affixed and these presents duly signed by its undersigned and representative, pursuant to authority of its governing body.

WITNESS:

\_\_\_\_\_  
(Proprietorship or Partnership)

Printed Name \_\_\_\_\_

\_\_\_\_\_  
Principal (Name of individual and trade name, partnership, corporation, or joint venture)

BY \_\_\_\_\_ (SEAL)

Printed Name \_\_\_\_\_

TITLE \_\_\_\_\_

(Owner, Partner, Office held in corporation, joint venture)

**PERFORMANCE BOND FORM – QUALIFICATION FORM 4 - CONTINUED**

ATTEST: (Corporation)

(Corporate Seal of Principal)

BY \_\_\_\_\_

Printed Name \_\_\_\_\_

TITLE \_\_\_\_\_

(Corporation Secretary or

Assistant Secretary  
Only)

\_\_\_\_\_

Surety (Name of Surety Company)

WITNESS:

**To be executed with contract.**

BY \_\_\_\_\_

Printed \_\_\_\_\_ Name

TITLE \_\_\_\_\_ AttorneyinFact

\_\_\_\_\_

(Corporate Seal of Surety)

COUNTERSIGNED:

(Address of Attorney in Fact)

\_\_\_\_\_

\_\_\_\_\_

N.C. Licensed Resident Agent

## CHAPTER 12 – INSURANCE REQUIREMENT

### INSURANCE SUMMARY

Currently and throughout the term of the contract, Hilco will continue to maintain the insurance coverage as required in the RFP (auto liability, general liability and workers compensation), the levels of which may be modified from time to time by mutual agreement between the City and Hilco.

The City will be named as an additional insured with respect to claims arising out of the operations of the contractor under the above liability insurance policies.

Hilco will be responsible for the cost associated with naming the City as an additional insured and for all deductibles required under the terms of the coverage.

The City will be furnished annually with Certificates of Insurance in a form satisfactory to the City, and all policies shall provide for 60 days advance written notice of material change, cancellation, or non-renewal.

See attached certificate.

**INSURANCE CERTIFICATE**

**CERTIFICATE OF LIABILITY INSURANCE**
**HILTR00 OP ID: MW**

 DATE (MM/DD/YYYY)  
**06/02/12**

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER <b>Ascension Ins Agy-Greensboro                  Greensboro Branch                  3 Centerview Dr., Suite 100                  Greensboro, NC 27407                  Thomas Beattie</b>	<b>336-217-6902</b> <b>336-378-1332</b>	CONTACT NAME: <b>Mary Jean Williams</b> PHONE (A/C, No, Ext): <b>336-217-6922</b> E-MAIL ADDRESS: <b>mwilliams@ascensionnc.com</b>	FAX (A/C, No): <b>336-378-1332</b>
	INSURER(S) AFFORDING COVERAGE		NAIC #
INSURED <b>Hilco Transport, Inc.                  PO Box 36049                  Greensboro, NC 27426</b>	INSURER A : <b>National Interstate Ins Co*</b>		<b>32620</b>
	INSURER B : <b>Peerless Insurance Company*</b>		<b>24198</b>
	INSURER C : <b>Lexington Insurance Company</b>		
	INSURER D :		
	INSURER E :		

**COVERAGES CERTIFICATE NUMBER: REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADD'L SUBR INSR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	GENERAL LIABILITY <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR		VPP490000709	03/01/12	03/01/13	EACH OCCURRENCE \$ <b>1,000,000</b> DAMAGE TO RENTED PREMISES (Ea occurrence) \$ <b>50,000</b> MED EXP (Any one person) \$ <b>5,000</b> PERSONAL & ADV INJURY \$ <b>1,000,000</b> GENERAL AGGREGATE \$ <b>2,000,000</b> PRODUCTS - COM/PO/ AGG \$ <b>1,000,000</b> \$
	GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC					
A	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> HIRED AUTOS <input checked="" type="checkbox"/> Any Comm'l	<input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS <input checked="" type="checkbox"/> Auto	VPP490000709	03/01/12	03/01/13	COMBINED SINGLE LIMIT (Ea accident) \$ <b>1,000,000</b> BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ <b>Tri Interchange</b> \$ <b>50,000</b>
	<input checked="" type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> EXCESS LIAB DED <input checked="" type="checkbox"/> RETENTION \$ <b>10,000</b>	<input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS-MADE		023815692	03/01/12	03/01/13
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N <input checked="" type="checkbox"/> N N/A	VWC490000709	03/01/12	03/01/13	<input checked="" type="checkbox"/> WC STATU-TORY LIMITS <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ <b>1,000,000</b> E.L. DISEASE - EA EMPLOYEE \$ <b>1,000,000</b> E.L. DISEASE - POLICY LIMIT \$ <b>1,000,000</b>
	Motor Truck Cargo		IM9828660	03/01/12	03/01/13	Per Auto \$ <b>50,000</b> \$ <b>5,000 Ded.</b>

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)  
**MCS90 and CA9948 apply to Auto Liability**  
**Certificate Holder is Additional Insured with Primary and Non-Contributory Coverage for General Liability under form NICG2054. Thirty days Notice of Cancellation except for NonPayment of Premium applies to General Liability, Auto Liability and Workers Compensation.**

<b>CERTIFICATE HOLDER</b>  City of Greensboro 300 W. Washington Street Greensboro, NC 27402	<b>CANCELLATION</b>  SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.  AUTHORIZED REPRESENTATIVE 
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ACORD 25 (2010/05)

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**NATIONAL  
INTERSTATE**

3250 Interstate Drive  
Richfield, Ohio 44286 9090

phone 330 659 8900  
800 929 1500  
fax 330 659 8901  
www.nait.com

5/8/2012

Hilco Transport, Inc.  
PO Box 35049  
Greensboro, NC 27425

RE: Increased Fire Legal Limits for City of Greensboro bid

This letter is to acknowledge that National Interstate agrees to increase the current Fire Legal Limits under the General Liability portion of policy# VPP4900007-09 to \$100,000 for the City of Greensboro. Such a change will be processed upon receiving written confirmation of Hilco Transport winning their bid with the City of Greensboro.

**Insurance Company:**

National Interstate Insurance Company  
3250 Interstate Dr.  
Richfield, OH 44286  
(800)929-1500

Effective date of this policy: 3/1/12 to 3/1/13

Policy Number: VPP4900007-09

Insured: Hilco Transport, Inc.

If you have any further questions please contact me at (800)929-1500

Regards,

Peter Walker  
Assistant Product Manager  
National Interstate Insurance Company

**AN INSURANCE EXPERIENCE ONLY AS GOOD AS YOU.**

REFERENCE NO.	LICENSE NO.	DATE PAID	LICENSE YEAR	SIC CODE	CODE REFERENCE & DESCRIPTION
2171	255126	6/24/2011	2011-2012	487	110 SERVICE BUSINESS
 <p><b>PRIVILEGE LICENSE</b> <b>CITY OF GREENSBORO</b> <b>DISPLAY IN A PROMINENT PLACE</b></p> <p>HIS CERTIFIES: LOCATED: <b>HILCO TRANSPORT INC</b> AS PAID LICENSE TAXES AS INDICATED. EXPIRATION DATE: <b>06/30/2012</b></p> <p><b>HILCO TRANSPORT INC</b> <b>7700 KENMONT RD</b> <b>GREENSBORO, NC 27409</b></p>					
THIS LICENSE MUST BE KEPT POSTED AT A PLACE WHERE BUSINESS IS CARRIED ON.					<p><b>IMPORTANT INFORMATION - SEE REVERSE SIDE</b></p> <p><i>[Signature]</i> TAX COLLECTOR</p>

## **CHAPTER 13 – CRIMINAL CONVICTIONS/ENVIRONMENTAL VIOLATIONS**

Hilco Transport, Inc. nor its owners or officers have any criminal conviction or environmental violations within this last ten years.



## **CHAPTER 15 – INDEPENDENCE AFFIDAVIT**

Hilco Transport, Inc. does not have any relationships, professional, financial or otherwise, with the City, its elected or appointed officials, its employees or agents, or any of its agencies or component units during the past five years. Should this change, Hilco will give the City written notice of such relationships.

**CHAPTER 16 – DRUG-FREE WORKPLACE****DRUG-FREE WORKPLACE CERTIFICATION - FORM 6**

The undersigned vendor (firm) hereby certifies that

\_\_\_\_\_ Hilco Transport, Inc. \_\_\_\_\_ does:  
(Name of Company)

1. Publish a statement notifying employees that the unlawful manufacturing, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the work place, the business's policy of maintaining a drug- free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the contractual services that are under bid a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employee that, as a condition of working on the contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.

\_\_\_\_\_  
Proposer's Signature

5-9-16  
\_\_\_\_\_  
Date

**CHAPTER 17 – ADDENDA**

**ACKNOWLEDGEMENT OF ADDENDA – FORM 7**

The proposer hereby acknowledges the receipt of the following addenda, which were issued by the City and incorporated into and made part of this RFP. The proposer acknowledges that it has the sole duty to make itself aware of, and to be in receipt of, all addenda.

ADDENDUM NUMBER	DATE RECEIVED	PRINT NAME	TITLE	SIGNATURE
1	5/2/2012	Joe Wright	CFO	<i>Joe Wright</i>

## CHAPTER 18 – CERTIFICATION TO ACCURACY OF PROPOSAL

### CERTIFICATION TO ACCURACY OF PROPOSAL – FORM 8

Proposer, by executing this form, hereby certifies and attests that all forms, affidavits and documents enclosed in the proposal package in support of its proposal are true and accurate. Failure by the proposer to attest to the truth and accuracy of such forms, affidavits and documents shall result in the proposal being deemed non-responsive and such proposal will not be considered.

The undersigned individual, being duly sworn, deposes and says that:

1. He/She is **President** \_\_\_\_\_ (title) of **Hilco Transport, Inc.**, the proposer, that has submitted the attached proposal;
2. He/She is fully informed respecting the preparation and contents of the attached proposal and of all forms, affidavits and documents submitted in support of such proposal;
3. All forms, affidavits and documents submitted in support of this proposal are true and accurate;
4. No information that should have been included in such forms, affidavits and documents has been omitted; and

[THIS SPACE INTENTIONALLY LEFT BLANK]

CERTIFICATION TO ACCURACY OF PROPOSAL – FORM 8 – CONTINUED

5. No information that is included in such forms, affidavits or documents is false or misleading.

[Signature]  
Signature

Gurney Long  
Print Name

President  
Title

5-9-12  
Date

Witness my hand and official notary seal/stamp at Gulford, NC the day and year written above

STATE OF North Carolina )

)ss

COUNTY OF Gulford )

BEFORE ME, an officer duly authorized by law to administer oaths and take acknowledgments, personally appeared

Gurney Long (name) as President (title), of Hilco Transport Inc. an organization authorized to do business in the State of North Carolina, and acknowledged and executed the foregoing document as the proper official of Hilco Transport Inc. for the use and purposes mentioned in it and affixed the official seal of the corporation, and that the instrument is the act and deed of that corporation. He/she is personally known to me or has produced (personally known) as identification.

IN WITNESS OF THE FOREGOING, I have set my hand and official seal in the State and County aforesaid on this

9th day of May, 2012.

[Signature]  
NOTARY PUBLIC

LISA J. RAY  
Notary Public - North Carolina  
Forsyth County  
My Commission Expires June 28, 2012

My Commission Expires: June 28, 2012

## CHAPTER 19 – COST FOR SERVICE

### SERVICE FEE – PRICE FORM 1 (REVISED)

Following are six individual and bundled price options for the proposed services. Contractor to complete any and all options that apply. The Contractor may propose on one or more options.

#### Option 1: Operate Only – Proposed Prices for Operations of City's Transfer Station Only:

Contractor to complete the following based on a price per ton for transfer station operations only.

Option 1 – 2012 Prices for Operation of the City's Transfer Station Only				
Annual Tonnage Range	Base Price (2012 \$/ton)			
Contract term	3 year	5 year	10 year	15 year
From 60,000 to 100,000 tons:	9.25	9.25	No bid	No bid
From 100,001 to 150,000 tons:	6.50	6.50	No bid	No bid
From 150,001 to 200,000 tons:	6.50	6.50	No bid	No bid
From 200,001 to 250,000 tons:	6.05	6.05	No bid	No bid

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**SERVICE FEE – PRICE FORM 1 (REVISED) - CONTINUED**

**Option 2: Transport Only – Proposed Prices for MSW Transportation Services Only:**

The City desires a price proposal based on a **per mile (round trip mile)** fee for tons of waste actually made available to the contractor. The contractor must be able to haul a minimum of 1,200 tons per day of waste having an average transport bulk density of 350 to 425 pounds per cubic yard. Contractors must use trailers having a minimum usable container capacity of 90 cubic yards. The unit prices submitted will be in 2012 dollars. The unit prices will be adjusted annually, based on an accepted price index.

The contractor shall submit unit prices based on ranges of annual tonnage received and round-trip distances. The contractor's price ranges must cover an annual range of tonnages from 60,000 tons up to 250,000 tons and round trip distances of 50 to 300 miles. Contractors should use the form provided below for the submittal of proposed prices and must indicate the usable trailer capacity that the proposed prices are based upon.

Option 2 – Proposed Price - Transportation of MSW <sup>1</sup> 2012 \$/Mile (Round-Trip Mile)												
Annual Tonnage	50 - 100 miles **				101 - 150 miles **				151 - 200 miles **			
Contract term (yrs)	3	5	10	15	3	5	10	15	3	5	10	15
60,000 - 100,000	2.858	2.858	No bid	No bid	1.665	1.665	No bid	No bid	1.695	1.695	No bid	No bid
100,001 - 150,000	2.858	2.858	No bid	No bid	1.665	1.665	No bid	No bid	1.695	1.695	No bid	No bid
150,001 - 200,000	2.858	2.858	No bid	No bid	1.665	1.665	No bid	No bid	1.695	1.695	No bid	No bid
200,001 - 250,000	2.858	2.858	No bid	No bid	1.665	1.665	No bid	No bid	1.695	1.695	No bid	No bid
Annual Tonnage	201 - 250 miles ***				251 - 300 miles ***				<b>NOTES</b> <b>Fuel Surcharge Application</b> ** FSC20008 applies to mileage ranges of 50-200 miles *** FSC20007 charge applies to mileage ranges of 201-300+			
Contract term (yrs)	3	5	10	15	3	5	10	15				
60,000 - 100,000	1.555	1.555	No bid	No bid	1.416	1.416	No bid	No bid				
100,001 - 150,000	1.555	1.555	No bid	No bid	1.416	1.416	No bid	No bid				
150,001 - 200,000	1.555	1.555	No bid	No bid	1.416	1.416	No bid	No bid				
200,001 - 250,000	1.555	1.555	No bid	No bid	1.416	1.416	No bid	No bid				

<sup>1</sup>Requested prices are for truck miles (round-trip miles). Contractor must be able to provide transportation services for a minimum of 1,200 tons per day of waste having an average bulk density of 350 to 425 pounds per cubic yard.

Contractors proposed price is based on a usable trailer capacity of 122 cubic yards.

**SERVICE FEE – PRICE FORM 1 (REVISED) - CONTINUED**

**Option 3: Operate & Transport – Proposed Prices for Operations of the City’s Transfer Station and MSW Transportation Service Package**

Contractor to complete the following based on a price per ton for Transfer Station operation and transportation of MSW.

Option 3A – 2012 Prices for Operation of the City’s Transfer Station				
Annual Tonnage Range	Base Price (2012 \$/ton)			
Contract term	3 year	5 year	10 year	15 year
From 60,000 to 100,000 tons:	9.25	9.25	No bid	No bid
From 100,001 to 150,000 tons:	6.50	6.50	No bid	No bid
From 150,001 to 200,000 tons:	6.50	6.50	No bid	No bid
From 200,001 to 250,000 tons:	6.05	6.05	No bid	No bid

Option 3 – Proposed Price - Transportation of MSW <sup>1</sup> 2012 \$/Mile (Round-Trip Mile)												
Annual Tonnage	50 - 100 miles **				101 - 150 miles **				151 - 200 miles **			
Contract term (yrs)	3	5	10	15	3	5	10	15	3	5	10	15
60,000 - 100,000	2.858	2.858	No bid	No bid	1.665	1.665	No bid	No bid	1.695	1.695	No bid	No bid
100,001 - 150,000	2.858	2.858	No bid	No bid	1.665	1.665	No bid	No bid	1.695	1.695	No bid	No bid
150,001 - 200,000	2.858	2.858	No bid	No bid	1.665	1.665	No bid	No bid	1.695	1.695	No bid	No bid
200,001 - 250,000	2.858	2.858	No bid	No bid	1.665	1.665	No bid	No bid	1.695	1.695	No bid	No bid
Annual Tonnage	201 - 250 miles ***				251 - 300 miles ***				<b>NOTES</b> <b>Fuel Surcharge Application</b> ** FSC20008 applies to mileage ranges of 50-200 miles *** FSC20007 charge applies to mileage ranges of 201-300+			
Contract term (yrs)	3	5	10	15	3	5	10	15				
60,000 - 100,000	1.555	1.555	No bid	No bid	1.416	1.416	No bid	No bid				
100,001 - 150,000	1.555	1.555	No bid	No bid	1.416	1.416	No bid	No bid				
150,001 - 200,000	1.555	1.555	No bid	No bid	1.416	1.416	No bid	No bid				
200,001 - 250,000	1.555	1.555	No bid	No bid	1.416	1.416	No bid	No bid				

<sup>1</sup>Requested prices are for truck miles (round-trip miles). Contractor must be able to provide transportation services for a minimum of 1,200 tons per day of waste having an average bulk density of 350 to 425 pounds per cubic yard.

**SERVICE FEE – PRICE FORM 1 (REVISED) – CONTINUED**

**Option 4: Dispose Only – Proposed Prices for MSW Disposal Services Only:**

Contractor to complete the following based on a price per ton for waste disposal only.

Option 4 – 2012 Prices for Disposal of Municipal Solid Waste				
Annual Tonnage Range	Base Price (2012 \$/ton)			
Contract term	3 year	5 year	10 year	15 year
From 60,000 to 100,000 tons:				
From 100,001 to 150,000 tons:				
From 150,001 to 200,000 tons:				
From 200,001 to 250,000 tons:				

**Option 5: Transport and Dispose – Proposed Prices for MSW Transportation and Disposal Service Package:**

Contractor to complete the following based on a price per ton for both waste transportation and disposal.

Option 5 – 2012 Prices for Disposal and Transportation of MSW				
Annual Tonnage Range	Base Price (2012 \$/ton)			
Contract term	3 year	5 year	10 year	15 year
From 60,000 to 100,000 tons:				
From 100,001 to 150,000 tons:				
From 150,001 to 200,000 tons:				
From 200,001 to 250,000 tons:				

Not applicable.

**SERVICE FEE – PRICE FORM 1 (REVISED) - CONTINUED**

**Option 6: Operate, Transport & Dispose – Proposed Prices for Operation of the City's Transfer Station, Including Transportation, and Disposal of MSW:**

Contractor to complete the following based on a price per ton for complete services including operation of the City's transfer station, transportation of the waste to a Subtitle D landfill, and disposal of MSW in that landfill.

Option 6 – 2012 Prices for Operation of the City's Transfer Station, Transportation, and Disposal of MSW				
Annual Tonnage Range	Base Price (2012 \$/ton)			
Contract term	3 year	5 year	10 year	15 year
From 60,000 to 100,000 tons:				
From 100,001 to 150,000 tons:				
From 150,001 to 200,000 tons:				
From 200,001 to 250,000 tons:				

Not applicable.

**OTHER FINANCIAL INFORMATION – PRICE FORM 2**

If Contractor proposes to provide a payment to the City for use of City assets, describe the proposed terms below, including listing of assets proposed, frequency of payment (monthly, annually, etc.), payment value, anticipated date of initial payment, etc.

Not applicable.

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If Contractor proposes an adjustment method (i.e. CPI adjustment) for the Service Fee(s), describe the proposed terms below.

Index Consumer Price Index – All Urban Consumers

(CPI-U) \_\_\_\_\_

Percentage of Index to be applied 100%

Frequency of Adjustment annually upon anniversary date of contract based on prior calendar year

If Contractor proposes a fuel escalator, describe the proposed terms below.

A fuel surcharge will be added to all line haul rates and charges. Refer to the applicable fuel surcharge

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charts (FSC20008 and FSC20007) included in this proposal.

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### Fuel Surcharge Chart - FSC20008

The above pricing for hauling shall increase by (1%) for every 8-cent increase in the price of diesel fuel above the threshold price of \$2.00 per gallon. Calculations shall be made and become effective Monday of each week based upon the United States Department of Energy PADD 1C Lower Atlantic price or Tuesday if Monday is a Federal holiday.

- 1) A surcharge will be added to all line-haul rates and charges provided in this schedule and subsequent amendments hereto, determined by the table and method below.
- 2) The weekly Department of Energy (DOE) Diesel Fuel Price Index as shown in the Transport Topics and reported by the DOE Index Service, phone no. (202) 586-6966, will be used as announced each Monday, or on Tuesday when Monday is a Federal holiday\*.
- 3) The surcharge will be adjusted and effective on Monday of each week based on the DOE index amount for PADD 1C Lower Atlantic or Tuesday if Monday is a Federal holiday as determined by the corresponding percentage shown in the table below.

Average Price/Gallon	Percent of Surcharge	Average Price/Gallon	Percent of Surcharge
\$ 2.000 to \$ 2.079	0.0%	\$ 3.520 to \$ 3.599	19.0%
\$ 2.080 to \$ 2.159	1.0%	\$ 3.600 to \$ 3.679	20.0%
\$ 2.160 to \$ 2.239	2.0%	\$ 3.680 to \$ 3.759	21.0%
\$ 2.240 to \$ 2.319	3.0%	\$ 3.760 to \$ 3.839	22.0%
\$ 2.320 to \$ 2.399	4.0%	\$ 3.840 to \$ 3.919	23.0%
\$ 2.400 to \$ 2.479	5.0%	\$ 3.920 to \$ 3.999	24.0%
\$ 2.480 to \$ 2.559	6.0%	\$ 4.000 to \$ 4.079	25.0%
\$ 2.560 to \$ 2.639	7.0%	\$ 4.080 to \$ 4.159	26.0%
\$ 2.640 to \$ 2.719	8.0%	\$ 4.160 to \$ 4.239	27.0%
\$ 2.720 to \$ 2.799	9.0%	\$ 4.240 to \$ 4.319	28.0%
\$ 2.800 to \$ 2.879	10.0%	\$ 4.320 to \$ 4.399	29.0%
\$ 2.880 to \$ 2.959	11.0%	\$ 4.400 to \$ 4.479	30.0%
\$ 2.960 to \$ 3.039	12.0%	\$ 4.480 to \$ 4.559	31.0%
\$ 3.040 to \$ 3.119	13.0%	\$ 4.560 to \$ 4.639	32.0%
\$ 3.120 to \$ 3.199	14.0%	\$ 4.640 to \$ 4.719	33.0%
\$ 3.200 to \$ 3.279	15.0%	\$ 4.720 to \$ 4.799	34.0%
\$ 3.280 to \$ 3.359	16.0%	\$ 4.800 to \$ 4.879	35.0%
\$ 3.360 to \$ 3.439	17.0%	\$ 4.880 to \$ 4.959	36.0%
\$ 3.440 to \$ 3.519	18.0%	\$ 4.960 to \$ 5.039	37.0%

Higher Cost will follow the same pattern



**Fuel Surcharge Chart - FSC20007**

The above pricing for hauling shall increase by (1%) for every 7-cent increase in the price of diesel fuel above the threshold price of \$2.000 per gallon. Calculations shall be made and become effective Monday of each week based upon the United States Department of Energy PADD 1C Lower Atlantic price or Tuesday if Monday is a Federal holiday.

- 1) A surcharge will be added to all line-haul rates and charges provided in this schedule and subsequent amendments hereto, determined by the table and method below.
- 2) The weekly Department of Energy (DOE) Diesel Fuel Price Index as shown in the Transport Topics and reported by the DOE Index Service, phone no. (202) 586-6966, will be used as announced each Monday, or on Tuesday when Monday is a Federal holiday\*.
- 3) The surcharge will be adjusted and effective on Monday of each week based on the DOE index amount for PADD 1C Lower Atlantic or Tuesday if Monday is a Federal holiday as determined by the corresponding percentage shown in the table below.

Average Price/Gallon	Percent of Surcharge	Average Price/Gallon	Percent of Surcharge
\$ 2.000 to \$ 2.069	0.0%	\$ 3.330 to \$ 3.399	19.0%
\$ 2.070 to \$ 2.139	1.0%	\$ 3.400 to \$ 3.469	20.0%
\$ 2.140 to \$ 2.209	2.0%	\$ 3.470 to \$ 3.539	21.0%
\$ 2.210 to \$ 2.279	3.0%	\$ 3.540 to \$ 3.609	22.0%
\$ 2.280 to \$ 2.349	4.0%	\$ 3.610 to \$ 3.679	23.0%
\$ 2.350 to \$ 2.419	5.0%	\$ 3.680 to \$ 3.749	24.0%
\$ 2.420 to \$ 2.489	6.0%	\$ 3.750 to \$ 3.819	25.0%
\$ 2.490 to \$ 2.559	7.0%	\$ 3.820 to \$ 3.889	26.0%
\$ 2.560 to \$ 2.629	8.0%	\$ 3.890 to \$ 3.959	27.0%
\$ 2.630 to \$ 2.699	9.0%	\$ 3.960 to \$ 4.029	28.0%
\$ 2.700 to \$ 2.769	10.0%	\$ 4.030 to \$ 4.099	29.0%
\$ 2.770 to \$ 2.839	11.0%	\$ 4.100 to \$ 4.169	30.0%
\$ 2.840 to \$ 2.909	12.0%	\$ 4.170 to \$ 4.239	31.0%
\$ 2.910 to \$ 2.979	13.0%	\$ 4.240 to \$ 4.309	32.0%
\$ 2.980 to \$ 3.049	14.0%	\$ 4.310 to \$ 4.379	33.0%
\$ 3.050 to \$ 3.119	15.0%	\$ 4.380 to \$ 4.449	34.0%
\$ 3.120 to \$ 3.189	16.0%	\$ 4.450 to \$ 4.519	35.0%
\$ 3.190 to \$ 3.259	17.0%	\$ 4.520 to \$ 4.589	36.0%
\$ 3.260 to \$ 3.329	18.0%	\$ 4.590 to \$ 4.659	37.0%

Higher Cost will follow the same pattern

**CERTIFICATION OF COST – PRICE FORM 3**

The Undersigned hereby certifies as follows:

1. That I, John Gursky Long, on behalf of Wilco Transport, Inc.  
\_\_\_\_\_  
(PROPOSER) have personally and carefully examined the specifications and instructions for the work to be done for the City of Greensboro as set forth in this RFP, including the Contract Principles in Section 7 of this RFP.
2. That I, John Gursky Long, on behalf of Wilco Transport, Inc.  
\_\_\_\_\_  
(PROPOSER) have made examination of the conditions in the City, the services applicable to the proposal, and all other relevant facts and circumstances, and fully understand the character of the work to be done for the City.
3. That, having made the necessary examination, the undersigned hereby proposes to furnish all materials, vehicles, equipment, storage and facilities, and to perform all labor and services which may be required to do said work upon the terms and conditions provided in the Contract, at the rates set forth on the Cost Forms that are attached hereto.

Dated this 9 day of MAY, 2012.

PROPOSER  
[Signature]  
\_\_\_\_\_  
President/Partner/Owner Signature  
John Gursky Long  
\_\_\_\_\_  
President/Partner/Owner Printed Name  
William H. Long  
\_\_\_\_\_  
Secretary  
Wilco Transport, Inc.  
\_\_\_\_\_  
Firm Name

The proposer is an Individual \_\_\_\_\_; Partnership ; Corporation \_\_\_\_\_; or other business entity \_\_\_\_\_;  
and is authorized to do business in the state of North Carolina

## CHAPTER 20 – ADDITIONAL INFORMATION

### Transport Services for Waste

Our mission at Hilco Transport, Inc. is to proudly serve our customers in the transportation industry with consistent and value priced services. We pride ourselves on being able to meet the needs of a diverse customer base.

With locations in Greensboro, Wilmington, Kannapolis and Troy, North Carolina; Duncan, South Carolina and several satellite locations throughout the state, as well as Virginia, it is hard not to see one of our signature yellow trucks that have become Hilco's trademark in these areas.



Since its inception in 1998, our Waste Division has grown to be our largest division. Hilco Transport, Inc. offers waste transportation services to a broad range of customers including municipalities, industrial companies and some of the largest providers of waste disposal and landfill services in the United States. We also provide transfer station management and loading services, including both the equipment and the personnel. Our Waste Division has grown to include service to fourteen transfer stations and six regional landfills, handling over one million tons annually. Additionally, Hilco Transport is

registered in multiple states as a Hazardous Materials transporter.

Our late model equipment includes Mac brand walking floor and tipping trailers with 26 ton hauling capacities. In addition to this fleet of trailers, our inventory includes a vacuum tanker for liquid waste services, as well as landfill tippers stationed in several area landfills.

### Waste Services

- Solid Waste
- Construction and Demolition
- Recyclables
- Leachate and Contaminated Water
- Special Waste, including Medical Waste and Contaminated Soil



## Safety & Training Programs

Hilco Transport’s formal internal Training & Development Department alongside of our Safety Department maintain strict safety and training guidelines for all of our employees.

Hilco Transport, Inc. upholds strict hiring guidelines in selecting and recruiting its workforce. Every potential employee’s qualifications and work history are scrutinized to ensure only the most qualified applicants are selected.

Each employee receives new hire orientation to the company’s safety policies and operational procedures.

Drivers are required to complete product specific on-the-

job training and must be approved prior to releasing to duty. In addition, comprehensive recurrent training is provided to ensure the safety and protection of our employees as well as our environment. Commitment to safety is enhanced by monthly safety meetings, weekly “toolbox” meetings and enforcement of regulatory compliance.



Our safety record of Hilco Transport, Inc. is evidence of our commitment to safety and training. Hilco Transport, Inc. maintains an excellent safety rating with the Department of Transportation and is ranked in the top percentile of motor carriers in the state of North Carolina. In 2009, Hilco Transport, Inc. received an award for excellence for its “Overall Risk Management Performance” within our captive insurance group.

Hilco Transport understands that our most important asset is our employees. Resources are devoted accordingly. The value of safety and training is evident in our safety and training programs.

Training curriculum is developed and conducted in-house to ensure regulatory compliance, customization and consistency. Curriculum is designed specifically for the needs of our employees and the products and services each employee will perform.



Curriculum includes, but is not limited to:

- Hazardous Materials and Emergency Response
- Drug & Alcohol
- Pre-Trip/Post-Trip Inspections
- Smith Driver Training
- Hazards Communication
- Personal Protective Equipment
- Security Awareness
- Product Specific Hazards & On-the-Job Training

*"Quality and service are always in season."*



**General Information**

- Founded by the Long family in 1948 in Summerfield, North Carolina
- Structure is nonunion
- Corporate Office in Greensboro, North Carolina

Federal ID Number	56-1561274	US DOT Number	328463
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**Locations**

7700 Kenmont Drive  
Greensboro, NC 27409  
Phone: 336.273.9441  
Fax: 336.273.9701

100 Export Drive  
Wilmington, NC 28405  
Phone: 910.762.9687  
Fax: 910.762.0747

1143 Albemarle Road  
Troy, NC 27371  
Phone: 910.572.2253  
Fax: 910.571.9723

1300 Biscayne Dr.  
Kannapolis, NC 28083  
Phone: 704.794.9610  
Fax: 704.794.9612

589 Chucks Dr.  
Duncan, SC 29334  
Phone: 864.848.4101  
Fax: 864.848.4099

***www.hilcotransport.com***