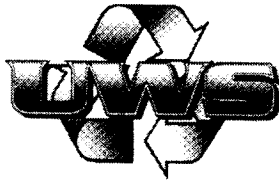


R-22  
8-11-09



**Universal Waste Systems, Inc.**  
P.O. BOX 3038 • WHITTIER, CA 90605 • (800) 631-7016  
Telephone: (562) 941-4900 • Fax: (562) 941-4915

Honorable Mayor and Members of the City Council  
City of Long Beach  
333 West Ocean Blvd.  
Long Beach, CA 90802

Honorable Mayor and City Council,

Universal Waste Systems Inc. (UWS) is a private family owned and operated third generation solid waste and recycling firm. The Blackburn family has been proud to service the City of Long Beach since the early 1970's.

UWS was recently notified that the City Council will consider implementing a Non Exclusive Franchise Agreement (**Item 22.09-0817**) for private solid waste companies. We believe the City is moving in the right direction, and we are honored to be a part of the process.

UWS understands and appreciates the cities approach; however we would like to recommend an alternative to the currently proposed 7 year contract with 3 one year options. Our recommendation would be to implement a 7 year annual renewing contract. By adopting this approach we will be able to amortize the cost of the new fleet for a typical period of 10 years, while staying competitive and continuing to offer top quality services to the community.

UWS is excited to be a part of the changes that are happening in the City of Long Beach. Thank you the opportunity to service the businesses and residents of your community. If we can be of any assistance moving forward please don't hesitate to contact me directly at (800) 631-7016.

Sincerely,

Mark Blackburn  
President/ CEO  
Universal Waste Systems Inc.

**Proposed Term**

*The term of this Agreement shall commence on October 1, 2009 and expire September 30, 2016, provided however, that commencing October 1, 2010 and every year thereafter, automatic one year extensions shall be applied to said Agreement so that the term of the Agreement shall remain between six (6) and seven (7) years.*

*Should either party desire that said automatic one year renewal and extension provision be terminated, such party may give the other written notice of such termination within thirty (30) days prior to September 1 of any year of the Agreement. Such notice will terminate the automatic one year renewal and extension provision, and the Agreement shall remain in effect for the balance of the term then outstanding.*