



November 7, 2008

The Honorable Craig Hunter  
Chairman  
Surry County Board of Commissioners  
118 Hamby Road, Suite 329  
Dobson, North Carolina 27017

## Reference Letter

Dear Chairman Hunter:

Our county elected officials, my staff and I have been called upon on numerous occasions to offer a reference for our regional landfill operator, Waste Industries. I am pleased to share with Surry County our experiences and impressions of the company.

Of all the environmental issues we face as a local government, how to efficiently dispose of our waste probably presents the greatest economic challenge and generates the most public concern. The key for us has been having a partner that not only has the technical expertise and resources to do the job cost-effectively, but one who also shares our concerns for our citizens and our communities. When county officials were approached by Waste Industries in 2001 about assuming ownership of our landfill, our question was: "Will they be a good partner for the county and a good neighbor to our communities?" Then Chairman/CEO Lonnie Poole, and President and Chief Operating Officer Jim Perry, as well as numerous other corporate officials, took the time to meet personally with the Board of Commissioners and management staff to introduce the county to the company they built and to assure us that our priorities were the same – protecting our environment and our economy.

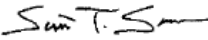
Waste Industries has undoubtedly met Sampson County's expectations. The employees that manage our regional landfill are highly trained professionals who set and follow high administrative and operational standards. They are cognizant and proactive about citizens concerns' about odor, litter and traffic. They are constantly planning, monitoring and cleaning to ensure their impact to their residential neighbors is minimal.

While the environmental impact of the landfill on our community is minimal, the economic impact is certainly not. Back in the early 1990's, Sampson County established the regional landfill in response to concerns over state mandates for waste reduction, the escalating costs of disposing of our communities' solid waste, and the environmental and economic challenges of closing an existing facility and building a lined facility that met new federal regulations. At that time, we negotiated a "host fee" contract for landfill management – a contract we are pleased that Waste Industries chose to honor upon acquiring our landfill. The "host fees" paid to Sampson County for the solid waste from other counties represents a significant amount of revenue for our local government. This revenue stream has paid debt service on the expansion of facilities (such as an Agri Exposition Center and a Courthouse Extension) and the purchase of capital outlay items such as ambulances and sheriff's vehicles. It enables us to avoid or lessen annual tax increases. We also avoid the annual cost for solid waste disposal/landfill operations (to the tune of at least \$2.0 million) and the need to allocate reserve funds for post-closure issues. Prior to establishing our regional landfill, Sampson County citizens were paying \$68 per year as a "landfill fee" for such reserve. Waste Industries' drive to obtain and retain customers ensures that Sampson County's citizens will continue to reap the benefits of these host fees.

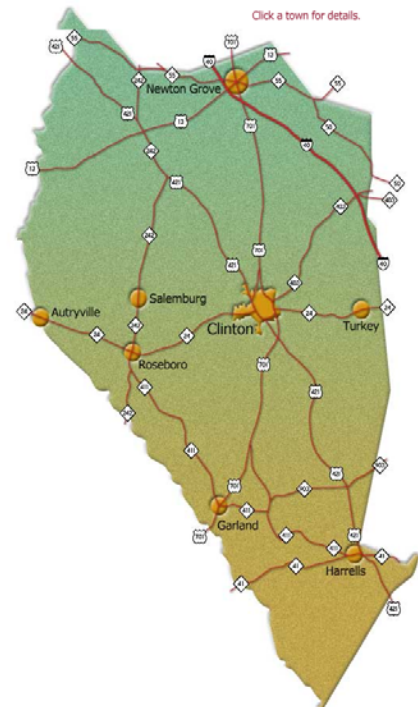
In addition to the financial investments made by Waste Industries in the acquisition and expansion of the Sampson County landfill and its continued maintenance and operation, Waste Industries has been a generous corporate citizen. They have funded/sponsored educational and cultural programs and school field houses. They have assisted with roadway improvements at our community college and most recently donated the funds that enabled us to acquire the property for the County's first community park. Waste Industries has not only proven to be a good company in Sampson County, they have been a good neighbor.

I hope this information is helpful. If I or my staff can answer any questions, please do not hesitate to call.

Sincerely,

  
Scott T. Sauer  
County Manager

cc: Board of Commissioners



Waste Industries is:  
a good county partner,  
a good neighbor in our community,  
a Generous corporate citizen!