

Exclusive Waste offer for EMA members

Total Utilities Management Group (TUMG) is offering EMA members the chance to reduce your waste services/recyclables costs on a no savings, no fee performance-related basis. You benefit by participating with fellow EMA members in bulk buying tenders. All you have to do is register for the bulk tender on EMarket (the EMA B2B trading portal at www.ema.co.nz). This verifies your EMA membership and qualifies you for a 20% discount off TUMG fees. It also confirms that you have accepted the terms and conditions of this EMA member offer. You then provide us with a full copy (all pages both sides) of a recent monthly waste services account(s) together with a letter authorizing TUMG to negotiate with the applicable service providers on your behalf. We then do the rest.

If TUMG improves upon your existing waste services prices, you pay us a one off performance-related fee each year equivalent to 20% (less a 10% prompt payment discount) of the projected savings per year during the proposed new contract term. Fees are payable in full to us within 30 days of invoice issue and are based on the best quoted prices received by us. Please note that if we provide savings via a reputable service provider (i.e. EnviroWaste, JJ Richards, Kalista, TransPacific/Waste Management etc) you are automatically liable for the associated fee, as outlined above, irrespective of whether our recommendation is implemented by you.

Example 1 – Business spends \$50000/year,
Projected savings of \$5000 in year 1 and \$4400 in year 2
Resultant TUMG fees of \$900 in year 1 and \$792 in year 2 (i.e. after our 10% prompt payment discount)

Example 2 – Business spends \$50000/year
No savings – no fee.

The price benchmark used for calculating our fees is your existing waste services prices – exclusive of any government taxes and levies etc.

Just follow three simple steps to cut your waste services bills:

1. Confirm your acceptance of this EMA offer by registering on EMarket (www.ema.co.nz).
2. Print out the enclosed EMA Member Authorisation Form (page 2) on to your letterhead, sign it and return it to us together with a signed copy of our EMA Member Agreement (page 3).
3. Provide us with a full copy (all pages both sides) of a recent full set of monthly waste accounts.

**Please contact Jonathan or Chris on 09 576 2107 (or fax 09 576 4787)
if you have any queries on this offer.**

EMA Member Authorisation Form

WASTE SERVICES

Total Utilities Management Group Ltd
PO Box 51-992
Pakuranga 2140
AUCKLAND

This form authorises Total Utilities Management Group Ltd (TUMG) to negotiate a Waste Services Agreement on our behalf with all applicable service providers in New Zealand. As such, we appoint TUMG as our exclusive waste services consultant / broker for the purposes of managing a one off Waste Services Request for Proposal (RFP).

TUMG is hereby authorised to request the applicable data from the existing service provider(s) including but not limited to existing contract expiry date(s) and other applicable contract provisions, detailed monthly tonnage data, collection frequency, current prices/price history etc.

This Authorisation Form will automatically cease to apply within 90 days of the closing date of the Waste Services RFP issued by TUMG. It is acknowledged that all information presented both by and to TUMG is to be kept in strict confidence by both parties.

It is also acknowledged that this Authorisation Form is intended to comply with the requirements of the Privacy Act.

Signed:

Print name:

Position:

Company:

Date:

NZ Companies Office Number:

EMA Member Agreement

WASTE SERVICES

The one off TUMG performance-related fee each year is equivalent to 20% (less a 10% prompt payment discount) of the projected cost savings in years 1 and 2 of the proposed new Waste Services Agreement term.

These fee are payable in full to TUMG within 30 days of invoice issue and are based on the best quoted waste services rates received by TUMG. Any payments received after this date are not eligible for our 10% PPD and collection fees and penalties may also be incurred.

If TUMG negotiates cost savings via a reputable service provider and if for any reason whatsoever we decline to take up their recommended offer, we nevertheless confirm that our business is still liable for the full fee (as per the above).

The 'volume' benchmark used for fee calculation will be 1) our existing waste equipment hired, 2) our existing monthly tonnage during the past 12 months and 3) our existing waste pick-up pattern during the past 12 months.

The 'price' benchmark used for fee calculation will be our existing buying prices.

By signing this agreement, we confirm that we fully understand and accept the stated terms and conditions of this agreement.

Signed:

Print name:

Position:

Company:

Date:

NZ Companies Office Number: