



January 21, 2026

# **TOWN OF BOWDOINHAM, ME**

## **PROPOSAL FOR HAULING AND PROCESSING OR SINGLE STREAM RECYCLING**



**Prepared by:**  
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ESTABLISHED 1975

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January 21, 2026

Town of Bowdoinham  
Bryan Benson, Director of Solid Waste & Recycling  
121 Pond Rd.  
Bowdoinham, ME 04008

Dear Bryan,

Pine Tree Waste, Inc., dba Casella Waste Systems ("Casella") is pleased to provide the Town or Bowdoinham ("Town") with this proposal for the hauling and processing of single stream recycling. As the leading resource management company in the Northeast, we have over four decades of experience of hauling and recycling processing services. As such, we believe Casella is the most qualified partner to meet the Town's needs.

We are committed to working collaboratively with the Town of Bowdoinham, both environmentally and economically. Paramount to success is our strength as an organization, which begins with selecting the best individuals to be a part of our team. We are committed to building a diverse workforce that is passionate about serving our customers, adhering to the highest ethical standards, complying with all state and federal regulations, all the while improving our communities and environment.

Our proposal provides Town with hauling and processing services effective July 1, 2026. We feel that this proposal reflects our strong desire to continue our esteemed partnership with Bowdoinham. If at any time you have any questions, please do not hesitate to reach out directly to me at (207) 604-4522.

Sincerely,

A handwritten signature in cursive script that reads "Chris McHale".

Chris McHale  
Market Area Manager

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# Financial Proposal

## One-Year Agreement: July 1, 2026 - June 30, 2027

Service	Rates
Single Stream Recyclable Haul	\$460.85/haul
Single Stream Recycling Processing	ACR - (\$175 + \$38) *See attachment A for explanation of formula

### Proposal Terms

- 1) Pricing included in the proposal is valid for 60-days from the submission date.
- 2) The contract term shall be for one (1) year, beginning on July 1, 2026, through June 30, 2027.

## Three-Year Agreement: July 1, 2027 - June 30, 2029

Service	Year 1 Rates
Single Stream Recyclable Haul	\$460.85/haul
Single Stream Recycling Processing	ACR - (\$175 + \$38) *See attachment A for explanation of formula

### Proposal Terms

- 1) Pricing included in the proposal is valid for 60-days from the submission date.
- 2) The contract term shall be for three (3) years, beginning on July 1, 2026, through June 30, 2029, with an option for extension.
- 3) All Fees will be increased annually on the anniversary of each year of the Term by a percentage equal to the greater of (a) 5% or (b) the year-over-year percentage change in the Consumer Price Index for Garbage and Trash Collection.

## Attachment A

### Single Stream Pricing Formula:

ACR - Threshold = Rebate (Charge)

**Average Commodity Revenue (ACR):** means the current market value for each recyclable commodity (including residue tons) multiplied by the product mix percentage for each recyclable commodity tons from that facility for the residential line of business over the same month, less any direct costs of Processor related to transportation, storage, or marketing of product. In addition, if there is a material change in the ACR during any thirty-day period, the Processor reserves the right to make an immediate adjustment to the ACR.

*ACR pricing provisions include:*

- Pricing for fiber will be determined off the PPI Index, First Edition. Finished products as labelled by PPI include SRN (Sorted Residential Paper and News 56), OCC (11) and Mix Paper (54)
- Pricing for containers, less glass and residue, will be determined from [www.recyclingmarkets.net](http://www.recyclingmarkets.net). Finished products as labelled by recyclingmarkets.net include Natural HDPE baled, Color HDPE baled, PET Baled, PP postconsumer baled, Mix Bulky Rigids baled, Aluminum (sorted and baled), Steel cans (sorted and baled) & Bi metals.
- The value of MRF finished Residue will be determined by the actual cost of disposal. The value of processed Glass will be determined by the actual costs of recycling processed glass.

**Rebate (Charge):** means the percentage of value paid to the Generator when the ACR is greater than the Threshold. When the Rebate is negative, each dollar below the Threshold will be charged to the Generator.

*Rebate Split = 50% to Generator when ACR is above Threshold*

**Threshold = \$175/ton:** means the base rate required to process Recyclable Materials (including increases in labor expenses and to cover capital investments) Threshold shall be updated periodically to account for these changes in costs.

**Transportation & Handling= \$38/ton:** means the additional cost to load and transport the material from one of Casella’s transfer stations to the MRF for processing.

### Example Pricing Scenario:

Based on Current Market		
ACR: \$51.50	Threshold: \$175/ton	Trans & Handling: \$38/ton
Pricing Formula: $\$51.50 - (\$175 + \$38) = \$161.50/\text{ton}$		
Rebate/Charge: 50% over Threshold (to Generator) and dollar for dollar below Threshold (to Processor)		
Net Charge to Generator: $\$161.50/\text{ton}$ ( $\$161.50 \times 100\%$ )		

## Attachment B

### List of Acceptable Materials

<ul style="list-style-type: none"> <li>• Newspaper</li> <li>• Magazines</li> <li>• Cardboard boxes</li> <li>• Brown bags</li> <li>• Junk mail</li> <li>• phone books</li> <li>• Catalogs</li> <li>• Soft cover books</li> <li>• Envelopes</li> <li>• Advertisements &amp; inserts</li> <li>• Boxboard &amp; paperboard                         <ul style="list-style-type: none"> <li>◦ Cereal boxes</li> <li>◦ Pasta boxes</li> <li>◦ Shoe boxes</li> </ul> </li> <li>• Mixed Office Paper</li> </ul>	<ul style="list-style-type: none"> <li>• Plastic Bottles                         <ul style="list-style-type: none"> <li>◦ Milk jugs</li> <li>◦ bleach/detergent bottles</li> <li>◦ soda-juice bottles</li> <li>◦ shampoo bottles</li> <li>◦ water bottles</li> <li>◦ cottage cheese containers</li> <li>◦ margarine containers</li> <li>◦ yogurt containers</li> </ul> </li> <li>• Rigid Plastics                         <ul style="list-style-type: none"> <li>◦ large buckets</li> <li>◦ laundry baskets</li> <li>◦ plastic chairs</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Aluminum cans                         <ul style="list-style-type: none"> <li>◦ pie plates/trays/foil</li> </ul> </li> <li>• Tins cans                         <ul style="list-style-type: none"> <li>◦ steel</li> </ul> </li> <li>• Glass bottles &amp; jars</li> </ul>
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### List of Unacceptable Materials

<ul style="list-style-type: none"> <li>• Plastic bags or bagged recyclables</li> <li>• No coated paper items                         <ul style="list-style-type: none"> <li>◦ waxed coffee or soda cups</li> <li>◦ waxed paper plans</li> <li>◦ items with any type of plastic coated lining</li> </ul> </li> <li>• No disposable items                         <ul style="list-style-type: none"> <li>◦ polystyrene (styrofoam)</li> <li>◦ Napkins</li> <li>◦ Tissues</li> <li>◦ Paper towels</li> <li>◦ Plastic utensils</li> <li>◦ Dirty recycling</li> <li>◦ Register tape</li> <li>◦ Condiment packets</li> <li>◦ Straws</li> <li>◦ Stirrers</li> <li>◦ Coffee pods</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• No toys, clothing, or hangers</li> <li>• No wood stove or waste (bodily or food)                         <ul style="list-style-type: none"> <li>◦ Rope</li> <li>◦ Twine</li> <li>◦ Diapers</li> <li>◦ Food</li> <li>◦ Pet waste</li> <li>◦ Yard Waste</li> </ul> </li> <li>• No plastic wrap, film, or tarps                         <ul style="list-style-type: none"> <li>◦ Food bags</li> <li>◦ Wrappers</li> <li>◦ Plastic or shrink wrap</li> <li>◦ Tarps</li> </ul> </li> <li>• No hazardous material                         <ul style="list-style-type: none"> <li>◦ Fire extinguishers</li> <li>◦ Propane tanks</li> <li>◦ Paint cans</li> <li>◦ Held a toxic substance</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• No rubber or scrap metal</li> <li>• No medical waste</li> <li>• No ceramics, pots, pans or baking glass                         <ul style="list-style-type: none"> <li>◦ No window glass</li> <li>◦ Mirrors</li> </ul> </li> <li>• No electronic items, batteries, or bulbs</li> <li>• No appliances</li> <li>• Recyclables less than 2" in size in any dimension.</li> </ul>
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