LTI, Inc. Proposal to Metro
In response to RFP 3396 for Solid Waste Transport Services

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INTRODUCTION

LTI, Inc. (LTII) is pleased to provide this Proposal for Solid Waste Transport Services to Metro. Services provided by LTII which are included in this Proposal include providing labor, equipment, materials, facilities and oversight needed to transport solid waste from Metro Central Station (MCS) and Metro South Station (MSS) to Metro's selected disposal contractor landfill(s).

We are proposing an exclusive trucking operation for Metro's Solid Waste Transport Services; therefore we won't address any of the requirements for barge or rail movement, other than as a contingency. We considered all modes of transportation and drew on our own experience as well as the vast experience of our sister companies in making this decision. Our sister company, Alaska Marine Lines (AML) has decades of experience in hauling solid waste, hazardous waste, construction debris and contaminated soil via barge from Southeast and other parts of Alaska, as well as other locations such as Johnstone Island in the Pacific. LTII has served as a subcontractor to either AML or the disposal consignee to move the waste from dock to rail within the city of Seattle, or directly to the disposal site. Based on our experience, it is in Metro's and the public's best interest to expedite the movement of the waste from the transfer stations to the disposal site as quickly as possible with the fewest number of touches in order to avoid public complaints concerning odors, combustion and accidents during the transfer to and from a barge operation. A barge operation would require at least 4 additional touches (truck to ground, ground to barge, barge to ground and ground to truck) and increase the risk of accident, leakage, product loss and container damage. In addition, the chassis/container combination is less efficient that a trailer solution because of the increased tare weight.

LTII is a SmartWay carrier and ranks among the top 1% of carriers in terms of CO2 per ton mile. LTII is also a leader in technology and equipment innovation. We expect to save over 500 trips per year by maximizing payload thus reducing the number of trips through the congested Portland area and the scenic Columbia River Gorge. We value our employees, offer opportunities for advancement and an excellent pay and benefits package. We tend to retain our employees for long periods of time – much longer than industry averages. The vast majority of our management, including all of LTII's current officers began their careers in entry level positions with the company. For these reasons, LTII is the right choice for Metro's Solid Waste Transportation Services.

Responses to the specific Proposal Questionnaire are detailed below.

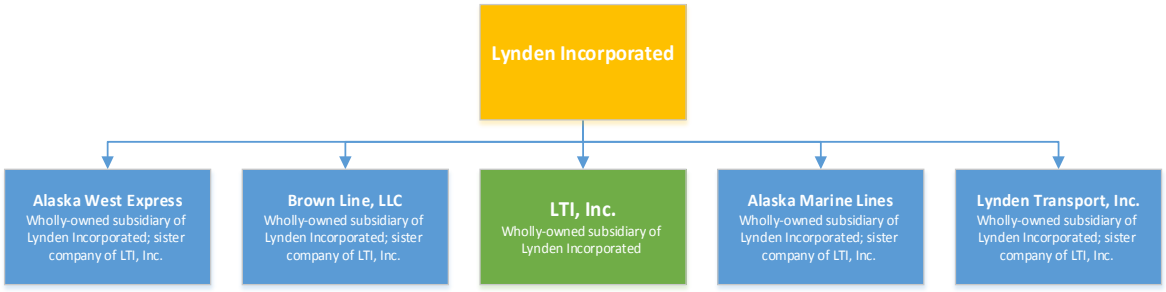
A. ORGANIZATIONAL INFORMATION

1.	Name of lead firm, type of firm:	LTI, Inc., a Washington corporation
2.	Address of firm:	8631 Depot Road, Lynden, WA 98264
	Phone Number	(360) 354-2101
	Email address	jasonj@lynden.com
	Website	http://www.lynden.com/ltii/
	Federal tax ID#	91-0923036
	Project Manager and contact info	Jason Jansen, President (360) 318-2116
		jasonj@lynden.com

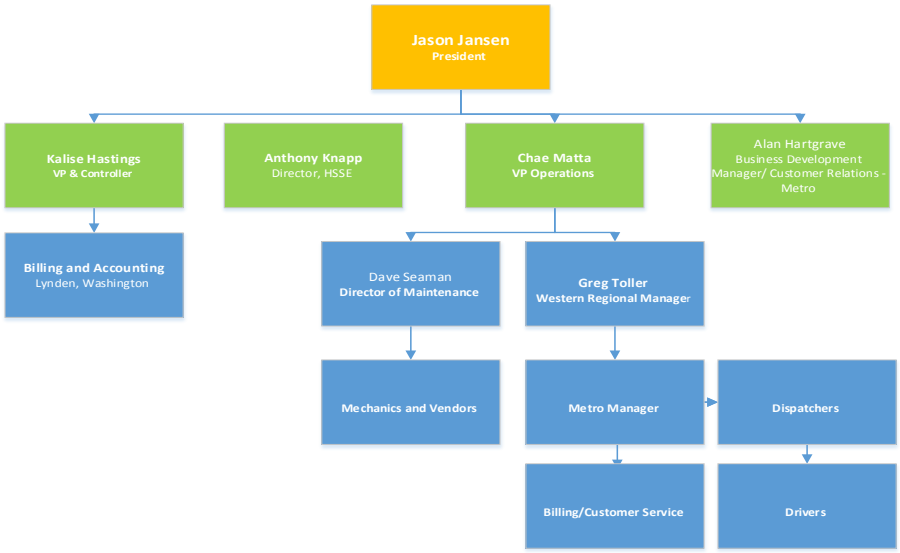
3. LTI, Inc. was incorporated in 1974 and we began using the LTI, Inc. name in 1983.

4. Formerly Pioneer Milk Route, Inc. (1974); name changed to Pioneer Western Express, Inc. (1980) and to LTI, Inc. (1983). LTII also does business as (dba) Milky Way. The predecessor company, Lynden Transport, Inc., now a sister company, was incorporated in 1947.

5. LTII is a wholly-owned subsidiary of Lynden Incorporated. LTII, with the support of its parent company, is the only Lynden entity participating directly in this RFP. Lynden Incorporated has a number of additional wholly-owned subsidiaries including other trucking entities, Alaska West Express, Brown Line, Lynden Transport and marine transportation company, Alaska Marine Lines. These companies have relevant experience and could provide additional redundancy of equipment and or labor as part of the contingency planning.



6. We have been successful with our current organizational structure and we envision a structure similar to other LTII operations for the Metro operation. Our trucking operations report up to Chae Matta, VP of Operations. In addition, for each geographical area where we operate, there is a Regional Manager and a local manager for each business unit. Because of the size and importance of the Metro operation, we envision having a Metro Manager located at NE Portland/Troutdale with dispatchers to control the flow of the loads and serve as a point of contact for the drivers. During night time operations, we will have designated Driver Supervisors serve as the point of contact for any issues occurring during the night shift hours. Below is an organizational chart showing what this structure will look like for the Metro Waste Haul.



7. LTII has no current lawsuits which would materially limit our ability to carry out the functions outlined in the RFP.

B. EVALUATION CRITERIA

1. Environmental

A. Fuel Use and Emission Calculations

B. Emission Factors – We have calculated the emissions using the EPA SmartWay 2017 Carrier Tool. Our calculations are included in the Environmental section of our Appendix. Click the following link to access those calculations. [SmartWay Calculations]

C. Fuel Use Calculations

3) Truck Fuel Use:

a) Linehaul Tractor: 2020 Kenworth T680 – PACCAR MX11
Transfer Station Hostler: 2020 TICO Pro Spotter – Cummins ISB16
Landfill Hostler: 2020 Kenworth T880 – PACCAR MX11

b) We anticipate our average payload will be 35.3 tons. This can be accomplished with the lighter tractor and the design of our tractor/trailer combination and should result in 537fewer loads annually through Portland and on the highway to the designated landfill, therefore reducing the overall impact to the Columbia River Gorge scenic area, Portland residents, the general public and the environment.

c) We are committed to using ULSD B5 blend for the linehaul, transfer station and landfill tractor operations. We are investigating Renewable Hydrocarbon Diesel (RHD). This fuel looks very promising from an operational and environmental perspective and we are interested in discussing the potential to use RHD for the Metro line-haul operations in order to meet your environmental goals. Hostler tractors running R99 would also be very feasible.

d) Our fleet average fuel use for this application is estimated to be 6.25 mpg, based on standard ULSD #2, with the potential to do much better. During the week of January 8, we tested two vehicle combinations with near-identical tractors and simulated trailer loads approximating the configuration for this contract. We tested both full and empty loads on multiple trips. The addition of trailer side skirts and tails would potentially improve fuel efficiency by 3% or more. In our current linehaul operation, we are obtaining a range of 6.6 to 7.1 mpg with a double tanker configuration and similar newer tractors. We currently own 76 T680 tractors with MX-11 engines, nearly identical to the tractor we've identified for this contract, and have fuel consumption information for those units (highlighted in bright yellow below). LTII participates in a Lynden cross-company equipment team and the group evaluates and reports fuel efficiency on a regular basis for various tractor types across the Lynden companies. Below is the latest fuel economy information for that group.

tractor	International	Cascadia & 114SD	M2-112	Peterbilt	T440 & M2	T660	T680	T680	Columbia	Cascadia	Coronado	Coronado	PBT/KW	M2-106	Kenworth	Cummins	Cummins	
engine	Maxx9/noD	DD-13	DD-13	MX-13	ISL	MX-13	MX-11	MX-13	MBE-4000	DD-15	DD-15	DD-16	ISC(99-04)	ISB-EPA07	ISX11.9	ISX15 450	ISX15	Average
BLL		7.6						7.4								6.7		7.2
LTIA	4.9	6.5	6.2	5.9	7.1				6.3			4.0	6.3	6.3	5.2		4.0	5.8
LTII		6.1		5.7	5.9	6.1	6.7	5.9	5.9									6.0
AWE		5.4	5.0							4.2	4.1							5.0
Ave	4.9	6.4	5.6	5.8	6.5			6.6	6.1	4.2	4.1	4.0	6.3	6.3	5.2	6.7	4.0	6.0

e) One-way miles between MCS and MSS to the gate of each landfill are as follows:

LTI, Inc. - Metro Solid Waste Transport Services
Mileage

Landfill	One-Way to/from MCS	One-Way to/from MSS
Wasco	96.9	97.2
Roosevelt	148.6	149.0
Columbia Ridge	151.7	152.1
Finley Buttes	174.2	174.6

f) Incremental one-way miles to/from our proposed trucking Service Center to the route would be approximately 1 – 7 miles. We have investigated a number of options for our Portland-area service center from industrial NE Portland to North Gresham and Troutdale. Final selection is dependent on obtaining this contract and will be determined based on the feasibility of the site for this purpose, proximity to support services such as maintenance and truck wash, as well as proximity to routes. We have a service center we're currently operating in Vancouver, WA that can be used as a contingency. That site is described in 5(a) below.

g) The average number of stops at Metro Stations daily will depend partially on the selection of a landfill. On average, with a Monday – Saturday operations, our average trips/stops per day per tractor will be 1.5.

h) Two yard tractors (hostlers) will be located at each transfer station and operated by LTII. Hostlers will be available during Metro transfer station compactor hours. There will be 2 shifts each weekday that overlap allowing for redundancy during the peak compacting hours. Hostlers will remain at the Transfer Stations except when receiving maintenance. Once a load is complete, whether or not Metro or LTII creates the bill of lading or load manifest, our hostler driver will apply a unique identifier to the paperwork, scan it and pass the paperwork accompanying the load to the linehaul driver. Information about the load, including weights, unit number and seals can be transmitted real-time to Metro for tracking directly from the truck by way of our data collection system. We would like to explore using R99 (Renewable Hydrocarbon Diesel 99% blend) for the hostler operation. We have also explored CNG and electric options and are very interested in discussing these and other options with Metro.

Additional environmental information is presented in the Sustainability section.

2. OPERATIONAL CONSIDERATIONS

A. Operational Plan

We can easily handle fluctuations in volumes either between the two transfer stations or on a daily, weekly or seasonal basis. Our dispatchers will be charged with monitoring volumes at the transfer stations and adjusting drivers and equipment as needed. Hostler trucks can also be relocated to handle any particular situation such as out-of-service compactors. We can easily ramp up or down by adding or cancelling shifts. In emergency situations, we can shuttle equipment and drivers between the transfer station and our Service Center and then have a linehaul driver pick up the load from there. The goal is to minimize the time that a full load sits at the Service Center and expedite that load to the landfill.

Lynden utilizes Business Intelligence (BI) tools across the organization for data analysis of business information. Computerized freight systems capture detailed data including load volumes, labor hours, driver information, engine telemetry, and real-time truck movement and event tracking with associated GPS locations. The data is aggregated, transformed, and stored in our Data Warehouse. These modern BI tools facilitate proactive management of driver performance, fuel efficiencies, route activity and planning. As historical data becomes available we have the tools and expertise to facilitate predictive modeling to anticipate variability and facilitate resource scheduling.

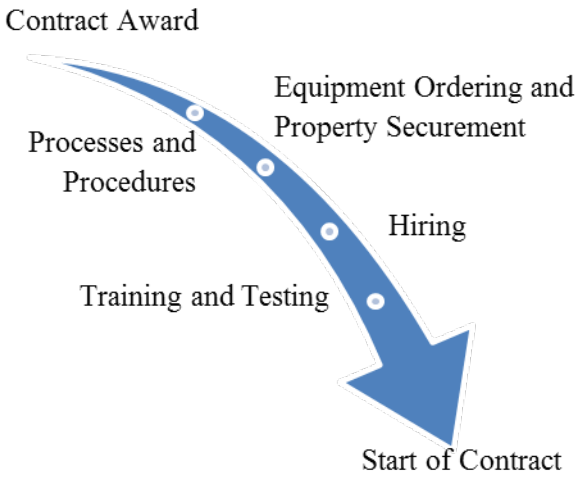
We have used the volumes provided on page 7 of Addendum #6, Attachment A to simulate schedule fluctuations for volume variances.

Portland Metro Solid Waste
Two-week Scenarios 2.A

Week 1							
Day	**1**	**2**	**3**	**4**	**5**	**6**	**7**
MCS Tons	114.19	904	927.24	826.52	841.42	858.16	331.26
Hrs.	0800 - 1700	0300 - 1700	0200 - 1700	0200 - 1700	0200 - 1700	0200 - 1700	0300 - 1700
Loads	3	26	26	24	24	25	9
Schedule Details:	LTI will drop 1 empty trailer and pickup 1 loaded trailer every hour until 30 empties are available for next days production.	LTI will drop 2 empty trailerss and pickup 2 loaded trailerss every hour until 30 empties are available for next days production.	LTI will drop 2 empty trailers and pickup 2 loaded trailers every hour until 30 empties are available for next days production.	LTI will drop 2 empty trailers and pickup 2 loaded trailers every hour until 30 empties are available for next days production.	LTI will drop 2 empty trailers and pickup 2 loaded trailers every hour until 30 empties are available for next days production.	LTI will drop 2 empty trailers and pickup 2 loaded trailers every hour until 30 empties are available for next days production.	LTI will drop 1 empty trailer and pickup 1 loaded trailer every hour until 30 empties are available for next days production.
LTI will deliver empty trailers every hour during compactors operating hours leaving 30 empty trailers by the end the day for next morning loads.							
MSS Tons	234.24	1081.5	921.28	960.1	993.12	942.92	378.91
	0700 - 1900	0400 - 1900	0300 - 1900	0200 - 1900	0200 - 1900	0300 - 1900	0400 - 1900
Loads	7	31	26	27	28	27	11
Schedule Details:	LTI will drop 1 empty trailer and pickup 1 loaded trailer every hour until 10 empties are available for next days production.	LTI will drop 2 empty trailers and pickup 2 loaded trailers every hour until 10 empties are available for next days production.	LTI will drop 2 empty trailers and pickup 2 loaded trailers every hour until 10 empties are available for next days production.	LTI will drop 2 empty trailers and pickup 2 loaded trailers every hour until 10 empties are available for next days production.	LTI will drop 2 empty trailers and pickup 2 loaded trailers every hour until 10 empties are available for next days production.	LTI will drop 2 empty trailers and pickup 2 loaded trailers every hour until 10 empties are available for next days production.	LTI will drop 1 empty trailer and pickup 1 loaded trailer every hour until 10 empties are available for next days production.
LTI will deliver 3 empty trailerss and pickup 3 loaded trailerss every hour during the compactors operating hours leaving 10 empty trailers by the end of day for next morning loads.							

Week 2							
Day	**8**	**9**	**10**	**11**	**12**	**13**	**14**
MCS Tons	**199.83**	**1582**	**1622.67**	**1446.41**	**1472.49**	**1501.78**	**579.71**
Hrs.	0800 - 1700	0300 - 1700	0200 - 1700	0200 - 1700	0200 - 1700	0200 - 1700	0300 - 1700
Loads	6	45	46	41	42	43	17
Schedule Details:	LTI will drop 1 empty trailer and pickup 1 loaded trailer every hour until 30 empties are available for next days production.	LTI will drop 4 empty trailers and pickup 4 loaded trailers every hour until 30 empties are available for next days production.	LTI will drop 4 empty trailers and pickup 4 loaded trailers every hour until 30 empties are available for next days production.	LTI will drop 3 empty trailers and pickup 3 loaded trailers every hour until 30 empties are available for next days production.	LTI will drop 3 empty trailers and pickup 3 loaded trailers every hour until 30 empties are available for next days production.	LTI will drop 3 empty trailerss and pickup 3 loaded trailers every hour until 30 empties are available for next days production.	LTI will drop 2 empty trailers and pickup 2 loaded trailers every hour until 30 empties are available for next days production.
A Truck with an empty trailer can depart every 15 -24 minutes from Service Center in order to meet this schedule. During these situations LTI will pull add resources from other LTI operations to meet the needs of Metro and the added volumes.							
MSS Tons	**409.92**	**1892.63**	**1612.24**	**1680.18**	**1737.96**	**1650.11**	**663.09**
Hrs.	0700 - 1900	0400 - 1900	0300 - 1900	0200 - 1900	0200 - 1900	0300 - 1900	0400 - 1900
Loads	12	54	46	48	50	47	19
Schedule Details:	LTI will drop 1 empty trailer and pickup 1 loaded trailers every hour until 10 empties are available for next days production.	LTI will drop 4 empty trailerss and pickup 4 loaded trailerss every hour until 10 empties are available to start next days production.	LTI will drop 3 empty trailerss and pickup 3 loaded trailerss every hour until 10 empties are available to start next days production.	LTI will drop 3 empty trailesr and pickup 3 loaded trailers every hour until 10 empties are available to start next days production.	LTI will drop 3 empty trailerss and pickup 3 loaded trailers every hour until 10 empties are available to start next days production.	LTI will drop 3 empty trailerss and pickup 3 loaded trailers every hour until 10 empties are available to start next days production.	LTI will drop 2 empty trailers and pickup 2 loaded trailers every hour until 10 empties are available to start next days production.
LTI will deliver empty trailers every hour during compactors operating hours leaving 10 empty trailers by the end of day for next morning loads. During these situations LTI will pull add resources from other LTI operations to meet the needs of Metro and the added volumes.							

1) In very basic terms, we anticipate the following timeline for the Metro Solid Waste Transportation Services beginning with contract award.



In recent experience, we have mobilized equipment and manpower to help various customers when their current hauler failed to perform; so we are very familiar in ramping up very quickly. Some examples of this include:

Puget Sound Energy (PSE) – In 2016, with a one-month lead time, we took over transportation of LNG and CNG, together with ancillary services, when PSE's transportation provider could no longer provide the service. We continue to retain this business today.

Fred Meyer - When Hanjin filed for bankruptcy in 2016, Fred Meyer had several hundred containers that were detained in Vancouver, B.C., delaying inventory from reaching their stores with critical time sensitive cargo for the Holiday season. Lynden sent a barge to Vancouver so the freight for Fred Meyer could be transloaded in Seattle. LTII provided the trucking, expediting 220 container loads from Seattle to three different warehouse locations in Puyallup and Chehalis, Washington and Clackamas, Oregon within a five day period.

Darigold, Caldwell, ID – In 2012, we hired 25 drivers in seven days to assume a contract for transporting 2.2 million pounds of milk per day from 54 different shippers.

Trident Seafoods – Trident experienced a product shortage in Europe and needed to transport product in a very short window to meet a ship in Bellingham, Washington and LTII transported 990 pallets. We received the request at noon and were ready to ship, loading the first containers by 6 P.M. that evening near Seattle.

Chemtrade – With only a couple of days' notice, Chemtrade contacted us with a critical need to move 160 containers of sensitive cargo from Anacortes to the Port of Seattle within a 3 day period.

Washington State Department of Transportation – In 2008, the State's prior salt vendor experienced multiple failures and the State rebid the supply and delivery of road salt. Due to uncontrollable circumstances, the award of the contract was delayed. When the State found itself with empty salt storage sheds and winter quickly approaching, the State signed an emergency purchase order with LTII for 31,000 tons of salt product. LTII successfully ramped up and delivered the emergency salt order completing 991 truckloads to over 100 different sites throughout the State of Washington between September 27 and October 22, just in time for the winter travel season. The salt required sourcing from a mine in Chile.

1) Project Timeline. We consider all tasks to be a critical path, but the trailer and tractor ordering process requires the greatest amount of lead time. A more detailed approach including identification of critical items and responsibilities would look like this:

Project Time Line

Date	Description	LTII Responsible Party	Contingency Plan/Notes
November-18	Contract Awarded and Signed	President	
December-18	*Place Order for Trailers	Director of Equipment and Maintenance	
February-19	*Place Order for Tractors	Director of Equipment and Maintenance	Tractors from other LTII locations and/or sister companies
February-19	*Place order for Yard Tractors	Director of Equipment and Maintenance	Standard Highway Tractors
March-19	Secure lease of property	VP Operations	
March-19	Obtain any necessary property permits	Director of (HSSE) Health, Safety, Security, Environment	
March-19	Establish data sharing requirements between LTII and Metro and begin work on test data transmissions	VP Secretary/Treasurer and Lynden IT	
April-19	Complete Job Safety Analysis (JSA)	Director of (HSSE) Health, Safety, Security, Environment	
May-19	Complete Standard Operation Procedures (SOPS), Communication plans	Director of (HSSE) Health, Safety, Security, Environment	
May-19	Post Manager and Dispatch positions	Director of HR	
June-19	Investigate Metro's billing preferences and establish billing procedures	VP Secretary/Treasurer	
June-19	Establish bulk fuel source	Director of Equipment and Maintenance	
June-19	Hire Metro Manager	VP Operations and Director of HR	
June-19	Place Order for Tippers	Director of Equipment and Maintenance	Contract with landfills to utilize their tippers.
June-19	Order alternative-fuel powered support vehicles (shop trucks and shuttle vehicle)	Director of Equipment and Maintenance	
July-19	Purchase or lease office trailer and equipment	VP Operations and Metro Manager	Vancouver facility can be used as backup in the interim
July-19	Post Driving and Maintenance Positions	Director of HR	
July-19	Establish vendor maintenance and wash service agreements	Director of Equipment and Maintenance	
August-19	Hire Dispatcher(s)	Metro Manager, VP Operations and Director HR	
September-19	Begin Hiring Drivers	Metro Manager, VP Operations and Director HR	Drivers from other locations and/or sister companies can be utilized
September-19	Begin Mechanics	Director of Equipment and Maintenance and Director of HR	
October-19	RFID tagging; licensing; decal	Director of Equipment and Maintenance	
October-19	GPS Tracking devise installation	Director of Equipment and Maintenance	
October-19	Finalize fueling arrangement	Director of Equipment and Maintenance	
November-19	Complete hiring Drivers	Metro Manager, VP Operations and Director HR	
November-19	Complete hiring Mechanics	Director of Equipment and Maintenance and Director of HR	
December-19	Train Drivers	Metro Manager and VP Operations	
December-19	Train Mechanics	Director of Equipment and Maintenance	
December-19	Run Test Routes	Metro Manager, VP Operations and Drivers	
January-20	Begin Operations	All	

Critical Path Item *

2) The primary responsible parties and contact information for the project is as follows:

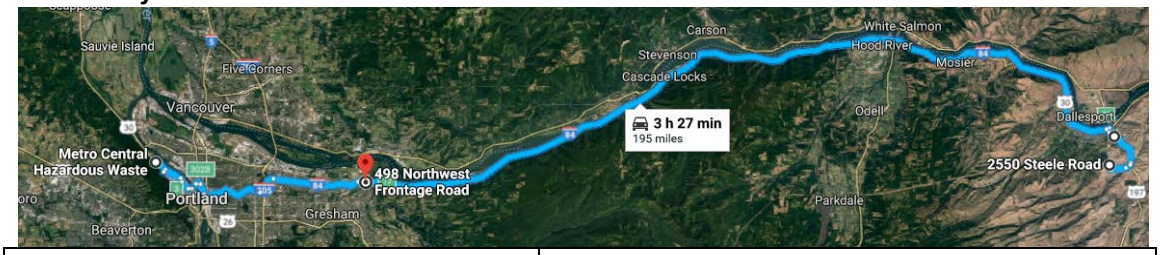
Name	Roll/Position	Email	Phone
Jason Jansen	President	jasonj@lynden.com	(360) 318-2116
Chae Matta	VP Operations	cmatta@lynden.com	(360) 318-2137
Kalise Hastings	VP Secretary/Treasurer	kalise@lynden.com	(360) 318-2113
Anthony Knapp	Director of HSSE & Compliance	aknapp@lynden.com	(360) 318-2119
Lu Jackson	Director HR	luj@lynden.com	(360) 318-2114
Dave Seaman	Director, Equip and Maintenance	dseaman@lynden.com	(509) 837-1134
Greg Tolle	Western Regional Manager	gtolle@lynden.com	(360) 318-2126
Alan Hartgraves	Business Development Manager	alanh@lynden.com	(360) 318-2133

3) LTII develops detailed Journey Management Plans (JMPs) for each of its routes and drivers are trained on the use of those plans. The plans are available to the driver at any time during transit. The JMPs include information such as contingency routes, locations for emergency or fueling services along the route, and who to call in the event of an incident. The travel routes described below assume an LTII Service Center location of NE Portland/Troutdale, Oregon.

Metro Central Routes

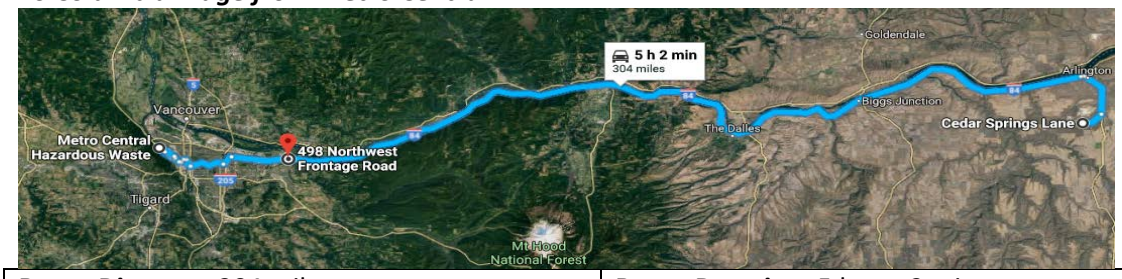
***Troutdale to Metro Central*:** Get on I-84 W/US-30 W. Continue on I-84 to Portland. Take exit 3 from I-405 S/US-30 W. Follow US-30 W and NW Front Ave to NW 61st Ave.

To Wasco from Metro Central:



Route Distance: 195 miles	**Route Duration:** 3 hour, 27 minute drive time
Route Summary: Depart Troutdale, pick up in Portland, deliver to Wasco, return to Troutdale	**Starting Point:** Proposed LTII Terminal 498 NW Frontage Rd Troutdale, OR 97060
Pickup Site: Metro Central Waste, 6161 NW 61st Ave., Portland, OR 97210	**Unload Site:** Wasco County Landfill, 2550 Steele Rd., The Dalles, OR 97058
Route Specifics: *Metro Central to Wasco* - Take NW Front Ave to I-405 N/US-30 E. Take the Interstate 405 N/U.S. 30 N exit from US-30 E. Follow I-84 E to US-197 S/US-30 W in The Dalles. Take exit 87 from I-84 E. *Wasco to Troutdale* – Get on I-84 in The Dalles from 5 Mile Rd and US-197 N. Follow I-84 to NW Frontage Rd in Troutdale. Take exit 17. Drive to NW Frontage Rd.	
Contingency Plan: If I-84 E is closed, see Contingency Plan below in the Road Closures and Alternate Routes section.	

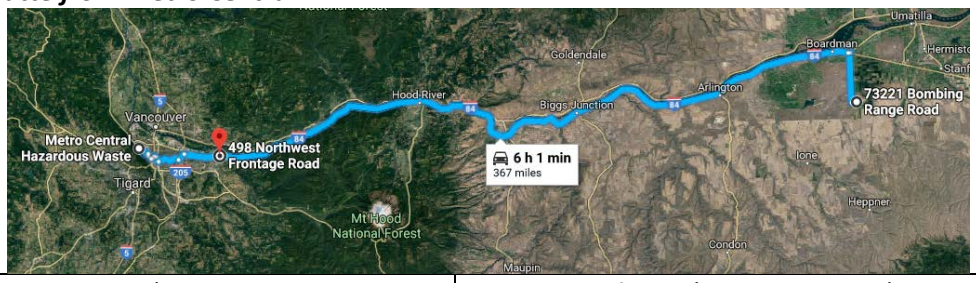
To Columbia Ridge from Metro Central:



Route Distance: 304 miles	**Route Duration:** 5 hour, 2 minutes
Route Summary: Depart Troutdale, pick up in Portland, deliver to Columbia Ridge, return to Troutdale	**Starting Point:** Proposed LTII Terminal 498 NW Frontage Rd Troutdale, OR 97060
Pickup Site: Metro Central Waste, 6161 NW 61st Ave Portland, OR 97210	**Unload Site:** Columbia Ridge Landfill, 18177 Cedar Springs Lane Arlington, OR 97812

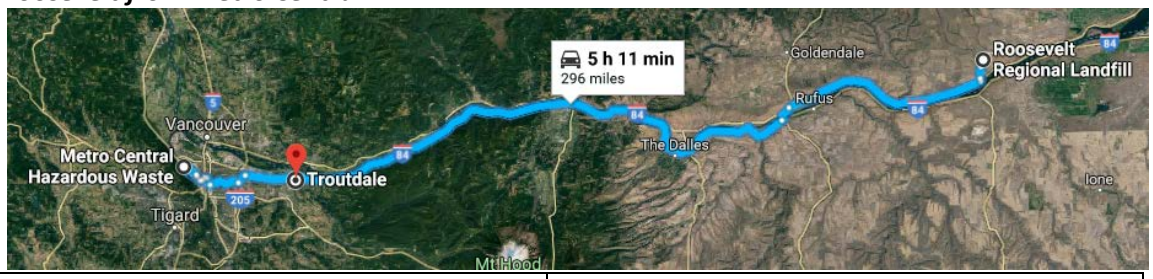
Route Specifics: *Metro Central to Columbia Ridge* - Take NW Front Ave to I-405 N/US-30 E. Take the Interstate 405 N/U.S. 30 N exit. Follow I-84 E to OR-19/Locust St in Arlington. Take exit 137. Continue on OR-19 to Cedar Springs Ln for 10.1 miles. *Columbia Ridge to Troutdale* – Get on I-84/US-30 W. Follow I-84 to NW Frontage Rd in Troutdale. Take exit 17. Drive to NW Frontage Rd.
Contingency Plan: If I-84 E is closed, see Contingency Plan below in the Road Closures and Alternate Routes section.

To Finley Butte from Metro Central:



Route Distance: 367 miles	**Route Duration:** 6 hour, 1 minute drive time
Route Summary: Depart Troutdale, pick up in Portland, deliver to Finley Butte, return to Troutdale	**Starting Point:** Proposed LTII Terminal 498 NW Frontage Rd Troutdale, OR 97060
Pickup Site: Metro Central Waste, 6161 NW 61st Ave Portland, OR 97210	**Unload Site:** Finley Butte Landfill 73221 Bombing Range Road Boardman, OR 97818
Route Specifics: *Metro Central to Finley Butte* - Take NW Front Ave to I-405 N/US-30 E. Take the Interstate 405 N/U.S. 30 N exit. Follow I-84 E to exit 168 for Bombing Range Road. Continue on Bombing Range Road for 11.5 miles. *Finley Butte to Troutdale* – Get on I-84/US-30 W from Bombing Range Road. Follow I-84 to NW Frontage Rd in Troutdale. Take exit 17. Drive to NW Frontage Rd.	
Contingency Plan: If I-84 E is closed, see Contingency Plan below in the Road Closures and Alternate Routes section.	

To Roosevelt from Metro Central:



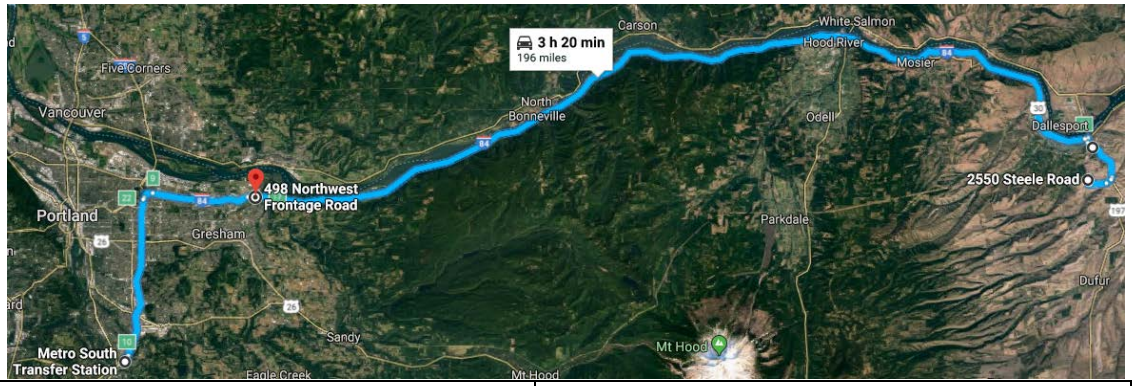
Route Distance: 296 miles	**Route Duration:** 5 hour, 11 minute drive time
Route Summary: Depart Troutdale, pick up in Portland, deliver to Roosevelt, return to Troutdale	**Starting Point:** Proposed LTII Terminal 498 NW Frontage Rd Troutdale, OR 97060
Pickup Site: Metro Central Waste, 6161 NW 61st Ave Portland, OR 97210	**Unload Site:** Republic Services Roosevelt Regional Municipal Solid Waste Landfill 500 Roosevelt Grade Rd Roosevelt, WA 99356

Route Specifics: *Metro Central to Roosevelt* - Take NW Front Ave to I-405 N/US-30 E. Take the Interstate 405 N/U.S. 30 N exit. Follow I-84 E. Take exit 104 for US-97. Turn left onto US-97 N. Take WA-14 E to E Rd/Roosevelt Grade Rd. and continue for 2.8 miles. *Roosevelt to Troutdale* – Get on I-84 W from WA-14 W. Follow I-84 to NW Frontage Rd in Troutdale. Take exit 17. Drive to NW Frontage Rd.
Contingency Plan: If I-84 E is closed, see Contingency Plan below in the Road Closures and Alternate Routes section.

Metro South Routes

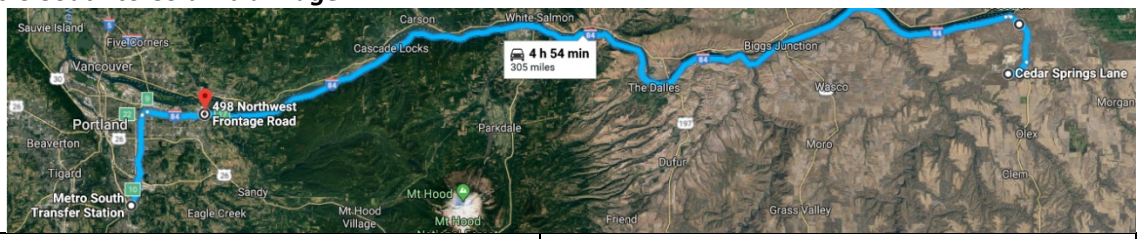
***Troutdale to Metro South*:** Get on I-84 W/US-30 W. Follow I-84 W/US-30 W. Take exit 9 for I-205 S. Take I-205 S for 11.8 miles. Take exit 10 for OR-213 S and Washington Street.

Metro South to Wasco:



Route Distance: 196 miles	**Route Duration:** 3 hour, 20 minute drive time
Route Summary: Depart Troutdale, pick up in Oregon City, deliver to Wasco, return to Troutdale	**Starting Point:** Proposed LTII Terminal 498 NW Frontage Rd Troutdale, OR 97060
Pickup Site: Metro South Transfer Station 2001 Washington St Oregon City, OR 97045	**Unload Site:** Wasco County Landfill, 2550 Steele Rd The Dalles, OR 97058
Route Specifics: *Metro South to Wasco* – Get on I-205 N/OR-213 from Washington Street and Clackamas River Dr. Take I-84 E to US-197 S/US-30 W in The Dalles. Take exit 87. Continue on US-197 S. Take 5 Mile Rd to Steele Rd. *Wasco to Troutdale* – Get on I-84 in The Dalles from 5 Mile Rd and US-197 N. Follow I-84 to NW Frontage Rd in Troutdale. Take exit 17. Drive to NW Frontage Rd.	
Contingency Plan: If I-84 E is closed, see Contingency Plan below in the Road Closures and Alternate Routes section.	

Metro South to Columbia Ridge:



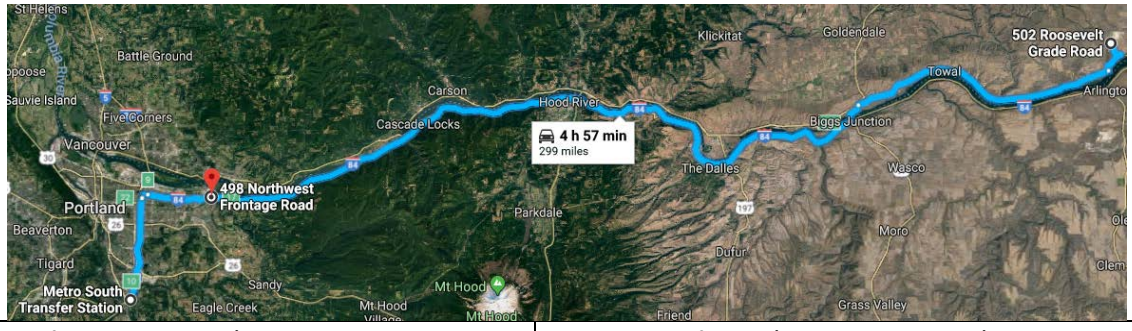
Route Distance: 305 miles	**Route Duration:** 4 hour, 54 minute drive time
Route Summary: Depart Troutdale, pick up in Oregon City, deliver to Columbia Ridge, return to Troutdale	**Starting Point:** Proposed LTII Terminal 498 NW Frontage Rd Troutdale, OR 97060

Pickup Site: Metro South Transfer Station 2001 Washington St Oregon City, OR 97045	**Unload Site:** Columbia Ridge Landfill, 18177 Cedar Springs Lane Arlington, OR 97812
Route Specifics: *Metro South to Columbia Ridge* – Get on I-205 N/OR-213 from Washington Street and Clackamas River Dr. Take I-84 E to OR-19/Locust St in Arlington. Take exit 137. Continue on OR-19 to Cedar Springs Ln for 10.1 miles. *Columbia Ridge to Troutdale* – Get on I-84/US-30 W. Follow I-84 to NW Frontage Rd in Troutdale. Take exit 17. Drive to NW Frontage Rd.	
Contingency Plan: If I-84 E is closed, see Contingency Plan below in the Road Closures and Alternate Routes section.	

Metro South to Finley Butte:

Route Distance: 368 miles	**Route Duration:** 5 hour, 54 minute drive time
Route Summary: Depart Troutdale, pick up in Oregon City, deliver to Finley Butte, return to Troutdale	**Starting Point:** Proposed LTII Terminal 498 NW Frontage Rd Troutdale, OR 97060
Pickup Site: Metro South Transfer Station 2001 Washington St Oregon City, OR 97045	**Unload Site:** Finley Butte Landfill 73221 Bombing Range Road Boardman, OR 97818
Route Specifics: *Metro South to Finley Butte* – Get on I-205 N/OR-213 from Washington St and Clackamas River Dr. Take I-84 E to exit 168 Bombing Range Rd. Continue on Bombing Range Rd for 11.5 miles. *Finley Butte to Troutdale* – Get on I-84 W from Bombing Range Rd. Follow I-84 to NW Frontage Rd in Troutdale. Take exit 17. Drive to NW Frontage Rd.	
Contingency Plan: If I-84 E is closed, see Contingency Plan below in the Road Closures and Alternate Routes section.	

Metro South to Roosevelt:



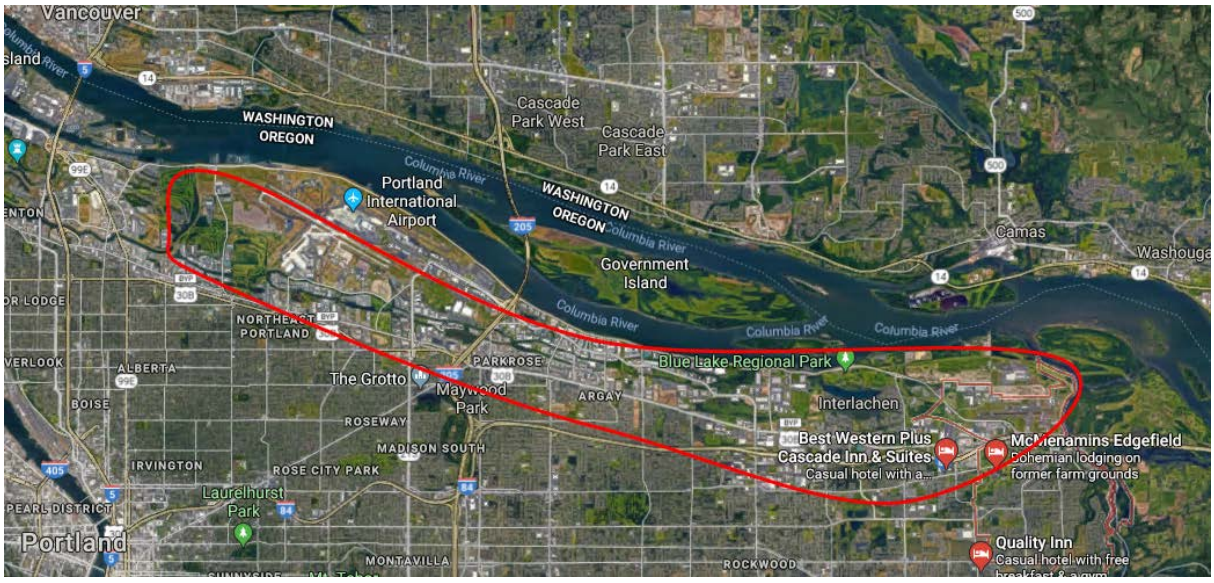
Route Distance: 299 miles	**Route Duration:** 4 hour, 57 minute drive time
Route Summary: Depart Troutdale, pick up in Oregon City, deliver to Roosevelt, return to Troutdale	**Starting Point:** Proposed LTII Terminal 498 NW Frontage Rd Troutdale, OR 97060
Pickup Site: Metro South Transfer Station 2001 Washington St Oregon City, OR 97045	**Unload Site:** Republic Services Roosevelt Regional Municipal Solid Waste Landfill 500 Roosevelt Grade Rd Roosevelt, WA 99356

Route Specifics: *Metro South to Roosevelt* – Get on I-205 N/OR-213 from Washington St and Clackamas River Dr. Take I-84 E. Take exit 104 for US-97. Turn left onto US-97 N. Take WA-14 E to E Rd/Roosevelt Grade Rd. and continue for 2.8 miles. *Roosevelt to Troutdale* – Get on I-84 W from WA-14 W. Follow I-84 to NW Frontage Rd in Troutdale. Take exit 17. Drive to NW Frontage Rd.
Contingency Plan: If I-84 E is closed, see Contingency Plan below in the Road Closures and Alternate Routes section.

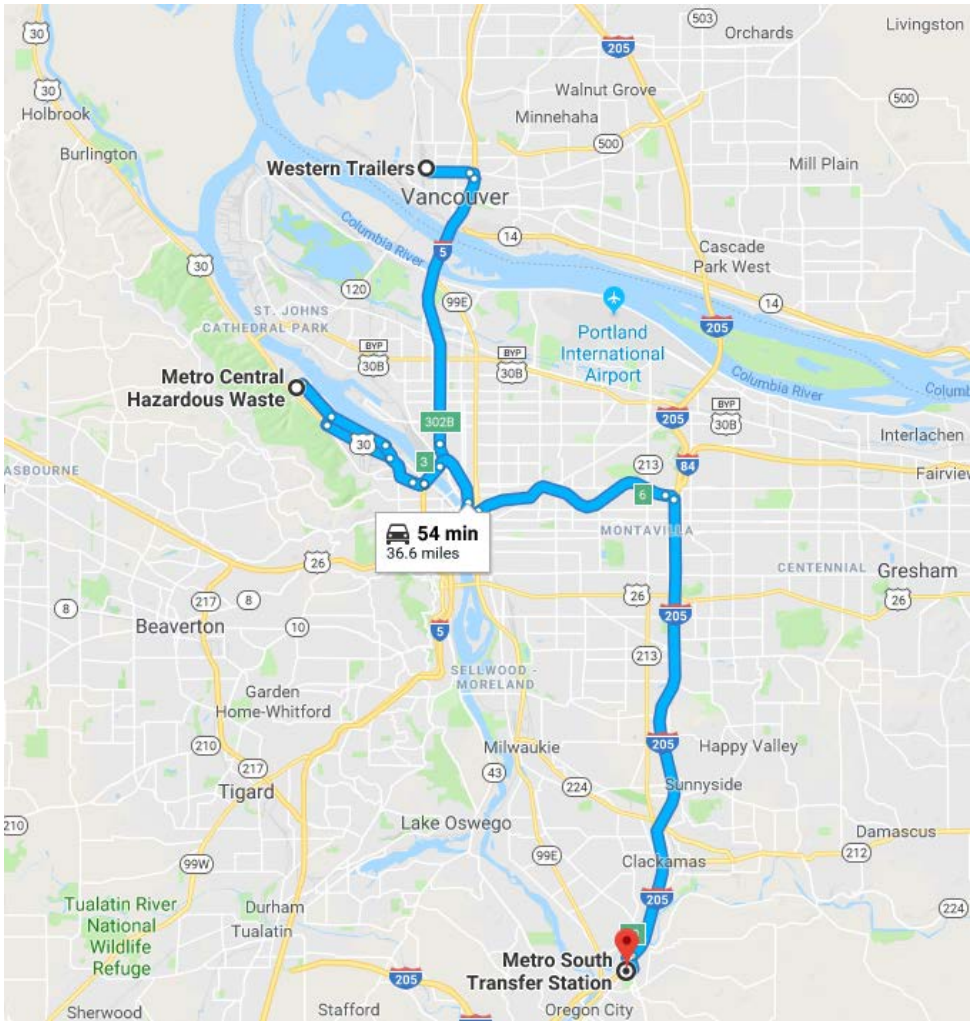
4) Empty equipment will be staged at the landfill locations and our Service Center. We plan to stage up to 30 trailers at MCS (either at the facility that the current carrier is leasing or at a nearby facility) and 10 at MSS. In addition, we will have at least three to five acres of land available at the Service Center in the NE Portland/Troutdale area where we can stage up to 40 trailers. We have confirmed with each of the landfills that another 40 trailers can and will most likely be staged at each landfill drop yard.
5) a) We are currently leasing a Vancouver, Washington facility that we could use on an interim basis. Our Vancouver facility is shared with Western Trailer, our trailer manufacturer for this bid and is located at 2631 W Scott Ave. If we are awarded the bid, we will locate a suitable property that would be adjacent to the routes.

We've budgeted for a Terminal/Service Center, and have confidence that we can locate an ideal location that is between NE Portland and Troutdale. Although we've had conversations with brokers, until we are awarded a contract, we cannot commit to these properties. Final location will be based on proximity to services, minimizing miles traveled, efficiency for the operation and fuel conservation.

Anticipated location



Current location shares with Western Trailer



b) In addition to the trailers above, the following equipment will be staged at each site:

Equipment - Initial Staging

Equipment Type	MCS	MSS	Service Center	Landfill
Tractors			34 tractors	
Trailers	30 Trailers	10 Trailers	40 Trailers	60 Trailers
Yard Hosters	2 Hostlers	2 Hostlers		
Landfill Tractors				4 Tractors [1]
Maintenance Service Trucks			1 Service Truck [2]	
Shuttle Vehicle			1 Shuttle Vehicle [2]	

[1] Only required at Roosevelt

[2] Alternative fuel vehicles

c) We will generally begin daily shifts at 02:00 with empty equipment departing the Service Center every 10 - 25 minutes until 22:00, depending on volumes. Drivers will be assigned an appropriate transfer station by the dispatcher depending on transfer station volumes, load counts and schedules. We plan on running this schedule Monday through Friday with a half shift on Saturday. Drivers will switch out for a full load at the transfer station and

drop the empty. Once the driver arrives at the landfill site, they will switch out their full load for a staged empty and the full load will be shuttled to the tipper by another driver. During the implementation phase, new equipment will be distributed as necessary to facilitate the operation as described above.

d) We plan to establish our own bulk fuel system to allow for the purchase of fuels as described above. It's our desire to have the bulk fuel available at the landfill. This will also enable us more flexibility to maximize our payload at the transfer station by eliminating the weight of a full tank of fuel. Fueling will take place each trip, with enough capacity for at least one complete round trip.

e) We will have a Metro manager and Dispatcher located at our Service Center in the NE Portland/Troutdale area. During the evening hours, we will also have designated Driver Supervisors that will be tasked with providing leadership and escalating issues to others as needed. This is the operating model we use for our other operations. LTI, Inc. currently has management personnel located in various locations in Eastern Oregon and Washington including Boardman, Oregon and Sunnyside, Washington. Both of these locations are close enough to provide assistance on the eastside or near the landfill. Equipment maintenance is organized on a regional basis and will be managed from Vancouver, Washington.

f) Lynden has utilized truck on-board technology, providing GPS tracking, mobile communications, engine telematics, and application integration technology since 2005. We have expertise using multiple technologies including PeopleNet, and Qualcomm and we depend on GPS visibility, automated event recording, data collection and advanced communication to support efficient management of our fleet and meet customer requirements. As the technology advances from installed on-board computers to lower profile/mobile options Lynden tests and evaluates market options to utilize these improvements and we expect the PeopleNet and Qualcomm systems to be replaced with more advanced technology by 2020. More diverse software options will be available in the future while advancing the timeliness and quality of communication about equipment location and telematics data. As of now, GPS units will use cellular services and transmit every 30 – 60 seconds and should easily comply with Metro's every-15-minute requirement. Information will be uploaded to Lynden systems and made available to Metro in real-time.

6) Due to the environmental sensitivity of the operation and the cargo, we do not anticipate any backhauls. This Proposal is for a dedicated service.

7) Following are the relevant permits we will need for this operation:

Vehicle-related permits and fees:

- Oregon Multi- Jurisdictional Permit
- Oregon Weight and Tax Identifier Permit
- Registration fee - State of Oregon

Property-related permits, plans and fees:

- Building Permit (Only if needed)
- Erosion Control Plan
- Storm Water Pollution Prevention Plan (SWPPP)
- Spill Prevention Control and Countermeasure (SPCC)
- Bulk Fuel Permit

Business-related permits and fees:

- Local business license at Service Center

8) We obtained quotes from the landfills and will utilize, with the exception of Roosevelt, the landfills' shuttle and tipper services. At Roosevelt, we will utilize the landfill's tipper service, but provide our own shuttle services. Linehaul tractors will bring loaded trailers to the landfill drop yard, unhook and return with an empty unit that has been inspected and approved for reload. Landfill shuttle tractors and drivers will move the loaded trailers from the landfill dropyard to the tipper for unloading. At Roosevelt, the shuttle driver will stand by during tipping, and then re-hook and depart back to the staging yard for inspection. If trailers are deficient in any way, they are tagged for repair either at the landfill drop yard, where we have maintenance people and services or, if the repair is not safety sensitive, returned to the Service Center for maintenance.

B. **Equipment.** Engineered drawings for the linehaul tractor/trailer configuration showing trailer detail, weight information and placement of load are included in the Equipment section of our Appendix or by clicking on the following link. [Truck Trailer Drawing Spec]

1) We researched several manufacturers to find the most efficient vehicle for this operation. For the linehaul tractor, we selected 4-axle T680's from Kenworth, most likely Model year 2020. The T680's will have roof fairings and cab side extenders to maximize the fuel efficiency capability of the units when paired with our trailer design. The fourth axle is a lift axle that will help maximize payloads when lowered but conserve tires when empty. The engines will be PACCAR MX11 430 HP/1650 Torque with EPA GHG 17 or better. Air Disc Brakes, improving effective braking for safety and improving brake life reducing the waste stream, will be used on all tractors. The trucks will be equipped with PACCAR 12-speed automated manual transmission and collision avoidance systems, specifically called "Bendix Wingman Advanced". The collision avoidance system alerts a driver if there are vehicles in a blind spot and will also sense slowing traffic ahead and apply brake pressure if the driver is slow to respond. The truck will also be pre-wired for PeopleNet units. There may be a newer option by the time the trucks are ordered, but we intend to implement either PeopleNet or a more advanced option that will aid in data gathering, data transmissions and load/vehicle tracking. The T680 drawings and specifications can be found in the Equipment section of our Appendix or by clicking on the following link. [Linehaul Tractor T680]

At Roosevelt, we will have dedicated tractors at the landfill site. These tractors will be 2020 Kenworth T880's (heavy spec) with 3 axles and the same engines as the linehaul tractors. These units will have Eaton 18-speed ultra-shift automated manual transmissions. Tractor

drawings and specifications can be found in the Equipment section of our Appendix or by clicking on the following link. [Landfill Tractor T880]

The transfer station hostler tractors will be TICO Pro-Spotter with a Cummins ISB16 Engine. This is a best-in-class tractor for this particular purpose. Drawings and specification for the transfer station hostlers are included in the Equipment section of our Appendix or by clicking on the following link. [TICO Tractor]

The trailers are 53-foot quad Solid Waste Transfer Trailers with flat floors manufactured by Western Trailer. Trailer width is 102" and the trailer outfitted with super-single-low-rolling resistance tires (SmartWay certified), extended nose cones, trailer side skirts, trailer tails and flow through mud-flaps, all designed to improve fuel economy.

a) Engineered drawings of the tractor-trailer configuration are included in the appendix. Bale dimensions and weight will be 7' x 7' x 34' and 35.3 tons, respectively, as shown in our drawings.
b) All equipment listed above will be dedicated to the Metro project.
c) Make and models are described in B 1) above.
d) Make and models of yard hostler are described in B 1) above. Specifications are included in the appendix.
e) We will contract with the landfill(s) for tipping services.
f) Schedules for delivery were included in the timeline under 2.A. 1). The tractors will be delivered to Pape/Kenworth Portland. We will finish outfitting the tractors locally. Transfer Station yard tractors will be purchased from Leavitt Machinery in Portland and delivered to the Service Center. Trailers will be built in Boise, ID. We will pick up the trailers in Boise and take them straight to the appropriate staging location.
g) Tracking technology was described in 5) f) above.

C. Equipment and Equipment Maintenance:

For every trip, drivers perform pre- and post-trip inspections to FMCSA standards. Deficiencies are recorded on a DVIR (Daily vehicle inspection report) for all tractors and trailers. If the deficiency prevents us from using that tractor or trailer, maintenance is called and the vehicle is repaired before the unit is returned to service. In addition, our maintenance team will perform inspections at service intervals based on miles for linehaul tractors and trailers and hours for yard hostlers. For example, linehaul tractors will be serviced by maintenance every 15,000 miles. See checklist in the appendix section. Full service, including all those items checked at the 15,000-mile inspection will be done every 50,000 miles. In addition, we perform an FMCSA Annual inspection to comply with 49 CFR 396 which covers all highway equipment including support vehicles. For trailers, each connect and disconnect requires an additional pre- and post-trip inspection. After each tip, we inspect for complete discharge, trailer issues, gate seal, etc. If deficiencies are noted, equipment will be directed to the appropriate location for repair prior to being returned to service.

Redundancy in our tractor, trailer and hostler counts allows for maintenance, both planned and unplanned. If there is a maintenance issue that would impact the operations there would be immediate communication with Metro as to the issue and the action taken to correct the issue. Planned maintenance schedules for the linehaul tractors are depicted in the table below; schedules for hostlers would be similar, but maintenance intervals would be based on hours instead of miles. A typical PM maintenance plan looks like this:

Service	Description	Frequency in Miles
000-360	Standard Inspection	12,500
000-361	Oil Sample	25,000
000-320	Engine; Oil Change	50,000
000-393	Alignment	200,000
000-325	Drive Train - Transmission Service	350,000
000-380	Annual Inspection	100,000
NA	Disc Brake Wear Repair	150,000
NA	Miscellaneous Service	100,000

An advanced maintenance software program (TMT) is integrated into our other systems for reporting and inventory management purposes. PeopleNet exports mileage into TMT; fuel and mileage data are reported weekly and uploaded into TMT. TMT puts out Preventative Maintenance (PM) reports each day. Units requiring PM work first show up at 90% of the interval, so advance planning can be made to schedule the PMs for each unit. TMT also provides analytics to help prioritize the work that needs to be competed. Forms and Reports used in the maintenance function are described below:

- DVIR (Daily Vehicle Inspection Report). This form is filled out by the driver during their pre- and post-trip inspections.
- Equipment Repair Order – This is an electronic record of repairs made to equipment and facilities which records mileage, hours, repair history, serial numbers of equipment parts used, mechanic ID, dates and times in addition to other items.
- Checklists (TMT)– All checklists are electronic and developed using best practices and inputs from OEM of items inspected or tested for each inspection and maintenance interval.
- Engine Hours and Mileage reporting (TMT) – Information is uploaded from PeopleNet and other devices and imported into the maintenance system.
- PM Due Report (TMT) - This report shows maintenance intervals that are coming due so work can be assigned, scheduled and prioritized.
- Repair History (TMT) – On-demand reporting for a particular piece of equipment or group of equipment showing repair history
- Parts management and inventory reporting (TMT) – helps ensure that we are appropriately stocked with the appropriate inventory
- Life-Cycle Cost (TMT) – helps identify costs associated with a certain piece, make or model of equipment over the life cycle to identify when the appropriate replacement should be made.
- Campaign Process Reporting (TMT) – Aids in assigning repairs or modifications to equipment that need updated or where recalls are made on a particular part.

- Tire Management reporting (TMT) – helps track brand and type of tires, miles and equipment utilizing those tires.
- BI Reporting – BI reporting combines information from various LTII systems including TMT, miles, routes, etc., and consolidates it for predictive analysis and on-the-fly reporting needs.

Major equipment repairs will be performed in house or at the manufacturer's dealership. Emergency repairs, if practical will be performed either in house or by the manufacturer. We will have mechanics with service trucks at the Service Center and the landfill that can respond to certain roadside emergencies as well as complete routine maintenance tasks and inspections. Pape Kenworth is located in Portland and would be called upon as a backup for tractor repair, Les Schwab for tires and Western Trailer for trailer repairs.

An inventory of spare parts will be available and stocked locally, similar to our other operations. We utilize recycled parts and supplies where practicable. Other LTII locations, in Boardman and Tangent, Oregon and in Vancouver and Sunnyside, Washington have full shops and maintenance personnel can provide backup and redundancy for our Portland operations.

Drivers are responsible to clean truck cabs daily and a thorough interior cleaning is done with each maintenance cycle. We anticipate a full cleaning for trailers and tractors every 10-14 days at JLE Truck Wash in Portland. JLE has proper facilities and water treatment to provide this service in an environmentally-sound way. Trailer watertight testing will be completed prior to delivery, and periodically if issues are discovered.

Replacement is determined by miles for linehaul tractors and hours or age for yard tractors and landfill tractors. We anticipate replacing the linehaul tractors after 5 years or 500,000 miles. Engines, transmissions and other components generally last for the life of the unit, but if we need to replace a component, it is either rebuilt to the manufacturer's standards or replaced with an OEM remanufactured component. Trailers, with the proper maintenance, should last longer and will be replaced as needed. Our experience suggests that the trailers can last the length of the contract, while trailer floors will be inspected and repaired as needed.

We conduct monthly inspections of all facilities, following checklists to ensure environmental, safety and maintenance issues are addressed. All asphalted yards are swept and catch basins are emptied quarterly. In addition, we pull samples from all catch basins for testing when the cleaning is done.

For our facility, we will need to maintain a Storm Water Pollution Prevention Plan (SWPPP) and, if we have a fuel island or fuel tank, we will have a Spill Prevention Countermeasure and Cleanup SPPC. Testing is required monthly with quarterly reporting. The testing involves taking water samples from a collection point.

We meet or exceed State and Federal requirements for reporting on all our facilities. Examples of some of our maintenance checklists can be found in the Maintenance section of our Appendix or by clicking the following link. [Maintenance Forms]

Our Safety programs consist of the following elements:

Training – LTII provides employee training on dozens of topics directly related to the health and safety of our employees, all designed to meet or exceed regulations laid out by OSHA, the FMCSA and other regulatory agencies. Trainings range from all-staff communication trainings to an extensive driver trainer program that involves senior drivers mentoring new hires for up to four weeks of intensive, ride-along training. For a complete list of our regularly offered trainings, please see our Training Matrix in the Staffing Plan section of this Proposal. Our major training modules are as follows: Driver Trainer Program (duration ranging from 1 to four weeks, depending on experience of new hire), New Hire Orientation (3 days), LMS Training (online training, up to 30 hours per calendar year per employee), Administrative Training (1 to 5 days of training per year), Hazardous Materials Training (1 day per year), Safety Training Presentations (30 to 60 minutes monthly for all employees).

Reporting – LTII's HSSE Incident and Accident Reporting Registry is an active database maintained by HSSE staff that tracks behavioral data in multiple categories, the analysis of which may reveal patterns in an employee's past history that indicate a need for further training or corrective action to help prevent incidents in the future. Our Accident Reporting registry currently tracks the following categories: Accidents, Incidents, Cargo Loss Incidents, Chain of Custody Incidents, On the Job Injury Reporting, and Safety Hazard Observations. The data from this reporting registry is also used for statistical analysis to ensure we are meeting all DOT, FMCSA and OSHA requirements.

Illness and injury prevention programs – LTI's injury and illness prevention efforts take several forms: Health and safety are major themes of both our New Hire Orientation and our Driver Training Program. But the most regularly occurring efforts to prevent injury and illness are our monthly Safety Training Presentations. These occur on a regularly set schedule and are focused on delivering training or guidance to employees on any number of ways to avoid illness or injury. Regularly occurring themes addressed are: slip, trip and fall prevention, personal health and welfare habits such as recommendations for diet, exercise and sleep habits, along with general safety practices for the workplace and for home, etc. LTII also offers an Employee Assistance Program to all employees, a resource that provides counseling and other outside services to employees and their families relating to both physical and mental well-being.

Inspections – Through our Internal Evaluation Plan, LTII is constantly self-auditing our performance regarding on many measurable safety or compliance benchmarks. LTII conducts regular audits on DOT-regulated driver qualifications, EPA-regulated pollution prevention programs (see Spill and Response description below), customer-regulated training qualifications for our drivers, etc. One of the primary means of external measurement of LTI's performance is the tracking of our Compliance, Safety and Accountability (CSA) score, tracked monthly and based on Federal Motor Carrier Safety Administration-regulated categories. The data points tracked for LTI's CSA score include any violations in the following categories: Unsafe Driving, Hours of Service Compliance, Driver Fitness, Drug/Alcohol citations, Maintenance infractions, Hazardous Materials carrier

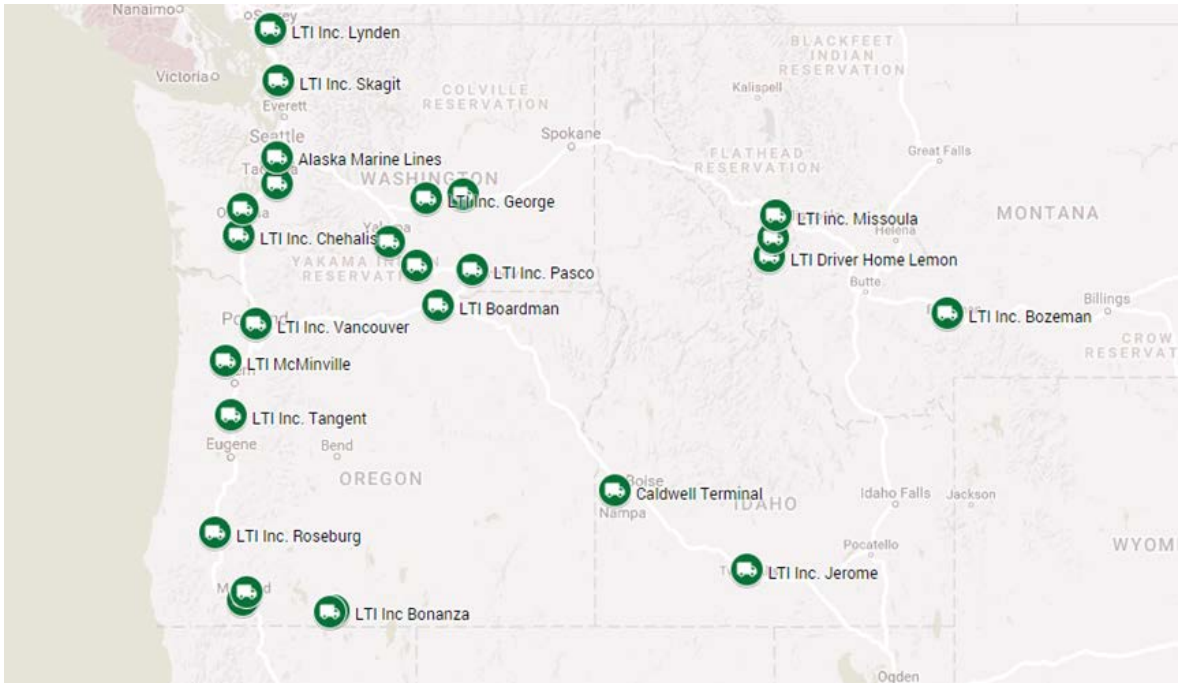
qualifications, and Crash incidents. These scores are published publically and are available to our customers and the public.

Spill and Response Control Procedures – LTI's spill and response procedures are encapsulated in our Storm Water Pollution Prevention Programs (SWPPP) that we have in place for our Sunnyside and Lynden locations, and our Spill Prevention Control and Countermeasure (SPCC) Plans we have in place in our Seattle, Lynden, Sunnyside, Moses Lake and Jerome, Idaho locations. These programs were developed in collaboration with Freer Consulting, a well-established environmental consulting firm. These programs require compliance in the form of monthly examination of location facilities and quarterly testing of run-off water from each location. These programs are maintained to ensure compliance with Environmental Protection Agency requirements.

Investigations – LTII tracks all data relating to accident or incident investigations, whether they occur on roadways, in maintenance facilities, in offices or on any company premises. In the case of traffic accidents, every incident is documented on an Accident Review form. This form, along with other supporting documents such as driver statements, witness statements, law enforcement reports, etc. are all part of our Accident Review Board, the processes of which are detailed in our Employee Handbook and our HSSE Manual.

There have been no OSHA reportable incidents or accidents involving movement of solid waste within the past five years.

D. **General Contingency Plans –** Our other LTI, Inc. locations, shown on the map below, offer excellent alternatives for manpower and equipment. We can respond to any emergency from just about any of our locations.



1) **Site/External communications during service outages** - Managers have cell phones and hotspot devices that can be used with computers, phones or other mobile devices on which

more than one cellular network can be utilized. Drivers carry cellphones and can also communicate with dispatch via our onboard computers (PeopleNet). PeopleNet works on multiple carrier networks and can cache information on the device to be uploaded later. Our mobile data collection devices also have caching ability. Our systems currently have 99.9% reliability with 24-hour support. In addition, we have backup capabilities at an offsite digital storage facility, Digital Fortress.

2) **Work stoppages** – We have some union operations and in our current Union agreements, we successfully negotiated non-work stoppage terms. In addition, many of our management personnel still hold CDLs and we can also draw on drivers from our sister companies for coverage. Our goal is always to keep freight moving for our customers and develop a plan that works toward our customer's goals.
3) **Inclement Weather** - Having hauled milk and other perishable commodities 24-7, 365 days a year since 1948, we have certainly experienced our share of inclement weather challenges from snow, ice, floods, fires, eight restrictions and extended road closures. We have created alternate passages to get around obstacles and have, at times, carried chain saws to remove downed trees. We own and operate a fleet of snowplows in order to access rural locations during snow. Multiple LTII locations offer redundancy for responding from different geographical locations. The following examples are a few of our unique experiences with inclement weather.

    - In January of 2017, we obtained a declaration from the State of Oregon and the State of Washington to accommodate an extension of the hours of service regulations in order to respond to our customers and prevent the loss of property/goods due to the extreme snow and ice. During this period, we successfully continued to move 13,000 tons of milk per day without losing a single pound of product. The State proclamations included in the Experience section of our Appendix or by click the following links. [Oregon State of Emergency] [Washington State of Emergency]

      For more on our 2014 and 2017 winter weather events, see the following linked stories from our Lynden newspaper. [Lynden Ink Snow 2017] [Lynden Ink Snow 2014]

    - Western Washington was hit with severe flooding in January of 2008, shutting down I-5 and other area roads for multiple days. We mobilized additional drivers and trucks from other areas and were able to find alternate routes with the help and support of the National Guard to continue to serve our customers. LTII was successful in obtaining a proclamation from the State of Washington to extend the hours of service regulations for that disaster. LTII was also able to provide humanitarian relief during the floods by providing tankers of potable water and delivering it to communities where water sources were contaminated. Please see the linked story from our company newsletter for more information about the floods. [Lynden Ink Flood 2008]

    - LTII moves multiple loads per day from Eastern Washington to the Portland area via I-84 and eastbound from Portland to Eastern Oregon and Idaho. During last year's Eagle

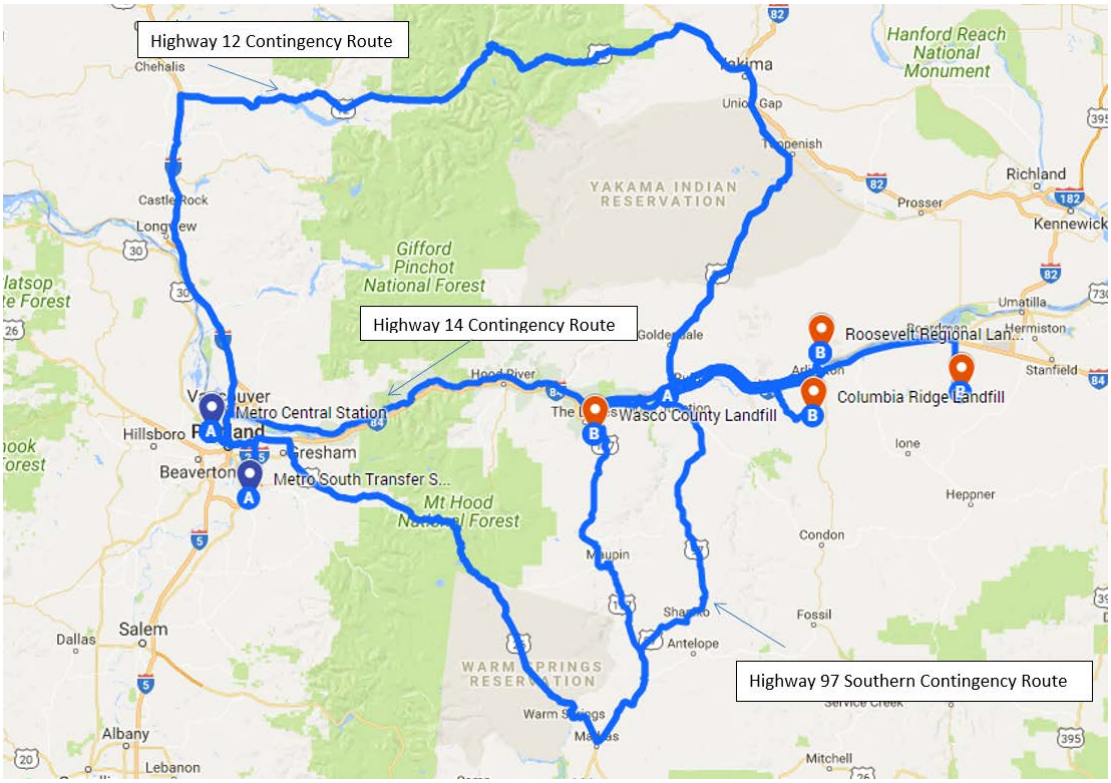
Creek fire in the Gorge, we executed our contingent routes and were able to continue serving our customers with on-time deliveries resulting in little to no impact. We executed our contingent routes and added additional driver and tractor resources necessary to accomplish the work.

4) **Equipment Failure** - We have additional trailers and tractors in our Proposal to provide redundancy and allow for planned and unplanned maintenance. In addition we have additional tractors, as well as drivers, from 22 other Northwest sites, as well as sister companies, which can be used to provide relief. We have strong relationships with vendors Kenworth, Les Schwab and Western Trailer. Each landfill site has multiple tippers to provide backup. Additional trailers could be staged at the landfill site in the event of a slowdown in tipping services. Roosevelt landfill has offered to provide a dedicated biofuel tipper to this operation. Contingency, we have factored in extra trailers for 2 days of contingency or 60 additional trailers as to cover 2 days' worth of hampered operations. We are open to negotiate more trailers if Metro deems it necessary. We have access to barges, especially during winter months to provide barge service up the Columbia River to offer that as a contingency.

5) **Road Closures and Alternate Routes** - We are providing three truck route contingency options, from shortest to longest, depending on the landfill:

- **Route 1** - Highway 14 – although this may have truck restrictions, it may offer relief at certain times of the year
- **Route 2** - Mt Hood – over Mt. Hood to Madras, Oregon and on to the landfill site(s)
- **Route 3** - Highway 12 – over White Pass through Goldendale

The three routes and locations of each landfill are shown below.



In the event any of these contingency routes are used and usual bulk fuel locations are not available, drivers can fuel at one of the PacPride locations in Portland, OR, either at 10210 North Vancouver Way or 8100 NE MLK Jr Blvd.

Between Metro Central and Wasco

Route 1

Route Distance: 225 miles **Route Duration:** 4 hour, 40 minute drive time

Route Specifics: *Metro Central to Wasco* **-** Take NW Front Ave to US-30 E/NW Yeon Ave. Take I-405 N exit toward the Dalles/Seattle. On I-5, Take exit 1A for WA-14 E. Stay on WA -14 E for 99.5 miles to 5 Mile Rd. Continue on 5 Mile Rd. to Steele Rd. *Wasco to Troutdale* – Take Steele Rd. and 5 Mile Rd. to US-197 N. Follow WA-14 W. Near Vancouver, take exit 6 onto I-205 S. Take exit 22 for I-84 E/US-30 E. Travel 7.2 miles and take exit 17 toward Marine Dr. /Troutdale. Continue onto NW Frontage Rd.

Route 2

Route Distance: 279 miles **Route Duration:** 5 hour, 35 minute drive time

Route Specifics: *Metro Central to Wasco* – Take NW Front Ave to US-30 E/NW Yeon Ave. Follow I-84 E and US-26 E to OR-216 E in Wasco Country. Slight left onto OR-216 E. Turn Left onto US – 197 N. Continue on 5 Mile Rd. to Steele Rd. *Wasco to Troutdale* – Take Steele Rd. and 5 Mile Rd. to US-197 N. Sharp right onto US-197 S. Turn right onto OR-216 W. Merge onto US-26 W. Take Kane Dr. and SW 257th Ave to NW Frontage Rd in Troutdale.

Route 3

Route Distance (one way): 343 miles **Route Duration (one way):** 6 hour, 22 minute drive time

Route Specifics: *Metro Central to Biggs Junction, OR* – Take NW Front Ave to I-405/US-30 E. Follow I-5 N to exit 68 for US-12 E in Lewis County, WA. Follow US-12 E through Mossyrock and Packwood through to Yakima, where it merges with US-97 S. Continue on US-97 S to Biggs Junction. *Biggs Junction to Wasco* – Get on I-84 W and take exit 87 to US-197 S/US-30 W in The Dalles. Continue on US-197 S. Take 5 Mile Rd to Steele Rd. Note: for round trip, double the distance and duration and return via the same route.

Between Metro Central and Columbia Ridge

Route 1

Route Distance: 333 miles **Route Duration:** 6 hour, 23 minute drive time

Route Specifics: *Metro Central to Columbia Ridge*–Take NW Front Ave to US-30 E/NW Yeon Ave. Take I-405 N exit toward the Dalles/Seattle. On I-5, Take exit 1A for WA-14 E. Continue on WA-14 E for 153 miles to Cedar Springs Ln. Turn right onto Cedar Springs Ln. *Columbia Ridge to Troutdale* – Head east on Cedar Springs Ln. Follow I-84/US-30 W and WA-14 W. Near Vancouver, take exit 6 onto I-205 S. Take exit 22 for I-84 E/US-30 E. Travel 7.2 miles and take exit 17 toward Marine Dr. /Troutdale. Continue onto NW Frontage Rd.

Route 2

Route Distance: 416 miles **Route Duration:** 7 hour, 34 minute drive time

Route Specifics: *Metro Central to Columbia Ridge* – Take NW Front Ave to US-30 E/NW Yeon Ave. Follow US-26 E, US-97 N and I-84/US-30 E to OR-19 S/Locust St in Arlington. Take exit 137 from I-84/US-30 E. Continue on OR-19 S. Driver to Cedar Springs Ln. *Columbia Ridge to Troutdale* – Get on I-84/US-30 W. Turn onto US-97 S and follow south to Madras. Turn onto US-26 N and follow to Gresham. Take SE Kane Dr. and SW 257th Ave to NW Frontage Rd in Troutdale.

Route 3

Route Distance (one way): 355 miles **Route Duration (one way):** 6 hour, 36 minute drive time

Route Specifics: *Metro Central to Biggs Junction, OR* – Same as above. *Biggs Junction to Columbia Ridge* – Get on I-84 E/US-30 E. Take exit 129. Continue on Blalock Canyon Rd. Drive to Cedar Springs Ln. Note: for round trip, double the distance and duration and return via the same route.

Between Metro Central and Finley Butte

Route 1

Route Distance: 396 miles **Route Duration:** 7 hour, 23 minute drive time

Route Specifics: *Metro Central to Finley Butte* –Take NW Front Ave to US-30 E/NW Yeon Ave. Take I-405 N exit toward the Dalles/Seattle. On I-5, Take exit 1A for WA-14 E. Stay on WA-14 E and I-84 E to bombing Range Rd. Take exit 168. Follow Bombing Range Rd. *Finley Butte to Troutdale* – Follow Bombing Range Rd. Follow I-84/US-30 W and WA-14 W. Near Vancouver, take exit 6 onto I-205 S. Take exit 22 for I-84 E/US-30 E. Travel 7.2 miles and take exit 17 toward Marine Dr. /Troutdale. Continue onto NW Frontage Rd.

Route 2

Route Distance: 585 miles **Route Duration:** 10 hour, 37 minute drive time

Route Specifics: *Metro Central to Finley Butte* – Take NW Front Ave to US-30 E/NW Yeon Ave. Follow US-26 E, US-97 N and I-84/US-30 E to Bombing Range Rd in Morrow County. Take exit 168 from I-84/US-30 E. Follow Bombing Range Rd for 11.5 miles. *Finley Butte to Troutdale* – Follow Bombing Range Rd back 11.5 miles. Get on I-84/US-30 W. Turn onto US-97 S and follow south to Madres. Turn onto US-26 N and follow to Gresham. Take SE Kane Dr. and SW 257th Ave to NW Frontage Rd in Troutdale.

Route 3

Route Distance (one way): 394 miles **Route Duration (one way):** 7 hour, 7 minute drive time

Route Specifics: *Metro Central to Biggs Junction, OR* – Same as above. *Biggs Junction to Finley Butte* – Get on I-84 E/US-30 E. Take exit 168 toward Bombing Range Rd. Turn right onto Bombing Range Rd. Note: for round trip, double the distance and duration and return via the same route.

Between Metro Central and Roosevelt

Route 1

Route Distance: 317 miles **Route Duration:** 6 hour, 8 minute drive time

Route Specifics: *Metro Central to Roosevelt* –Take NW Front Ave to US-30 E/NW Yeon Ave. Take I-405 N exit toward the Dalles/Seattle. On I-5, Take exit 1A for WA-14 E. Continue on WA-14 E for 143 miles. Turn left onto E Rd. /Roosevelt Grade Rd. and continue 7 miles. *Roosevelt to Troutdale* – Head southeast on E Rd. /Roosevelt Grade. Turn right onto WA-14 W. Follow I-84/US-30 W and WA-14 W. Near Vancouver, take exit 6 onto I-205 S. Take exit 22 for I-84 E/US-30 E. Travel 7.2 miles and take exit 17 toward Marine Dr. /Troutdale. Continue onto NW Frontage Rd.

Route 2

Route Distance: 475 miles **Route Duration:** 9 hour, 14 minute drive time

Route Specifics: *Metro Central to Roosevelt* – Take NW Front Ave to US-30 E/NW Yeon Ave. Follow I-84 E and US-26 E to OR-216 E in Wasco Country. Slight left onto OR-216 E. Take US-97 N to WA-14 E in Klickitat County. Continue on WA-14 E to E Rd/Roosevelt Grade Rd. *Roosevelt to Troutdale* – Take WA-14 W to US-97 S. Continue on US-97 S to Wasco County. Turn left onto OR-216 W. Merge onto US-26 W. Take Kane Dr. and SW 257th Ave to NW Frontage Rd in Troutdale.

Route 3

Route Distance (one way): 357 miles **Route Duration (one way):** 6 hour, 35 minute drive time

Route Specifics: *Metro Central to Biggs Junction, OR* – Same as above. *Biggs Junction to Roosevelt* – Take WA-14 E for 32 miles. Turn left onto E Rd/Roosevelt Grade Rd.

Between Metro South and Wasco

Route 1

Route Distance: 227 miles **Route Duration:** 4 hour, 35 minute drive time

Route Specifics: *Metro South to Wasco* – Get on I-205 N/OR-213 N from Washington St and Clackamas River Dr. Follow I-205 N and WA-14 E to 5 Mile Rd. Continue on 5 Mile Rd. to Steele Rd. *Wasco to Troutdale* – Take Steele Rd. and 5 Mile Rd. to US-197 N. Follow WA-14 W to NW Frontage Rd in Troutdale. Take exit 17 from I-84 E/US-30 E. Continue onto NW Frontage Rd.

Route 2

Route Distance: 409 miles **Route Duration:** 7 hour, 52 minute drive time

Route Specifics: *Metro South to Wasco* – Follow S Clackamas River Dr, Or-224 E and OR-211 N to US-26E/Pioneer Blvd in Sandy. Follow US-26 S to SE 5th St in Madras. Turn right onto US-97 N/NE 6th St. Follow US-97 N for 24.9 miles. Keep left onto US-197 N for 56.3 miles. Turn left onto 5 Mile Rd. Continue on 5 Mile Rd. to Steele Rd. *Wasco to Troutdale* – Take Steele Rd. and 5 Mile Rd. to US-197 N. Sharp right onto US-197 S. Follow US-197 S and US-97 S back to Madras. Turn onto US-26 N and follow it 101 miles. Take SE Kane Dr. and SW 257th Ave to NW Frontage Rd in Troutdale.

Route 3

Route Distance (one way): 354 miles **Route Duration (one way):** 6 hour, 25 minute drive time

Route Specifics: *Metro South to Biggs Junction, OR* – Get on I-205 N/OR-213 N from Washington St and Clackamas River Dr. Take I-5 N to exit 68 for US-12 E in Lewis County, WA. Follow US-12 E through Mossyrock and Packwood through to Yakima, where it merges with US-97 S. Continue on US-97 S to Biggs Junction. *Biggs Junction to Wasco* – Get on I-84 W and take exit 87 to US-197 S/US-30 W in The Dalles. Continue on US-197 S. Take 5 Mile Rd to Steele Rd. Note: for round trip, double the distance and duration and return via the same route.

Between Metro South and Columbia Ridge

Route 1

Route Distance: 274 miles **Route Duration:** 5 hour, 7 minute drive time

Route Specifics: *Metro South to Columbia Ridge* – Get on I-205 N/OR-213 N from Washington St and Clackamas River Dr. Follow I-205 N, WA-14 E and I-84 E to Cedar Springs Ln. Turn right onto Cedar Springs Ln. *Columbia Ridge to Troutdale* – Head east on Cedar Springs Ln. Take I-84/US-30 W and WA-14 W to NW Frontage Rd in Troutdale. Take exit 17 from I-84 E/US-30 E. Continue onto NW Frontage Rd.

Route 2

Route Distance: 513 miles **Route Duration:** 9 hour, 27 minute drive time

Route Specifics: *Metro South to Columbia Ridge* – Follow S Clackamas River Dr, Or-224 E and OR-211 N to US-26E/Pioneer Blvd in Sandy. Follow US-26 S to SE 5th St in Madras. Turn right onto US-97 N/NE 6th St. Follow US-97 N for 24.9 miles. Keep left onto US-197 N. I-84/US-30 E to OR-19 S/Locust St in Arlington. Take exit 137 from I-84/US-30 E. Continue on OR-19 S. Drive to Cedar Springs Ln. *Wasco to Troutdale* – Get on I-84/US-30 W. Follow US-197 S and US-97 S back to Madras. Turn onto US-26 N and follow it 101 miles. Take SE Kane Dr. and SW 257th Ave to NW Frontage Rd in Troutdale.

Route 3

Route Distance (one way): 366 miles **Route Duration (one way):** 6 hour, 39 minute drive time

Route Specifics: *Metro South to Biggs Junction, OR* – Same as above. *Biggs Junction to Columbia Ridge* - Get on I-84 E/US-30 E. Take exit 129. Continue on Blalock Canyon Rd. Drive to Cedar Springs Ln. Note: for round trip, double the distance and duration and return via the same route.

Between Metro South to Finley Butte

Route 1

Route Distance: 398 miles **Route Duration:** 7 hour, 18 minute drive time

Route Specifics:– *Metro South to Finley Butte* - Get on I-205 N/OR-213 N from Washington St and Clackamas River Dr. Follow I-205 N, WA-14 E and I-84 E to Bombing Range Rd. Take exit 168 from I-84 E. Follow Bombing Range Rd for 11.5 miles. *Finley Butte to Troutdale* – Follow Bombing Range Rd. Take I-84/US-30 W and WA-14 W to NW Frontage Rd in Troutdale. Take exit 17 from I-84 E/US-30 E. Continue onto NW Frontage Rd.

Route 2

Route Distance: 577 miles **Route Duration:** 10 hour, 28 minute drive time

Route Specifics: *Metro South to Finley Butte* – Follow S Clackamas River Dr, Or-224 E and OR-211 N to US-26E/Pioneer Blvd in Sandy. Follow US-26 S to SE 5th St in Madras. Turn right onto US-97 N/NE 6th St. Follow US-97 N for 24.9 miles. Keep left onto US-197 N. Turn onto I-84/US-30 E. Follow to Bombing Range Rd. Stay on Bombing Range road for 11.5 miles. *Finley Butte to Troutdale* – Get on I-84/US-30 W. Follow US-197 S and US-97 S back to Madras. Turn onto US-26 N and follow it 101 miles. Take SE Kane Dr. and SW 257th Ave to NW Frontage Rd in Troutdale.

Route 3

Route Distance (one way): 404 miles **Route Duration (one way):** 7 hour, 10 minute drive time

Route Specifics: *Metro South to Biggs Junction, OR* – Same as above. *Biggs Junction to Finley Butte* – Get on I-84 E/US-30 E. Take exit 168 toward Bombing Range Rd. Turn right onto Bombing Range Rd. Note: for round trip, double the distance and duration and return via the same route.

Between Metro South and Roosevelt

Route 1

Route Distance: 318 miles **Route Duration:** 6 hour, 3 minute drive time

Route Specifics: *Metro South to Roosevelt* – Get on I-205 N/OR-213 N from Washington St and Clackamas River Dr. Take WA-14 E to E Rd/Roosevelt Grade Rd. Turn left onto Roosevelt Grade Rd. *Roosevelt to Troutdale* –Head southeast on E Rd/Roosevelt Grade Rd. Take I-84/US-30 W and WA-14 W to NW Frontage Rd in Troutdale. Take exit 17 from I-84 E/US-30 E. Continue onto NW Frontage Rd.

Route 2

Route Distance: 507 miles **Route Duration:** 9 hour, 29 minute drive time

Route Specifics: *Metro South to Roosevelt* – Follow S Clackamas River Dr, Or-224 E and OR-211 N to US-26E/Pioneer Blvd in Sandy. Follow US-26 S to SE 5th St in Madras. Turn right onto US-97 N/NE 6th St. Follow US-97 N. Turn right onto WA-14 E. Turn left onto E Rd/Roosevelt Grade Rd. *Roosevelt to Troutdale* – Take E Rd/Roosevelt Grade Rd to WA-14 W to US-97 S. Continue on US-97 S to Wasco County. Turn left onto OR-216 W. Merge onto US-26 W. Take Kane Dr. and SW 257th Ave to NW Frontage Rd in Troutdale.

Route 3

Route Distance (one way): 368 miles **Route Duration (one way):** 6 hour, 38 minute drive time

Route Specifics: *Metro South to Biggs Junction, OR* – Same as above. *Biggs Junction to Roosevelt* – Take WA-14 E for 32 miles. Turn left onto E Rd/Roosevelt Grade Rd. Note: for round trip, double the distance and duration and return via the same route.

With marine assets available from our sister company, Alaska Marine Lines (AML), we can also make barges available to provide further options for extended closures of I-84. AML has experience sending barges up the Columbia River, specifically for freight destined for disposal.

6) **Spill response/control procedures** – See Safety section above for spill response and control procedures. For contingency planning in the case of an accidental spill, we utilize National Response Corporation (NRC), a global leader in providing end-to-end environmental, industrial and emergency response solutions. NRC is available 24-7 with mobile response. NRC provides comprehensive reporting to the appropriate authorities and identifies causes to help mitigate any future issues.

7) **Accident/Incident investigation** – LTII investigates, corrects and documents every accident, incident or on the job injury. Using the protocols established in Chapter 2.04 of our HSSE Manual, every accident or incident is examined for Causal Factors. LTII's HSSE Team, along with the employee and his or her manager meet to discuss the circumstances of the incident. Corrective action may include training and equipment or process modifications. We utilize a third party engineering firm to evaluate root cause of equipment failures and identify solutions to improve safety and prevent future issues.

8) **20% Reduction** - Over the course of our business life, we have faced many fluctuations in volumes either on a temporary basis or a more permanent basis. Our BI tool and predictive analytics helps to identify and prepare for trends. A potential for a 20% reduction in Metro tonnage would be dealt with by reducing employee count in addition to reducing the number of units dedicated to the Metro operation. In most cases, excess tractors can be absorbed into our other operations or sold to sister companies. Trailers may be modified to fit another Lynden operation or sold to a third party.

E. Experience

1) **Experience.** We believe the following operations best illustrate our experience for this Proposal.

Milk - LTI, Inc. has moved perishable, temperature and time sensitive milk in the Northwest for almost 70 years. Over 400 loads, or 28,000,000 pounds per day are picked up at area farms in Oregon, Washington, Idaho and Montana. Nearly 10.4 billion pounds or 5.2 million tons of milk were transported over 18,000,000 miles to processing plants for human consumption in 2017 alone. Milk is picked up at a minimum of every 48 hours. The equipment has to be washed internally every 24 hours to meet FDA standards for food-grade products and temperature has to be maintained within regulatory standards. Each tanker is tracked and milk must be identified to each farm. LTII, in partnership with our customers, have developed biosecurity programs that require container seals and product handling standards to support and ensure chain of custody and product integrity. Lynden computer systems enable reporting and customer interface to allow full transparency of our operations.

Alaska Marine Lines (AML) – LTII serves as a subcontractor to sister company Alaska Marine Lines. Alaska Marine Lines is a marine transportation company offering service between

Seattle and various points in Alaska and Hawaii. In addition, AML provides chartered barge service to a number of remote locations and has decades of supporting major cleanup projects involving waste harvesting, transportation and disposal. Between 750,000 and 1,000,000 tons of containerized freight per year are moved by LTII's Seattle operation in support AML and their customers. Included in this volume are shipments of 60,000 tons per year of municipal solid waste, recyclables, contaminated dirt and hazardous waste bound for various disposal sites including Roosevelt, Finley Butte and Columbia Ridge as well as recycling centers.

Salt – Our contract with Washington State Department of transportation for road salt began in 2008 and was again awarded to us in 2014. Our product is sourced out of both Chile and Mexico and requires a complete transportation solution involving both marine and ground transportation from port of origin to delivery of the salt to over 100 different locations. In the winter of 2016/2017, we delivered 108,000 tons in a short period of time with the majority delivered under extreme snow and ice conditions. Other challenges included multiple road and pass closures that required up-to-the minute contingency routing and proactive communication with the State and with our drivers.

2) **Financial Capability and Risk**: On January 10, 2018, we submitted our most recent audited financial statements for years ended 2014, 2015 and 2016 per Julie Hoffman's instructions. We are including a copy of the transmittal letter in the electronic Appendix, Administration section [Audited Financials]. We will be happy to provide any additional information as requested.

3. Community and Diversity

A. **Typical Weekday**. We used the Thursday typical volumes shown on Page 7 of Addendum #6, Attachment A to illustrate the movement of freight. In order to minimize traffic impacts, we would avoid dispatching large volumes of trucks during the heavier weekday commuting hours. The following schedule illustrates this concept.

Metro Central (Using Thursday volumes) - Assuming 30 Trailer Staging Area

Time of Day	Tons Received	Cumulative Tons	Cumulative Loads	Trucks Dispatched to MCS	Remaining Loads On-Site
Prior to 02:00	-	Loads Held over from previous Day			10.00
02:00 - 05:59	91.52	91.52	2.61	12.00	0.61
06:00 - 06:59	79.05	170.57	4.87	2.00	0.87
07:00 - 07:59	79.15	249.72	7.13	-	3.13
08:00 - 08:59	59.39	309.11	8.83	-	4.83
09:00 - 09:59	72.56	381.67	10.90	1.00	5.90
10:00 - 10:59	131.40	513.07	14.66	1.00	8.66
11:00 - 11:59	93.60	606.67	17.33	1.00	10.33
12:00 - 12:59	115.75	722.42	20.64	1.00	12.64
13:00 - 13:59	42.26	764.68	21.85	1.00	12.85
14:00 - 14:59	36.48	801.16	22.89	1.00	12.89
15:00 - 15:59	23.95	825.11	23.57	1.00	12.57
16:00 - 16:59	16.31	841.42	24.04	-	13.04
17:00 - 17:59	-	841.42	24.04		13.04
18:00 - 18:59	-	841.42	24.04		13.04
19:00 - 23:59	-	841.42	24.04	3.00	10.04

Metro South (Using Thursday volumes) - Assuming 10 Trailer Storage Area

Time of Day	Tons Received	Cumulative Tons	Cumulative Loads	Trucks Dispatched to MSS	Remaining Loads On-Site
Prior to 02:00	-	Loads Held over from previous Day			5.00
02:00 - 05:59	86.31	86.31	2.47	6.00	1.47
06:00 - 06:59	26.61	112.92	3.23	2.00	0.23
07:00 - 07:59	97.46	210.38	6.01	-	3.01
08:00 - 08:59	89.63	300.01	8.57	-	5.57
09:00 - 09:59	58.68	358.69	10.25	-	7.25
10:00 - 10:59	95.93	454.62	12.99	2.00	7.99
11:00 - 11:59	113.20	567.82	16.22	3.00	8.22
12:00 - 12:59	135.60	703.42	20.10	3.00	9.10
13:00 - 13:59	85.05	788.47	22.53	3.00	8.53
14:00 - 14:59	37.79	826.26	23.61	3.00	6.61
15:00 - 15:59	125.70	951.96	27.20	2.00	8.20
16:00 - 16:59	23.73	975.69	27.88	-	8.88
17:00 - 17:59	14.20	989.89	28.28	-	9.28
18:00 - 18:59	3.24	993.13	28.38		9.38
19:00 - 23:59	-	993.13	28.38	4.00	5.38
Day Totals	**1,834.55**	**1,834.55**	**52.42**	**52.00**	

B. **Noise, Mobility, Impact**. We are working with Kenworth to minimize tractor noise. Kenworth conducts drive-by noise testing and found that the newer trucks, especially those with the MX-11 engines, can be up to 3 decibels lower than trucks that are older which will minimize noise along the route. Identified routes will minimize noise and traffic impact to residential residents in urban areas. As part of the Bendix Wingman Advanced system, brakes are applied systematically utilizing normal braking, with less noise, as well as providing collision alerts which will help avoid impacts to fellow drivers that share the road with our trucks. Schedules will be set to take advantage of less congested traffic periods and fewer trips, with a higher payload, will further reduce impact.

We will locate key personnel at the landfill site, thus creating employment opportunities. In addition, we will consider sourcing our fuel and other supplies and services, as available at the landfill. We already have operations in those areas, in Boardman, Oregon (22 personnel) and Sunnyside, Washington (130 personnel). We would be drawing on these locations to help, in the event of a contingency.

We pride ourselves on the appearance and condition of our vehicles. Our uniformed drivers are professional, courteous and trained to represent the company in a positive manner. Protecting the company image and the customer brand are core to our mission. We purchase a very aerodynamic tractor and have opted to install additional after-market technologies such as trailer side skirts and tails, eco-mud flaps, and nose cone. The eco-mud flap moves air and water through the flap surface, eliminating spray and increasing visibility and safety for our driver as well as fellow travelers. The design of our modern, aerodynamic equipment will mitigate noise and minimize the wind turbulence that may be felt by motorists. Reduced trips and proper scheduling of our trucks and drivers will further eliminate impact to those traveling the Columbia River Gorge.

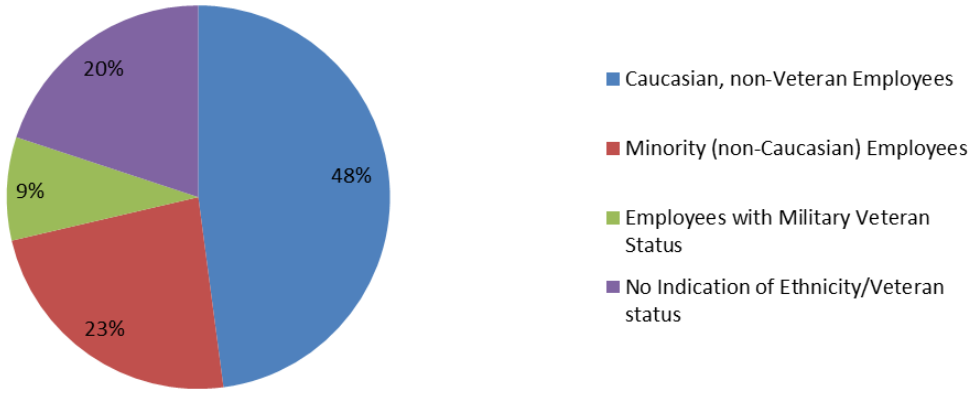
It is our policy to make charitable, educational, and civic contributions in locations where Lynden operates with a target of 1-2% of net income. For example, in 2016-2017, LTII donated to numerous groups including those that support local farmers, veterans, female entrepreneurs, those with chronic disease and disabilities, as well as children's education, arts, sports, entrepreneurship, civil leadership, and support for abuse. We are willing to contribute up to two dollars per load during the life of the contract to benefit the communities where we will operate based on mutually agreed upon programs.

Although all our employees are responsible for relationships not only with customers, but with the general public, the following individuals have ultimate responsibility for community and charitable relations.

Name	Position	Type of Issue
Jason Jansen	President	Overall community and charitable relations
Chae Matta	VP Operations	Customer, driver, family and community relations
Anthony Knapp	Director of HSSE & Compliance	Driver or equipment complaints; regulatory relations
Alan Hartgraves	Business Development Manager	Community and customer relations - general

C. **Diversity**. LTI, Inc. believes in diversity and has taken steps to insure, not only that our recruiting and hiring reflects the diversity in the area in which we operate, but that all employees feel welcome in our workforce. LTI, Inc. is an Equal Opportunity Employer and has worked toward establishing an Affirmative Action Plan. Our Affirmative Action Statement is included in the Administrative section of our electronic Appendix. [Affirmative Action Statement]

D. **Diversity of Workforce**. This past year, we implemented a new Applicant Tracking System (ATS), to help in our recruitment efforts. The ATS allows electronic delivery of employment forms such as the application (with ban the box), as well as tax forms, employee handbooks, etc. The information collected is fed electronically into our HR and payroll systems without having to print any documents. The system also facilitates posting jobs to a variety of sources including Veteran's groups, disabled workers organizations, minority centers as well as standard job placement such as Craigslist, GlassDoor, etc. Attracting women drivers and mechanics has been especially difficult. We formed a Lynden cross-company driver recruitment team that is exploring different sources for recruiting women, veterans and minorities for our driving positions and have developed a "Drive for Lynden" video featuring some of our women drivers. We currently have 600 employees and our current workforce looks like this:



E. **Wage and Benefits.** A schedule of our staffing, locations, wages and comparison to the Living Wage is shown below:

Positions, Locations, Wages and Living Wage

Count	Location	Position	Total Compensation[1]	Living Wage[2]	% of Living Wage
1	Service Center	Metro Manager	$ 101,000	$ 59,114	170.9%
1	Service Center	Dispatch/Supervisor	$ 84,000	$ 59,114	142.1%
1	Landfill	Dispatch/Supervisor Landfill	$ 81,000	$ 53,227	152.2%
2	Service Center	Mechanics- Portland Service Center	$ 28.92	28.42	101.8%
1	Service Center	Office Clerical	$ 26.92	28.42	94.7%
2	Portland Metro	Hostler - Metro Central	$ 28.92	28.42	101.8%
2	Portland Metro	Hostler - Metro South	$ 28.92	28.42	101.8%
4	Landfill	Hostler - Roosevelt only	$ 25.92	25.59	101.3%
65	Service Center	Linehaul Drivers	$ 28.42	28.42	100.0%

[1] Includes bonus compensation and driver incentives

[2] For landfill sites, we've listed the highest living wage (Wasco County)

Wages are reviewed annually, usually for April adjustments. We will take the annual CPI-U for each of our relevant areas and apply it as a base "target" for our wage adjustments. In addition, we look at market sources such as those published by the BLS and employer-based sources such as Milliman and Archbright. Driver and mechanic wages have been increasing at levels exceeding the CPI during recent years and we expect that trend to continue as those seeking driving and mechanic jobs continue to decline. We would be glad to share our annual wage adjustment information with Metro.

As you can see from our resume/bios, LTI, Inc. is a strong believer in promoting from within. The vast majority of our management started out at LTI, Inc. in an entry level role of either driver or mechanic. We advertise all jobs internally and our employees also have visibility to other Lynden company job postings.

All full-time employees enjoy the same benefit features. Our benefit plan currently includes:

- Comprehensive Medical, Dental and Vision insurance
- Group Term Life with coverage of two-times annual salary paid 100% by company
- Accidental Death and Dismemberment Insurance paid 100% by company
- Long Term Disability – pays 40% of salary following 150-days of disability
- Employee Assistance program – provides free counseling to employees and family members
- 401(k) – Company matches up to 50% of deferrals up to the first 6% of employee compensation
- Defined Contribution Plan – Company provides and addition 3% of compensation to the employee's 401(k) regardless of employee deferral
- Paid vacation, sick leave and holidays

F. **Staffing Plan.** We have taken great care in developing our staffing plan for this operation. There are some fluctuations, based on how much of the work is awarded and which landfill(s) is selected. Please see the table above (Section E) which shows our positions, locations and counts assuming we receive 100% of the work. Our brief resumes/bios for Management are included in the People section of our Appendix or by clicking the following link. [LTII Management Biographies]

Schedules for hourly employees will be set based on demand. Management employees, including the Metro Manager and Dispatcher will overlap with the Metro manager beginning at 6 A.M and the Dispatcher starting later to verify the evening driving requirements at the time the transfer stations close.

The transfer station hostler crews will work 8-hour shifts with a lunch break with one shift beginning just prior to the beginning of metro compactor operating hours with the second hostler driver starting later to accommodate the final hours of compactor operation. The overlap period will provide strong coverage during the highest demand period.

Descriptions for each position are included in the People section of our Appendix or by clicking the following link. [Job Descriptions] We have including our training matrix for each position in the table below. Some training is provided by third parties, some internally in a classroom environment, some one-on-one and some through our Learning Management System (LMS). All training is tracked and reported on our LMS which also includes reminders for past due training and recurring training.

Training Course Provided	Positions				
	Drivers	Mechanics	Operations Non-CDL	Admin	Supervisor/ Management
Accident Scene Protocol	x	x			
Cargo Securement	x				
Chain of Custody Standards of Practice	x	x	x		
Communication Training - Dispatch and Customers	x	x	x	x	x
Diet and Exercise Tips	x	x	x	x	
Driver Vehicle Inspection Reports	x	x			
Drug and Alcohol Awareness	x	x	x	x	x
Electronic Log Device Use	x	x			
Emergency Action Plan	x	x	x	x	x
Engine/Fuel Efficiency Driving Methods	x	x			
Ethics	x	x	x	x	x
Fall Protection	x	x	x	x	x
Fire Safety	x	x	x	x	x
Fit for Work	x	x	x	x	x
Harrassment Training	x	x	x	x	x
HAZMAT Training	x			x	
Hearing Conservation	x	x	x		
Hiring Practices					x
Hours of Service	x	x			
Ladder/Scaffolding Safety	x	x	x		
Long Combination Vehicles	x				
Lynden Company Overview	x	x	x		
Lynden Green Initiative	x	x	x	x	x
Material Handling	x	x	x		
New Hire Orientation	x	x	x		
Personal Protection Equipment (PPE)	x	x	x	x	x
Personal Safety Training (OJI Avoidance)	x	x	x	x	x
Pre/Post-Trip Inspection Review	x	x			
Receiving Bay Safety Best Practices	x	x	x		
Safe Driving Best Practices	x	x			
Shop Safety		x	x		
Slip & Fall Prevention	x	x	x	x	x
Strategic Leadership				x	x
Multi-Day Supervisor Skills				x	x
Tire Chaining	x	x			
Winter Driving Safety	x	x	x	x	x

Linehaul operations will work round-the clock in two eight-hour shifts per tractor, 12 hours apart, with the first shift beginning as early as 02:00 and departure schedules every 15 – 24 minutes, depending on anticipated volumes.

At this point, we are assuming all employees identified in this Proposal are full-time employees dedicated to the services proposed. Shared roles will be those that are provided by our executive and ancillary support staff such as HSSE (Health, Safety, Security and Environment), HR, training and accounting. Support personnel for these functions are located either in Lynden, Seattle, Sunnyside or Vancouver, Washington or Boardman, Oregon.

G. **Subcontractors and Suppliers.** We currently have existing relationship with minority and women-owned businesses, but we have not been able to verify their registration as a COBID or WBE business. We are currently working toward identifying those businesses. We have also searched the data bases and found surprisingly few COBID registered supplies or providers of service for or to the transportation industry. We will continue to pursue the identification and use of COBID or WBE businesses in the performance of this contract.

H. **Sustainability.**

Efficiency - LTII ranks among the top 1% of carriers in terms of CO2 per ton mile. In other words, we are able to transport the more freight per gallon of fuel than 99% of fleets in the nation. We are able to achieve this standard by using ultra-lightweight, fuel efficient equipment and innovative operations. Specifically for this operation:

1. Lightweight equipment for this operation will allow a 70,600-pound payload with 6.25-plus mpg. This translates to 537 fewer trips per year and less fuel consumed.
2. Aerodynamically designed cab and trailer reduce drag and improve fuel economy.
3. Super single, low rolling resistance tires with tire pressure monitoring and auto-inflation systems are lighter, reduce friction, improve fuel economy, and maximize tire life.
4. Right-size engines are lighter and consume less fuel than higher horsepower engines and meet or exceed the EPA/ CARB GHG17 emissions requirements.
5. Technology: Onboard computers monitor speed, shifting, and idle times to promote safe and efficient driving habits and reduce fuel consumption. Automatic idle shut off minimizes idle time (auto off after 3 min). Route optimization software helps dispatchers plan the most efficient routes
6. Performance based pay financially incentivizes drivers to reduce idle time, shift progressively, and reduce speed which all contribute to improved fuel economy.
7. Our emissions will be substantially lower than the industry average. A comparison of LTII's emissions compared to 40 other SmartWay heavy bulk carriers, shows that our CO2 emissions are 37% lower, NOx emissions are 86% lower, and our PM emissions are 81% lower than the average SmartWay heavy bulk carrier partner. SmartWay partners are considered leaders in efficiency, so compared to fleets who are not currently SmartWay partners, our performance is even more pronounced. We are also including a diagram showing a Comparison of our emissions to the current operations based on the SmartWay Truck Fleet Model.

Comparison of LTI Inc SmartWay Emissions vs. National SmartWay Partner Average				
	CO2 (g/ ton mile)	NOX (g/ ton mile)	PM (g/ ton mile)	Black Carbon
LTI Inc. SmartWay Fleet Model: Metro South (B5)	46	0.03	0.000322	0.00
LTI Inc. SmartWay Fleet Model: Metro Central (B5)	46	0.03	0.000326	0.00
SmartWay Partner Heavy Bulk Carrier Fleet Average 2016 *	73	0.20	0.0025	no info
LTI Inc. Percent Improvement over SmartWay Partner Average	**37%**	**86%**	**81%**	

* 2016 Data Year Performance Ranking Spreadsheet: SmartWay Partner Heavy Bulk Carrier Fleet Average (40 fleets)
http://app5.erg.com/smartwayweb/portal/carrierdata/carrierPerfDataEPA.xlsx

SmartWay Partners are considered leaders in efficiency and environmental performance.
The National Average Emissions of Bulk Carriers not participating in the SmartWay program would likely be higher.

Comparison of LTI Inc Emissions Efficiency vs. Current Operations Based on SmartWay Truck Fleet Model					
Total Emissions (Short Tons)	CO2	NOX	PM 2.5	PM 10	Total # of Trips
LTI, Inc. Metro Central to Columbia Ridge	3,434	2.082	0.024	0.026	6,240
LTI, Inc. Metro South to Columbia Ridge	4,272	2.571	0.030	0.033	7,800
TOTAL LTI Inc.	**7,706**	**4.653**	**0.054**	**0.059**	**14,040**
Walsh Metro Central to Columbia Ridge	4,307	2.148	0.025	0.027	6,478
Walsh Metro South Columbia Ridge	5,358	2.657	0.031	0.033	8,099
TOTAL Current Operation	**9,664**	**4.805**	**0.056**	**0.060**	**14,577**
Total Reduction in Emissions & Trips with LTI Inc. vs. Current Operation	**1,958**	**0.152**	**0.001**	**0.002**	**537**
Percent Reduction in Emissions & Trips with LTI Inc. vs. Current Operation	**20%**	**3%**	**3%**	**3%**	**4%**

Assume: LTI Inc payload of 35.3 tons vs current operation 34.06 tons and LTI Inc. mpg of 6.25 mpg vs current operation of 5.17 mpg
Current operation based on Walsch reported August 2017 Runs
Alll other inputs (idle time, truck model, etc.) were kept consistent in the SmartWay model
Modeled with new EPA GHG2017 engines for both operations, so NOX and PM reductions will be greater than shown here

A brochure illustrating our equipment and environmental capabilities is included in the Environmental section of the Appendix to this proposal. [LTII Brochure]

Alternative Fuels - We have thoroughly investigated potential alternative fuel options (including natural gas, di-methyl-ether, hydrogen, electric, propane, and bio/ synthetic diesel). At this time, renewable diesel is the best option for line-haul, yard hostlers and landfill trucks in this operation The commercialization of these technologies is changing rapidly and we are dedicated to continuing the conversation with OEM's and alternative fuel providers so that we are prepared to reevaluate all alternative fuel options at the 2025 replacement schedule when DME or hydrogen powered line haul trucks and electric yard trucks will likely be an option. Of particular interest are Nikola's hydrogen and Volvo's DME powered trucks.

Renewable Hydrocarbon Diesel (RHD): Renewable Diesel is also known as Hydro-treated Vegetable Oil (HVO) or second-generation biofuel. It is made primarily from biomass waste and residues, often the same feedstocks as biodiesel. It is created by one of three primary methods: hydro-treating, thermal conversion or biomass-to-liquid. During the production process the impurities are removed from the raw materials and hydro-treated at a high temperature. The final product has an identical chemical composition with fossil diesel fuel.

The following activities will further reduce waste streams:

1. Tires: super single low rolling resistance tires improve fuel efficiency and reduce waste compared to dual tires. Automatic tire inflation systems on the trailer keep tires properly inflated prolonging tire life. We partner with Les Schwab to recap tires. Tires that are no longer able to be repaired are recycled.
2. Maintenance Fluids: our used oil, coolant and batteries are sold to Emerald Safety Clean for recycling. Used brake shoes and drums are recycled. We are willing to purchase recycled fluids and lubes if available and meeting ASTM standards.
3. Equipment Wash Water: In order to prevent storm water pollution from our equipment wash water, we work with JLE Truck Wash. Both their mobile wash system and fixed truck wash location in Portland collects wash water discharges for proper disposal with zero discharge to the storm sewer".
4. Paper and Ink: Double sided copying is our standard. Paperless processes include electronic faxes, paystubs, newsletters, internal reports, invoicing, and on-board electronic logging. Electronic Driver Vehicle Inspection Reports and delivery receipts are currently in the testing phase. We have changed our corporate standard font to Calibri in order to reduce ink use.
5. All LED Lighting: eliminates mercury containing fluorescent lights from our waste stream.
6. Kitchen and Bathroom Waste: will be minimized by providing reusable instead of disposable dishware and electric hand dryers instead of paper towels.
7. Recycling: It is our policy to recycle all items that are accepted locally at each of our facilities. We have a process for creating recycle posters and labels for each of our locations. For Portland, this would include recycling mixed paper, cardboard, plastic tubs and bottles, metal cans, aerosol cans, aluminum foil, scrap metal, glass, compost, electronics, light bulbs, ink and toner cartridges, and batteries.
8. Recycled Content Products: We purchase 30%-100% postconsumer product recycled paper products; we buy remanufactured ink cartridges through our Staples account. We will purchase recycled paper towels, toilet paper, and napkins that meet the US EPA post-consumer fiber standards.

Energy Conservation - We have learned a great deal about how to minimize energy use at Lynden facilities through the more than 60 energy upgrades that have taken place at our facilities over the last 10 years. Our Portland facility will have all LED lighting with automatic sensors, high efficiency HVAC system with automatic thermostats and regular maintenance checks, and computer power saving software.

We are willing to purchase 100% renewable energy for our facility through Portland General Electric's Green Source program.

Our facility will pursue Portland's Sustainability at Work Certification and we are confident that we can achieve Gold Certification based on the practices already in place at our other facilities. Any facility construction will use reused wood, plastic alternatives, or Forest Stewardship Council certified wood and metro recycled latex paint. Our facility will use low flow faucets, toilets, and urinals. Landscaping will use drought tolerant and native plants. Green certified cleaning products will be used by employees and janitorial staff.

Environmental Manager System (EMS) – - LTII's Environmental Management System consists of two parts. The first part is our EMS Manual, which is a continually updated corporate document that outlines our environmental management plans for all current operations. This includes 10 chapters that carefully detail our environmental policy, our methods of risk identification, the

operational controls we have in place to avoid environmental incidents, current training we offer employees relating to environmental matters, etc. The second part of our EMS defines our EMS Team, which currently consists of four employees who regularly meet to plan and discuss current environmental issues the company faces and how they can best be addressed through safety meetings, trainings or any other efforts that may result in improving environmental performance on a company-wide, site-by-site basis.

Lynden's Green Initiative - Beginning in 2008, the Lynden companies launched a Green Initiative in order to improve our environmental performance. We formed a Cross Company Green Team that meets several times per year to discuss progress towards meeting the specific objectives below.

Our Environmental Policy Statement and the following objectives have been included in our company Core Strategies since 2008

- Continue to be a leader in the efficient use of fuel.
- Conserve energy and natural resources.
- Prevent pollution to protect the land, air, and water.
- Minimize greenhouse gas emissions and other air pollutants.
- Improve the management of waste by reducing, reusing, and recycling.
- Encourage and support employee efforts to improve environmental performance.
- Support vendors who are environmentally responsible.

Lynden's Green Initiative is a sincere, grass-roots effort with management support working to find common-sense and innovative ways to reduce our environmental impact.

Employees are encouraged to participate in our environmental efforts in several ways. We have an internal green website filled with sustainability tips for work and home, required training on our environmental programs and processes is part of new employee training, periodic employee surveys gather feedback on our sustainability efforts and opportunities to do more. Our annual Green and Fit Challenge, now in its 8th year, rewards employees for commuting to work by alternative transportation.

For more information please visit our Lynden Environmental Stewardship Website and Blog.

Conclusion

We have reviewed the contract terms and are submitting our comments for your consideration in the Appendix\Administration section. [Contract Comments]

Our surety letter is also enclosed in the Appendix\Administration section of the electronic files included with this Proposal. [Surety Letter]

We are submitting the printed version of this Proposal on recycled paper, made with 100% post-consumer fiber.

Thank you for the opportunity to propose this solution to Metro for the Solid Waste Transportation Services. We believe our solution will best meet the needs of Metro and the general public. We are happy to answer any questions you have regarding our Proposal and look forward to building a partnership with Metro.

4. **Cost Proposal –** Prices are quoted in 2018 dollars. See Detailed Addendum 7, Attachment A in the following link. [LTII Pricing]

Pricing Input Form

Company Name: LTI Inc.

Fill in the applicable yellow cells below for a proposed transfer station/landfill combination that uses one mode of transportation.

1. Percent of CPI you are proposing 100.0%

2. Guaranteed container capacity 35.3 Tons/Container

3. Price per container. Exclude the price for tipper operations including its fuel (which should be included in 6. below). Include the price for all other fuel.

	Landfill			
Metro Transfer Station	**Columbia Ridge**	**Finley Buttes**	**Roosevelt**	**Wasco County**
Central	$1,213.81	$1,324.11	$1,243.83	$1,126.41
South	$1,170.36	$1,282.44	$1,193.05	$1,090.92

3a. Discount Price per container offered if the Firm is awarded both Transfer Stations (applied to per container price, but not tipping)

	Landfill			
Metro Transfer Station	**Columbia Ridge**	**Finley Buttes**	**Roosevelt**	**Wasco County**
Central Discount %	4.7%	4.7%	4.3%	
South Discount %	5.0%	4.7%	4.3%	

4. Gallons of fuel per container (exclude tipper)

	Landfill			
Metro Transfer Station	**Columbia Ridge**	**Finley Buttes**	**Roosevelt**	**Wasco County**
Central	49.1	58.8	47.9	32.7
South	49.1	58.8	47.9	32.7

5. Fuel price per gallon (exclude tipper) $2.12

6. Tipper price (per container, including fuel)

	Landfill			
Metro Transfer Station	**Columbia Ridge**	**Finley Buttes**	**Roosevelt**	**Wasco County**
Central	$19.73	$23.93	$9.71	$23.93
South	$19.73	$23.93	$9.71	$23.93

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PROPOSAL TAB

Enter data into the Pricing Input Form under the Proposal tab below.
Input data into yellow highlighted cells based on your proposal.

Only one excel template form is required to be completed if the proposed container payload/transportation mode is the same for each Transfer Station and Landfill combination.
If the Proposer proposes different container payloads from the two transfer stations, then a separate excel template form is required for each container payload/transport mode.
For example, if the Proposer plans to provide truck services from Central Transfer Station and barge services from South Transfer Station with different payloads from the two stations, then 2 separate excel template forms are needed, one for each Transfer Station.

Cost Calculations.
Calculations are provided for information purposes only and are not intended or implied to be used by the proposers for the purpose of making decisions.

Cost and present value calculations are made in the PROPOSAL Tab in columns K through CF, and rows 4 through 100.

a. With no Discount Price per container from rows 4 through 40.
b. With Discount Price per container from rows 45 through 100 if Discount Price per container is offered (line 3a in the PROPOSAL Tab).

ASSUMPTIONS

A. CPI Assumptions:
Inflation starts Calendar Year 2021.

An annual inflation rate of 2.30% for all non-fuel prices that get inflated**:**
Container Price, Tipper Price, and Transfer Station Price Added Cost.

B. CPI percentage:
The CPI Percentage (line 1 in the PROPOSAL Tab) applies to Price per Container, Discounted Price, and Tipper Price.

C. Added transfer station costs per container if tons per container < 34

First year cost:
2020 Metro Central cost per container: **$134.51**
2020 Metro South cost per container: **$94.08**

Calculations are made in the PROPOSAL Tab in columns A through G, and rows 55 through 75.

D. Reduced transfer station costs per container if tons per container > 34

First year reduction:
2020 Metro Central reduced cost per container: **($118.28)**
2020 Metro South reduced cost per container: **($94.08)**

Calculations are made in the PROPOSAL Tab in columns A through G, and rows 78 through 98.

E. To calculate Present Value:
Used expected rate on Solid Waste Revenue Bond project: 3.5%
.

Pricing Input Form

Company Name: LEI Inc.

Fill in the applicable yellow cells below for a proposed transfer station/landfill combination that uses one mode of transportation.

1. Percent of CPI you are proposing 100.0%

2. Guaranteed container capacity 95.5 Tons/Container

3. Price per container. Exclude the price for tipper operations including its fuel (which should be included in 6. below). Include the price for all other fuel.

Metro Transfer Station	Landfill Columbia Ridge	Finley Buttes	Roosevelt	Wasco County
Central	$1,213.81	$1,324.11	$1,243.83	$1,126.43
South	$1,170.96	$1,282.44	$1,199.05	$1,090.92

3a. Discount Price per container offered if the Firm is awarded both Transfer Stations (applied to per container price, but not tipping)

Metro Transfer Station	Landfill Columbia Ridge	Finley Buttes	Roosevelt	Wasco County
Central Discount %	4.7%	4.7%	4.3%	
South Discount %	5.0%	4.7%	4.3%	

4. Gallons of fuel per container (exclude tipper)

Metro Transfer Station	Landfill Columbia Ridge	Finley Buttes	Roosevelt	Wasco County
Central	49.1	58.8	47.9	32.7
South	49.1	58.8	47.9	32.7

5. Fuel price per gallon (exclude tipper) $2.10

6. Tipper price (per container, including fuel)

Metro Transfer Station	Landfill Columbia Ridge	Finley Buttes	Roosevelt	Wasco County
Central	$19.73	$23.93	$9.71	$23.93
South	$19.73	$23.93	$9.71	$23.93

End Proposer Inputs

CALCULATION OF ADDED COSTS AT TRANSFER STATIONS FOR AVERAGE PAYLOAD LESS THAN 34 TONS

Added Per-Container Costs At Transfer Stations for additional containers required because Payloads are < 34 tons

Metro Transfer Station	Columbia Ridge	Finley Buttes	Roosevelt	Wasco
Central	$0.00	$0.00	$0.00	$0.00
South	$0.00	$0.00	$0.00	$0.00

Calculation of Additional Cost per Container if Tons per Container <34 — Year 2020

	Metro Estimate 2020 Cost per Additional Container	Proposer Tons/Container	Additional Containers	Additional Cost	Total Containers Including Additional Containers
Central	$1563.51	0.0	0.0	$0.00	0

Added Cost to All Containers for Consistency with Other Costs per Container Calculations
(Divides the Additional Cost by the Total Containers (Including Additional Containers)

South	$99.08	0.0	0.0	$0.00	0

$0.00

Added Cost to All Containers for Consistency with Other Costs per Container Calculations
(Divides the Additional Cost by the Total Containers (Including Additional Containers)

$0.00

CALCULATION OF COST SAVINGS AT TRANSFER STATIONS FOR AVERAGE PAYLOAD GREATER THAN 34 TONS

Cost Savings Per-Container At Transfer Stations for less containers required because Payloads are > 34 tons

Metro Transfer Station	Landfill Columbia Ridge	Finley Buttes	Roosevelt	Wasco
Central	-$4.51	-$4.51	-$4.51	-$4.51
South	-$3.64	-$3.64	-$3.64	-$3.64

Calculation of Cost Savings per Container if Tons per Container >34 — Year 2020

	Metro Estimate 2020 Cost Savings per Container	Proposer Tons/Container	Reduction of Containers	Reduced Cost	Total Containers Including Reduction of Containers
Central	($118.68)	95.5	(2.0)	(178.149)	6.240

Cost Savings to All Containers for Consistency with Other Costs per Container Calculations
(Divides the Reduced Cost by the Total Containers (Including Reduction of Containers)

-$4.51

Central	$496.00	95.5	(2.0)	(928.0)	7.800

Cost Savings to All Containers for Consistency with Other Costs per Container Calculations
(Divides the Reduced Cost by the Total Containers (Including Reduction of Containers)

-$3.64

CENTRAL TONS AND LOADS

CY	FORECAST Outgoing To Landfill Ton	LOADS Loads	Based on Firm Ton/Container # of Loads	Variance From 34 Tons/Load	LANDFILL OPTIONS Columbia R Loads	Finley B Loads	Roosevelt Loads	Wasco Loads
			Current AVG					
2020	220,256	6,478	6,240	-238	6,240	6,240	6,240	6,240
2021	223,509	6,574	6,332	-242	6,332	6,332	6,332	6,332
2022	227,245	6,684	6,438	-246	6,438	6,438	6,438	6,438
2023	229,521	6,751	6,502	-249	6,502	6,502	6,502	6,502
2024	233,025	6,854	6,601	-253	6,601	6,601	6,601	6,601
2025	236,240	6,948	6,692	-256	6,692	6,692	6,692	6,692
2026	239,454	7,043	6,783	-260	6,783	6,783	6,783	6,783
2027	242,669	7,137	6,874	-263	6,874	6,874	6,874	6,874
2028	245,884	7,232	6,966	-266	6,966	6,966	6,966	6,966
2029	249,099	7,326	7,057	-270	7,057	7,057	7,057	7,057
	2,346,901	69,027	66,485	(2,542)	66,485	66,485	66,485	66,485

SOUTH TONS AND LOADS

CY	FORECAST Outgoing To Landfill Ton	LOADS Loads	Based on Firm Ton/Container # of Loads	Variance From 34 Tons/Load	LANDFILL OPTIONS Columbia R Loads	Finley B Loads	Roosevelt Loads	Wasco Loads
			Current AVG					
2020	275,351	8,099	7,800	-299	7,800	7,800	7,800	7,800
2021	278,849	8,201	7,899	-302	7,899	7,899	7,899	7,899
2022	282,554	8,310	8,004	-306	8,004	8,004	8,004	8,004
2023	284,556	8,369	8,061	-308	8,061	8,061	8,061	8,061
2024	288,919	8,527	8,213	-314	8,213	8,213	8,213	8,213
2025	291,704	8,618	8,320	-318	8,320	8,320	8,320	8,320
2026	297,490	8,750	8,427	-323	8,427	8,427	8,427	8,427
2027	301,275	8,855	8,535	-326	8,535	8,535	8,535	8,535
2028	305,061	8,972	8,642	-330	8,642	8,642	8,642	8,642
2029	308,846	9,084	8,749	-335	8,749	8,749	8,749	8,749
	2,917,603	85,811	82,650	(3,161)	82,650	82,650	82,650	82,650

CPI assumption for container price and other - non fuel prices that get inflated: 4.36% Annual

TO CALCULATE COSTS FOR CENTRAL - NO DISCOUNT PRICE ! TO CALCULATE COSTS FOR CENTRAL – NO DISCOUNT PRICE PER CONTAINER

CENTRAL TONS PER CONTAINER

CY	Columbia R	Finley B	Roosevelt	Wasco
2020	35.3	35.3	35.3	35.3
2021	35.3	35.3	35.3	35.3
2022	35.3	35.3	35.3	35.3
2023	35.3	35.3	35.3	35.3
2024	35.3	35.3	35.3	35.3
2025	35.3	35.3	35.3	35.3
2026	35.3	35.3	35.3	35.3
2027	35.3	35.3	35.3	35.3
2028	35.3	35.3	35.3	35.3
2029	35.3	35.3	35.3	35.3

CENTRAL PRICE PER CONTAINER

CY	CPI	% of CPI	Columbia R	Finley B	Roosevelt	Wasco
2020			$1,213.81	$1,324.11	$1,243.83	$1,126.43
2021	4.36%	100.0%	1,241.73	1,354.56	1,272.44	1,152.52
2022	4.36%	100.0%	1,270.29	1,385.71	1,301.71	1,178.92
2023	4.36%	100.0%	1,293.55	1,411.06	1,325.51	1,200.50
2024	4.36%	100.0%	1,329.40	1,450.18	1,362.28	1,233.82
2025	4.36%	100.0%	1,359.98	1,483.53	1,393.61	1,262.08
2026	4.36%	100.0%	1,393.26	1,517.65	1,425.66	1,291.02
2027	4.36%	100.0%	1,425.24	1,554.56	1,458.45	1,320.76
2028	4.36%	100.0%	1,455.99	1,588.27	1,491.99	1,351.14
2029	4.36%	100.0%	1,485.68	1,624.80	1,526.31	1,382.24

CENTRAL GALLONS OF FUEL PER CONTAINER

CY	Columbia R	Finley B	Roosevelt	Wasco
2020	49.1	58.8	47.9	32.7
2021	49.1	58.8	47.9	32.7
2022	49.1	58.8	47.9	32.7
2023	49.1	58.8	47.9	32.7
2024	49.1	58.8	47.9	32.7
2025	49.1	58.8	47.9	32.7
2026	49.1	58.8	47.9	32.7
2027	49.1	58.8	47.9	32.7
2028	49.1	58.8	47.9	32.7
2029	49.1	58.8	47.9	32.7

CENTRAL TIPPING PRICE PER CONTAINER

CY	CPI	% of CPI	Columbia R	Finley B	Roosevelt	Wasco
2020			$19.73	$23.93	$9.71	$23.93
2021	4.36%	100.0%	20.18	24.48	9.93	24.48
2022	4.36%	100.0%	20.64	25.04	10.16	25.04
2023	4.36%	100.0%	21.11	25.62	10.39	25.62
2024	4.36%	100.0%	21.60	26.21	10.63	26.21
2025	4.36%	100.0%	22.10	26.81	10.87	26.81
2026	4.36%	100.0%	22.61	27.43	11.12	27.43
2027	4.36%	100.0%	23.13	28.06	11.38	28.06
2028	4.36%	100.0%	23.66	28.71	11.64	28.71
2029	4.36%	100.0%	24.20	29.37	11.91	29.37

IT Tons per Container >34 — 34.0

CENTRAL TRANSFER STATION ADDED/REDUCED COST PER CONTAINER

CY	CPI	Columbia R	Finley B	Roosevelt	Wasco
2020		-$4.51	-$4.51	-$4.51	-$4.51
2021	4.36%	-4.61	-4.61	-4.61	-4.61
2022	4.36%	-4.72	-4.72	-4.72	-4.72
2023	4.36%	-4.83	-4.83	-4.83	-4.83
2024	4.36%	-4.94	-4.94	-4.94	-4.94
2025	4.36%	-5.05	-5.05	-5.05	-5.05
2026	4.36%	-5.17	-5.17	-5.17	-5.17
2027	4.36%	-5.29	-5.29	-5.29	-5.29
2028	4.36%	-5.41	-5.41	-5.41	-5.41
2029	4.36%	-5.53	-5.53	-5.53	-5.53
		$83,914,798	$97,974,867	$92,035,844	$83,347,116

TO CALCULATE COSTS FOR SOUTH - NO DISCOUNT PRICE PE TO CALCULATE COSTS FOR SOUTH - NO DISCOUNT PRICE PER CONTAINER

SOUTH TONS PER CONTAINER

CY	Columbia R	Finley B	Roosevelt	Wasco
2020	35.3	35.3	35.3	35.3
2021	35.3	35.3	35.3	35.3
2022	35.3	35.3	35.3	35.3
2023	35.3	35.3	35.3	35.3
2024	35.3	35.3	35.3	35.3
2025	35.3	35.3	35.3	35.3
2026	35.3	35.3	35.3	35.3
2027	35.3	35.3	35.3	35.3
2028	35.3	35.3	35.3	35.3
2029	35.3	35.3	35.3	35.3

SOUTH PRICE PER CONTAINER

CY	CPI	% of CPI	Columbia R	Finley B	Roosevelt	Wasco
2020			$1,170.96	$1,282.44	$1,193.05	$1,090.92
2021	4.36%	100.0%	1,197.28	1,311.94	1,220.49	1,116.02
2022	4.36%	100.0%	1,224.82	1,342.11	1,248.56	1,141.68
2023	4.36%	100.0%	1,252.99	1,372.98	1,277.28	1,167.94
2024	4.36%	100.0%	1,281.81	1,404.56	1,306.66	1,194.80
2025	4.36%	100.0%	1,311.29	1,436.86	1,336.71	1,222.28
2026	4.36%	100.0%	1,341.45	1,469.91	1,367.45	1,250.39
2027	4.36%	100.0%	1,372.30	1,503.72	1,398.90	1,279.15
2028	4.36%	100.0%	1,403.86	1,538.31	1,431.07	1,308.57
2029	4.36%	100.0%	1,436.15	1,573.69	1,463.98	1,338.67

SOUTH GALLONS OF FUEL PER CONTAINER

CY	Columbia R	Finley B	Roosevelt	Wasco
2020	49.1	58.8	47.9	32.7
2021	49.1	58.8	47.9	32.7
2022	49.1	58.8	47.9	32.7
2023	49.1	58.8	47.9	32.7
2024	49.1	58.8	47.9	32.7
2025	49.1	58.8	47.9	32.7
2026	49.1	58.8	47.9	32.7
2027	49.1	58.8	47.9	32.7
2028	49.1	58.8	47.9	32.7
2029	49.1	58.8	47.9	32.7

SOUTH TIPPING PRICE PER CONTAINER

CY	CPI	% of CPI	Columbia R	Finley B	Roosevelt	Wasco
2020			$19.73	$23.93	$9.71	$23.93
2021	4.36%	100.0%	20.18	24.48	9.93	24.48
2022	4.36%	100.0%	20.64	25.04	10.16	25.04
2023	4.36%	100.0%	21.11	25.62	10.39	25.62
2024	4.36%	100.0%	21.60	26.21	10.63	26.21
2025	4.36%	100.0%	22.10	26.81	10.87	26.81
2026	4.36%	100.0%	22.61	27.43	11.12	27.43
2027	4.36%	100.0%	23.13	28.06	11.38	28.06
2028	4.36%	100.0%	23.66	28.71	11.64	28.71
2029	4.36%	100.0%	24.20	29.37	11.91	29.37

IT Tons per Container >34 — 34.0

SOUTH TRANSFER STATION ADDED/REDUCED COST PER CONTAINER

CY	CPI	Columbia R	Finley B	Roosevelt	Wasco
2020		-$3.64	-$3.64	-$3.64	-$3.64
2021	4.36%	-3.72	-3.72	-3.72	-3.72
2022	4.36%	-3.81	-3.81	-3.81	-3.81
2023	4.36%	-3.90	-3.90	-3.90	-3.90
2024	4.36%	-3.99	-3.99	-3.99	-3.99
2025	4.36%	-4.08	-4.08	-4.08	-4.08
2026	4.36%	-4.17	-4.17	-4.17	-4.17
2027	4.36%	-4.27	-4.27	-4.27	-4.27
2028	4.36%	-4.37	-4.37	-4.37	-4.37
2029	4.36%	-4.47	-4.47	-4.47	-4.47
		$107,641,387	$117,948,683	$109,727,875	$100,194,840

TO CALCULATE COSTS FOR CENTRAL INCLUDING DISCOUNT TO CALCULATE COSTS FOR CENTRAL INCLUDING DISCOUNT PRICE PER CONTAINER IF APPLICABLE

Discount: With Discount if applicable — 4.7% | 4.7% | 4.3% | 0.0%

CENTRAL TONS PER CONTAINER

CY	Columbia R	Finley B	Roosevelt	Wasco
2020	35.3	35.3	35.3	35.3
2021	35.3	35.3	35.3	35.3
2022	35.3	35.3	35.3	35.3
2023	35.3	35.3	35.3	35.3
2024	35.3	35.3	35.3	35.3
2025	35.3	35.3	35.3	35.3
2026	35.3	35.3	35.3	35.3
2027	35.3	35.3	35.3	35.3
2028	35.3	35.3	35.3	35.3
2029	35.3	35.3	35.3	35.3

CENTRAL PRICE PER CONTAINER

CY	CPI	% of CPI	Columbia R	Finley B	Roosevelt	Wasco
2020			$1,156.76	$1,261.88	$1,190.35	$1,126.43
2021	4.36%	100.0%	1,183.37	1,290.90	1,217.72	1,152.32
2022	4.36%	100.0%	1,210.59	1,320.59	1,245.73	1,178.92
2023	4.36%	100.0%	1,238.43	1,350.96	1,274.38	1,205.93
2024	4.36%	100.0%	1,266.91	1,382.05	1,303.69	1,233.67
2025	4.36%	100.0%	1,296.05	1,413.82	1,333.67	1,262.08
2026	4.36%	100.0%	1,325.85	1,446.29	1,364.33	1,291.02
2027	4.36%	100.0%	1,356.35	1,479.61	1,395.72	1,320.76
2028	4.36%	100.0%	1,387.55	1,513.64	1,427.82	1,351.14
2029	4.36%	100.0%	1,419.46	1,548.45	1,460.68	1,382.24

CENTRAL GALLONS OF FUEL PER CONTAINER

CY	Columbia R	Finley B	Roosevelt	Wasco
2020	49.1	58.8	47.9	32.7
2021	49.1	58.8	47.9	32.7
2022	49.1	58.8	47.9	32.7
2023	49.1	58.8	47.9	32.7
2024	49.1	58.8	47.9	32.7
2025	49.1	58.8	47.9	32.7
2026	49.1	58.8	47.9	32.7
2027	49.1	58.8	47.9	32.7
2028	49.1	58.8	47.9	32.7
2029	49.1	58.8	47.9	32.7

CENTRAL TIPPING PRICE PER CONTAINER

CY	CPI	% of CPI	Columbia R	Finley B	Roosevelt	Wasco
2020			$19.73	$23.93	$9.71	$23.93
2021	4.36%	100.0%	20.18	24.48	9.93	24.48
2022	4.36%	100.0%	20.64	25.04	10.16	25.04
2023	4.36%	100.0%	21.11	25.62	10.39	25.62
2024	4.36%	100.0%	21.60	26.21	10.63	26.21
2025	4.36%	100.0%	22.10	26.81	10.87	26.81
2026	4.36%	100.0%	22.61	27.43	11.12	27.43
2027	4.36%	100.0%	23.13	28.06	11.38	28.06
2028	4.36%	100.0%	23.66	28.71	11.64	28.71
2029	4.36%	100.0%	24.20	29.37	11.91	29.37

IT Tons per Container >34 — 34.0

CENTRAL TRANSFER STATION ADDED/REDUCED COST PER CONTAINER

CY	CPI	Columbia R	Finley B	Roosevelt	Wasco
2020		-$4.51	-$4.51	-$4.51	-$4.51
2021	4.36%	-4.61	-4.61	-4.61	-4.61
2022	4.36%	-4.72	-4.72	-4.72	-4.72
2023	4.36%	-4.83	-4.83	-4.83	-4.83
2024	4.36%	-4.94	-4.94	-4.94	-4.94
2025	4.36%	-5.05	-5.05	-5.05	-5.05
2026	4.36%	-5.17	-5.17	-5.17	-5.17
2027	4.36%	-5.29	-5.29	-5.29	-5.29
2028	4.36%	-5.41	-5.41	-5.41	-5.41
2029	4.36%	-5.53	-5.53	-5.53	-5.53
		$85,595,038	$93,170,845	$88,077,533	$83,347,116

TO CALCULATE COSTS FOR SOUTH INCLUDING DISCOUNT PRICE PER CONTAINER IF APPLICABLE

Discount: With Discount if applicable — 5.0% | 4.7% | 4.3% | 0.0%

SOUTH TONS PER CONTAINER

CY	Columbia R	Finley B	Roosevelt	Wasco
2020	35.3	35.3	35.3	35.3
2021	35.3	35.3	35.3	35.3
2022	35.3	35.3	35.3	35.3
2023	35.3	35.3	35.3	35.3
2024	35.3	35.3	35.3	35.3
2025	35.3	35.3	35.3	35.3
2026	35.3	35.3	35.3	35.3
2027	35.3	35.3	35.3	35.3
2028	35.3	35.3	35.3	35.3
2029	35.3	35.3	35.3	35.3

SOUTH PRICE PER CONTAINER

CY	CPI	% of CPI	Columbia R	Finley B	Roosevelt	Wasco
2020			$1,111.64	$1,222.17	$1,141.70	$1,090.92
2021	4.36%	100.0%	1,137.41	1,250.28	1,168.05	1,116.02
2022	4.36%	100.0%	1,163.57	1,279.04	1,194.87	1,141.68
2023	4.36%	100.0%	1,190.33	1,308.46	1,222.35	1,167.94
2024	4.36%	100.0%	1,217.71	1,338.55	1,250.46	1,194.80
2025	4.36%	100.0%	1,245.72	1,369.34	1,279.22	1,222.28
2026	4.36%	100.0%	1,274.37	1,400.83	1,308.64	1,250.39
2027	4.36%	100.0%	1,303.68	1,433.05	1,338.74	1,279.15
2028	4.36%	100.0%	1,333.66	1,466.01	1,369.51	1,308.57
2029	4.36%	100.0%	1,364.33	1,499.73	1,401.00	1,338.67

SOUTH GALLONS OF FUEL PER CONTAINER

CY	Columbia R	Finley B	Roosevelt	Wasco
2020	49.1	58.8	47.9	32.7
2021	49.1	58.8	47.9	32.7
2022	49.1	58.8	47.9	32.7
2023	49.1	58.8	47.9	32.7
2024	49.1	58.8	47.9	32.7
2025	49.1	58.8	47.9	32.7
2026	49.1	58.8	47.9	32.7
2027	49.1	58.8	47.9	32.7
2028	49.1	58.8	47.9	32.7
2029	49.1	58.8	47.9	32.7

SOUTH TIPPING PRICE PER CONTAINER

CY	CPI	% of CPI	Columbia R	Finley B	Roosevelt	Wasco
2020			$19.73	$23.93	$9.71	$23.93
2021	4.36%	100.0%	20.18	24.48	9.93	24.48
2022	4.36%	100.0%	20.64	25.04	10.16	25.04
2023	4.36%	100.0%	21.11	25.62	10.39	25.62
2024	4.36%	100.0%	21.60	26.21	10.63	26.21
2025	4.36%	100.0%	22.10	26.81	10.87	26.81
2026	4.36%	100.0%	22.61	27.43	11.12	27.43
2027	4.36%	100.0%	23.13	28.06	11.38	28.06
2028	4.36%	100.0%	23.66	28.71	11.64	28.71
2029	4.36%	100.0%	24.20	29.37	11.91	29.37

IT Tons per Container >34 — 34.0

SOUTH TRANSFER STATION ADDED/REDUCED COST PER CONTAINER

CY	CPI	Columbia R	Finley B	Roosevelt	Wasco
2020		-$3.64	-$3.64	-$3.64	-$3.64
2021	4.36%	-3.72	-3.72	-3.72	-3.72
2022	4.36%	-3.81	-3.81	-3.81	-3.81
2023	4.36%	-3.90	-3.90	-3.90	-3.90
2024	4.36%	-3.99	-3.99	-3.99	-3.99
2025	4.36%	-4.08	-4.08	-4.08	-4.08
2026	4.36%	-4.17	-4.17	-4.17	-4.17
2027	4.36%	-4.27	-4.27	-4.27	-4.27
2028	4.36%	-4.37	-4.37	-4.37	-4.37
2029	4.36%	-4.47	-4.47	-4.47	-4.47
		$102,258,714	$112,406,476	$105,009,138	$100,194,840

Metro Present Value Discount Rate: 3.50%

CONTAINER

	Columbia R	Finley B	Roosevelt	Wasco
2019	$0	$0	$0	$0
2020	$7,569,141	$8,381,621	$7,793,941	$7,149,973
2021	$7,961,224	$8,702,891	$8,090,776	$7,422,307
2022	$8,280,620	$9,052,021	$8,415,492	$7,720,063
2023	$8,555,220	$9,342,852	$8,771,295	$7,993,475
2024	$8,885,342	$9,733,041	$9,028,970	$8,283,859
2025	$9,215,085	$10,073,401	$9,334,295	$8,591,190
2026	$9,555,212	$10,445,210	$9,710,651	$8,908,317
2027	$9,905,725	$10,828,818	$10,067,248	$9,235,425
2028	$10,269,556	$11,226,197	$10,436,605	$9,574,349
2029	$10,645,115	$11,634,452	$10,816,193	$9,922,565
Total Cost	$90,940,581	$99,411,933	$92,480,296	$84,798,182
PV of Cost	$72,325,359	$79,062,642	$73,550,165	$67,429,125

TIPPER

	Columbia R	Finley B	Roosevelt	Wasco
2019	$0	$0	$0	$0
2020	$9,254,273	$10,161,257	$9,553,099	$8,667,401
2021	$9,737,332	$10,526,997	$9,688,703	$8,979,346
2022	$9,938,167	$10,912,173	$10,044,330	$9,307,932
2023	$10,239,082	$11,242,677	$10,348,470	$9,589,849
2024	$10,672,136	$11,718,144	$10,786,133	$9,995,385
2025	$11,059,076	$12,141,789	$11,177,920	$10,358,483
2026	$11,455,793	$12,582,944	$11,582,069	$10,733,049
2027	$11,863,055	$13,033,288	$12,000,295	$11,120,159
2028	$12,298,882	$13,504,421	$12,430,134	$11,519,008
2029	$12,747,773	$13,988,245	$12,871,844	$11,929,874
Total Cost	$109,120,550	$119,815,764	$110,285,577	$102,200,930
PV of Cost	$86,860,575	$95,338,112	$87,737,324	$81,296,257

SOUTH TOTAL COST

	Columbia R	Finley B	Roosevelt	Wasco
2019	$0	$0	$0	$0
2020	$16,823,414	$18,542,878	$17,347,040	$15,817,374
2021	$17,698,556	$19,229,888	$17,779,479	$16,401,653
2022	$18,218,787	$19,964,194	$18,459,822	$17,028,000
2023	$18,794,302	$20,585,529	$19,119,765	$17,583,324
2024	$19,557,478	$21,451,185	$19,815,103	$18,279,244
2025	$20,274,161	$22,215,190	$20,512,215	$18,949,673
2026	$21,011,005	$23,028,154	$21,292,720	$19,641,366
2027	$21,768,780	$23,862,106	$22,067,543	$20,355,584
2028	$22,568,438	$24,730,618	$22,866,739	$21,093,357
2029	$23,392,888	$25,622,697	$23,688,037	$21,852,439
Total Cost	$200,060,131	$219,227,697	$203,165,873	$186,998,112
PV of Cost	$159,185,934	$174,400,754	$161,287,489	$148,725,382

CONTAINER

	Columbia R	Finley B	Roosevelt	Wasco
2019	$0	$0	$0	$0
2020	$7,168,188	$7,874,111	$7,427,755	$7,028,798
2021	$7,499,099	$8,173,979	$7,910,603	$7,296,490
2022	$7,793,778	$8,501,958	$8,020,010	$7,589,243
2023	$8,052,272	$8,783,942	$8,286,019	$7,840,957
2024	$8,362,873	$9,122,780	$8,605,658	$8,143,456
2025	$8,673,567	$9,461,283	$8,924,920	$8,445,572
2026	$8,983,361	$9,800,534	$9,254,318	$8,757,328
2027	$9,323,550	$10,170,839	$9,594,179	$9,078,904
2028	$9,683,673	$10,564,016	$9,946,194	$9,412,041
2029	$10,057,229	$10,968,843	$10,307,878	$9,754,127
	$85,595,038	$93,170,845	$88,077,533	$83,347,116

TIPPER

	Columbia R	Finley B	Roosevelt	Wasco
2019	$0	$0	$0	$0
2020	$7,311,154	$7,995,286	$7,460,196	$7,149,973
2021	$7,591,688	$8,299,796	$7,744,289	$7,422,307
2022	$7,896,271	$8,633,059	$8,052,032	$7,720,063
2023	$8,158,124	$8,919,119	$8,322,170	$7,976,133
2024	$8,472,846	$9,263,185	$8,643,475	$8,283,859
2025	$8,787,265	$9,606,901	$8,963,867	$8,591,190
2026	$9,111,604	$9,961,514	$9,294,677	$8,908,317
2027	$9,446,182	$10,327,360	$9,636,042	$9,235,425
2028	$9,792,803	$10,706,324	$9,989,592	$9,574,349
2029	$10,144,834	$11,087,878	$10,352,704	$9,922,565
Total Cost	$86,718,821	$94,807,911	$88,461,985	$84,784,182
PV of Cost	$66,967,768	$73,402,020	$70,354,152	$67,429,125

Cost Differences due to Discounted Price Per Container

Total Cost	($14,221,760)	($15,007,786)	($15,938,311)	$0
PV of Cost	($11,957,591)	($12,661,627)	($13,185,659)	$0

CONTAINER

	Columbia R	Finley B	Roosevelt	Wasco
2019	$0	$0	$0	$0
2020	$8,772,833	$9,633,881	$9,092,950	$8,667,401
2021	$9,114,419	$10,039,945	$9,275,364	$8,979,346
2022	$9,447,922	$10,407,361	$9,614,565	$9,307,

Company Name: LTI Inc.

PROPOSAL TOTAL COST PRESENT VALUE
FOR EVALUATION IF INDIVIDUAL TRANSFER STATION AWARDED

	Landfill			
Metro Transfer Station	Columbia Ridge	Finley Buttes	Roosevelt	Wasco County
Central	$72,325,319	$79,062,642	$73,502,165	$67,429,125
South	$86,800,575	$95,308,112	$87,727,324	$81,296,297

PROPOSAL TOTAL COST PRESENT VALUE
FOR EVALUATION IF BOTH TRANSFER STATIONS AWARDED

	Landfill			
Metro Transfer Station	Columbia Ridge	Finley Buttes	Roosevelt	Wasco County
Central	$68,967,768	$75,401,020	$70,354,132	
South	$82,518,904	$90,898,739	$83,973,782	

AFFIRMATIVE ACTION STATEMENT

January 1, 2018

To Employees of LTI, Inc.:

It has been and continues to be the policy of the Company to recruit, hire, train and promote persons in all job classifications without regard to race, color, religion, sex, sexual orientation, age, national origin, marital status, veteran status, or because of a sensory, physical or mental disability, or any other status or characteristic protected by local, state or federal law. It is also the policy of the Company to take affirmative action to employ and to advance in employment, all persons regardless of protected status, and to base all employment decisions on valid job requirements.

All personnel actions will conform to an Affirmative Action commitment by the Company, the basic purpose of which is to identify conspicuous imbalances in our workforce and take positive steps to correct under-representation of protected groups, at all levels and in all segments of the work force, in such a way as to be consistent with the goals and needs of the Company in attaining its corporate objectives; and to provide fair treatment to all employees with respect to the terms, benefits and privileges of employment.

It will be the responsibility of all personnel to conduct themselves in their daily activities in such a way as to ensure that all personnel actions with respect to all aspects of employment including: compensation, benefits, privileges, promotions, layoffs, return from layoff, training, social and recreation programs will be administered without regard to race, color, religion, sex, sexual orientation, age, national origin, marital status, veteran status, or because of a sensory, physical or mental disability, or any other status or characteristic protected by local, state or federal law.

A continuing utilization analysis will be conducted to ensure that all employment decisions and promotions are in accordance with the principles of Equal Employment Opportunity and that those decisions account for all valid relevant factors with respect to ability, performance, potential, and job requirements.

In furtherance of the Company's policy regarding Affirmative Action and Equal Employment Opportunity, the Company has developed a written Affirmative Action Program which sets forth the policies, practices and procedures that the Company is committed to in order to ensure that its policy of non-discrimination and affirmative action is accomplished. This Affirmative Action Program is available in the Lynden office for inspection by any employee or applicant for employment upon request.

All employees must at all times be aware of the spirit and principle of Equal Employment Opportunity and cooperate fully to assure the success of the Company's Affirmative Action commitment.

Jason Jansen
President, LTI, Inc.

LTI, Inc.
Comments and Suggestions on Metro Contract Terms and Conditions

Sec. 5.1 - Title to Solid Waste: On rare occasions, we have had seals damaged from ice forming during transit or for police inspections. In fairness, we suggest the clause read as follows: "If the seal affixed to any load of Solid Waste in the Contractor's possession is broken after being affixed at the transfer station of origin or before unloading at the disposal site destination, except at the direction of Metro, police, other governmental authority, or events beyond the reasonable control of Contractor, title to that load of Solid Waste immediately passes to the Contractor."

Sec. 9.2.1(a) - Local and county law – limitations: This clause is puzzling. Why exclude increased expenses for law changes that only affect transportation and waste industries? It seems that any law change that increases the Contractor's costs should be treated the same, for instance the recent change in Washington State mandating sick leave applies to all businesses.

Sec. 12.2.5 - Metro's right to inspect, examine, etc.: This section seems overly broad, as it allows Metro to examine every aspect of the Contractor's books, including the Contractor's costs and margins. We suggest adding to the end of the first sentence "…except for information regarding the Contractor's costs and profit margins."

Art. 13 – Indemnification: We would like to discuss the breadth of the indemnity and defense provisions in Article 13. This article appears to require the Contractor to defend and indemnify Metro, even from third party lawsuits that might be brought for political reasons. For example, if Metro is sued by activists on a theory that using a particular landfill, or too much traffic through the gorge, is harmful to certain wildlife, would Contractor be expected to defend and indemnify Metro? We read Sections 13.2(1) and 13.3(1) as potentially allowing this, as the performance of the Agreement would result in Waste being dumped in the landfill or traffic through the gorge, and such a claim could therefore arguably have arisen out of the performance of the Agreement.

Section 14.5 – Metro may require master policy: Since LTII is already part of a master insurance program implemented by our parent company, we would get little or no premium savings if Metro provided a master insurance policy. We propose adding a clause "…to the extent the Contractor is relieved of its own insurance costs" to the end of the first sentence.

You have received an encrypted email.

Metro RFP 3396 Solid Waste Transport Services, LTI, Inc.

J

Jeanne Miller
To: Julie Hoffman
Cc: Jeanne Miller

Wednesday, Jan 10th, 2018
9:36 AM

Dear Ms. Hoffman,

Enclosed in the secure link below are electronic copies of a cover letter and confidential financial information as requested on the bid submission platform for the Metro RFP 3396 Solid Waste Transport Services. As a privately held corporation, Lynden Incorporated controls the dissemination of LTI, Inc. corporate financial data. In lieu of electronic copies of the financial information or link being placed on the electronic platform utilized for the RFP we will attach a copy of this cover letter.

Best Regards,

Jeanne Miller, Executive Assistant | Lynden Incorporated
18000 International Blvd, Suite 800 | Seattle, WA 98188 | 206-439-5520

4 Attachments

Download All




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VIA EMAIL: Julie.Hoffman@oregonmetro.gov

Lynden Incorporated
PO Box 3757
Seattle, WA 98124-3757
(206) 241-8778
(800) 426-3201
Fax: (206) 243-8415

January 10, 2018

Metro Procurement Services
Attn: Julie Hoffman RFP 3396
600 NE Grand Avenue
Portland, OR 97232-2736

RE: RFP 3396 Solid Waste Transport Services– LTI, Inc. Financial Submission

Dear Ms. Hoffman,

Enclosed please find copies of the Lynden Incorporated and Subsidiaries, Consolidated Financial Statements for the Years Ended December 31, 2016, 2015 and 2014, and Independent Auditor's Report as requested on the Metro RFP 3396 Solid Waste Transport Services. In lieu of an electronic copy or link being placed on the electronic platform utilized for the RFP we will attach this cover letter as record of our physical submission directly to the care of Metro Procurement Services.

The information contained in the documents labeled "Confidential" is confirmed as being confidential. The information contained is to be used solely for the purpose of evaluating the business relationship between Metro and LTI, Inc and we trust that you will not disclose any of the financial information to any other party.

Please feel free to contact us with any questions you have. We look forward to working with you.

Sincerely,

Brad McKeown
Lynden Incorporated
Senior Vice President and CFO

cc: Kalise Hastings

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Liberty Mutual.
SURETY

Angela R. Starkey
Underwriting Specialist

24001 E. Mission Ave, Ste. 100
Liberty Lake, WA 99019
Direct: 509-944-2075
Angela.Starkey@LibertyMutual.com

January 18, 2018

Metro
Property & Environmental Services Department
600 NE Grand Ave.
Portland, OR 97232-2736

Re: RFP No. 3396, Solid Waste Transportation Services

To Whom it May Concern:

We are providing this information at the request of our principal, LTI, Inc., a subsidiary of Lynden Incorporated. This company is currently bonded through Liberty Mutual Insurance Company, 175 Berkeley Street, Boston, MA 02117, which is Treasury listed and rated A XV by A.M. Best. The broker for Lynden Incorporated is Marsh USA, Inc. of 1301 5th Ave, Suite 1900, Seattle, WA 98101.

We have been providing surety bonds for Lynden Incorporated for 30 years. We recommend them for your favorable consideration. Liberty Mutual Surety will consider support for bonds up to $2 million for a single project and $12 million aggregate bond program on behalf of Lynden Incorporated.

Naturally, consideration of surety support and subsequent issuance of bonds is subject to our review and approval of the contract terms and conditions as well as all underwriting criteria being met at the time of such a request. In addition, issuance of bonds is a matter between Liberty Mutual Surety and Lynden Incorporated, and we assume no liability to you or to third parties, if for any reason we do not execute final bonds for this project.

Sincerely,

Angela R. Starkey

Environmental Stewardship

Lynden was founded on principles of integrity and quality. Our environmental commitment is based on a common-sense desire to be efficient and to do things right. Our culture of innovation and efficiency is completely in harmony with our commitment to protect the environment. Lynden's people, equipment, processes, and technology are focused on the efficient use of resources and sustainable operations.

Energy Savings

New facilities are designed and built to minimize their energy consumption and at our older facilities we have invested in energy saving upgrades. For example, our LTI Inc. terminal in Lynden, WA has reduced its electric use by 45% by replacing old lighting with high efficiency LED lights, smart sensor controls and modernizing our HVAC system.

Since 2008, nearly 60 energy efficiency upgrades at Lynden facilities have led to the reduction of 1,900 mtons of CO2 emissions.

Green & Fit Challenge

Lynden's summer Green & Fit Challenge encourages employees to use alternative transportation in their work commute and commit to a healthy lifestyle. Employees who walk, run, bike, carpool, ride mass transit, or drive a high efficiency vehicle are awarded cash and other prizes.

Each summer for the last 8 years, Lynden employees have travelled an average of 60,000 miles by alternative transportation and saved around 3,000 gallons of fuel.

Recycling & Waste Reduction

It is our policy to recycle all items possible at each of our facilities. In addition, the Lynden companies work with ALPAR (Alaskans for Litter Prevention and Recycling) to haul recyclables from Alaskan communities to Seattle. Each year, the Lynden companies transport nearly 150 van loads of recyclables to Seattle free of charge.

Giving Back

Each community's growth and well-being is part of the profit we seek. We value and invest in the communities in which we operate.

It is our policy to make charitable, educational, and civic contributions in locations where Lynden operates. Each year, we give generously as both in-kind and monetary gifts.

AWARDS AND RECOGNITION

SmartWay Transport Partner
Getting There With Cleaner Air

An Inbound Logistics GREEN SUPPLY CHAIN PARTNER 2017

LTI Inc. is a three time winner of the prestigious **SmartWay Excellence Award**, recognizing the most efficient fleets in the nation. "The SmartWay Excellence Award is the greatest environmental achievement a trucking fleet can earn and validates our ongoing efforts to make our operation the most efficient it can be." – Jason Jansen, President of LTI Inc.

LTI Inc. consistently ranks among the top 1% most efficient fleets in the nation measured by the US EPA SmartWay Transport Partnership in terms of CO2 emissions per ton-mile comparing more than 3,500 U.S. truck fleets*. We have been a SmartWay Partner since 2010 and are honored to be recognized for our long history and dedicated focus on efficiency and innovation.

For six years in a row, Lynden has been named by **Inbound Logistics** magazine as one of 75 companies that go above and beyond to ensure their global supply chains are sustainable and that their operations are socially and environmentally friendly. The top 75 Supply Chain Partner list is based on measurable green results, sustainability innovation, continuous improvement, and industry recognition.

LTI Inc. consistently ranks among the **top 1% most efficient fleets** in the nation*

LTI INC.

* SmartWay Carrier Performance Rankings: https://www.epa.gov/smartway/smartway-carrier-performance-ranking

Equipment Efficiencies

Onboard Computers
Monitor speed, shifting, and idle times to promote safe and efficient driving habits and reduce fuel consumption.

Performance-based Pay Incentives
Reward drivers that reduce idle time, shift progressively, and reduce speed which all contribute to improved fuel economy.

Aerodynamic Cab
Reduces drag and improves fuel economy.

Lowest Tailpipe Emissions*
Measured in terms of Greenhouse Gasses, Nitrous Oxide, and Particulate Matter per ton mile.

New "Right-Sized" Engines
Weigh less, consume less fuel than higher HP engines, and meet EPA GHG 2017 emissions standards.

Aluminium 5th Wheel
Saves 120 lbs.

Roll Stability
Helps mitigate vehicle roll overs.

Collision Mitigation
Help drivers mitigate rear-end collisions.

Super Single Low Rolling Resistance Tires
With pressure control sensors, laser alignment: reduce friction, extend tire life, improve fuel economy, and weigh less.

Ultra-lightweight Equipment
1,548 lbs lighter than the industry standard; allows us to move more freight per trip.

Side Object Detection System
Helps drivers be aware of vehicles hidden in blind spots.

Right-sized Fuel Tanks
Avoids carrying excess fuel and saves weight.

Automatic Idle Shut Off
Minimizes idle time (auto off after 3 min).

* SmartWay Carrier Performance Rankings: https://www.epa.gov/smartway/smartway-carrier-performance-ranking

Trailer Tails
Reduce air drag and increase fuel economy.

Nose Cones
Limit air gap between tractor and trailer.

Eco-Flap Mud Flaps
Improve aerodynamic performance and fuel savings. Reduces road spray which improves visibility and safety.

Wheel Covers
Streamline the airflow around tires.

Side Skirts
Reduce wind resistance and increase fuel efficiency.

Metro Central to Landfill Roosevelt	Trips a week/Year=	Loads (LD) per year	Round Trip(RT) Mileage	Empty Miles	Total miles a year	MPG	Cargo Volume Tons	Used cargo volume	Daily short idle hrs. per truck	Average numbers of days on the road	Number of Tractors Cat 8B	Diesel Blend	Diesel fuel for the year –Gallons
Total miles Driven	27L 5 day=135 x52= 7020	?? LD per Year	**285.6** RT	122m x 7020= 8,564,400	2,004,912miles	?	?	100%	1	325	?	B5	

LTII Model Assumptions 35.30 6.25

Metro	Landfill	Annual Tons	Annual Trips	Miles RT	Empty mile	Annual empty miles	AnnualMiles	MPG	Gallons
Central	Columbia	220256	6,240	307.6	133	829,860	1,919,285	6.25	307,086
South	Columbia	275351	7,800	306.1	133	1,037,441	2,387,675	6.25	382,028
		495607	14,040						

Metro Central to Landfill Roosevelt	Trips a week/Year=	Loads (LD) per year	Round Trip(RT) Mileage	Empty Miles	Total miles a year	MPG	Cargo Volume Tons	Used cargo volume	Daily short idle hrs. per truck	Average numbers of days on the road	Number of Tractors Cat 8B	Diesel Blend	Diesel fuel for the year –Gallons
Total miles Driven	27L 5 day=135 x52= 7020	?? LD per Year	**285.6** RT	122m x 7020= 8,564,400	2,004,912miles	?	?	100%	1	325	?	B5	

LTII Model Assumptions 35.00 6.25

Metro	Landfill	Annual Tons	Annual Trips	Miles RT	Empty mile	Annual empty miles	AnnualMiles	MPG	Gallons
Central	Columbia	220256	6,293	307.6	133	836,973	1,935,736	6.25	309,718
South	Columbia	275351	7,867	306.1	133	1,046,334	2,408,141	6.25	385,303
		495607	14,160						

? This tool has been reviewed by The World Resource Institute for conformance with the GHG Protocol Corporate Standard

Internal Metrics

Partner: LTI, Inc.

Tool: Truck

Display Option #1: Totals Only

CO2	Total Emissions (Short Tons)	Total Miles				Loaded Miles			
		Grams per Mile (Total)	Grams per Average Payload Ton-Mile (Total)	Grams per Thousand Cubic Foot-Miles (Total)	Grams per Thousand Utilized Cubic Foot-Miles (Total)	Grams per Mile (Loaded)	Grams per Average Payload Ton-Mile (Loaded)	Grams per Thousand Cubic Foot-Miles (Loaded)	Grams per Thousand Utilized Cubic Foot-Miles (Loaded)
Partner Total	17,370	1,795	52	518	518	3,169	91	915	915

NOx	Total Emissions (Short Tons)	Total Miles				Loaded Miles			
		Grams per Mile (Total)	Grams per Average Payload Ton-Mile (Total)	Grams per Thousand Cubic Foot-Miles (Total)	Grams per Thousand Utilized Cubic Foot-Miles (Total)	Grams per Mile (Loaded)	Grams per Average Payload Ton-Mile (Loaded)	Grams per Thousand Cubic Foot-Miles (Loaded)	Grams per Thousand Utilized Cubic Foot-Miles (Loaded)
Partner Total	9.5	1.0	0.03	0.282	0.282	1.7	0.05	0.498	0.498

PM2.5	Total Emissions (Short Tons)	Total Miles				Loaded Miles			
		Grams per Mile (Total)	Grams per Average Payload Ton-Mile (Total)	Grams per Thousand Cubic Foot-Miles (Total)	Grams per Thousand Utilized Cubic Foot-Miles (Total)	Grams per Mile (Loaded)	Grams per Average Payload Ton-Mile (Loaded)	Grams per Thousand Cubic Foot-Miles (Loaded)	Grams per Thousand Utilized Cubic Foot-Miles (Loaded)
Partner Total	0.11	0.011	0.0003	0.0033	0.0033	0.020	0.0006	0.0058	0.0058

		Total Miles	Loaded Miles

PM10	Total Emissions (Short Tons)	Grams per Mile (Total)	Grams per Average Payload Ton-Mile (Total)	Grams per Thousand Cubic Foot-Miles (Total)	Grams per Thousand Utilized Cubic Foot-Miles (Total)	Grams per Mile (Loaded)	Grams per Average Payload Ton-Mile (Loaded)	Grams per Thousand Cubic Foot-Miles (Loaded)	Grams per Thousand Utilized Cubic Foot-Miles (Loaded)
Partner Total	0.12	0.012	0.0004	0.0036	0.0036	0.022	0.0006	0.0063	0.0063

Black Carbon	Total Emissions (Short Tons)	Total Miles				Loaded Miles			
		Grams per Mile (Total)	Grams per Average Payload Ton-Mile (Total)	Grams per Thousand Cubic Foot-Miles (Total)	Grams per Thousand Utilized Cubic Foot-Miles (Total)	Grams per Mile (Loaded)	Grams per Average Payload Ton-Mile (Loaded)	Grams per Thousand Cubic Foot-Miles (Loaded)	Grams per Thousand Utilized Cubic Foot-Miles (Loaded)
Partner Total	0.01	0.001	0.0000	0.0004	0.0004	0.003	0.0001	0.0008	0.0008

Report generated on: 01/23/2018

Data Year: 2017

Revenue Miles			
Grams per Mile (Revenue)	Grams per Average Payload Ton-Mile (Revenue)	Grams per Thousand Cubic Foot-Miles (Revenue)	Grams per Thousand Utilized Cubic Foot-Miles (Revenue)
1,795	52	518	518

Revenue Miles			
Grams per Mile (Revenue)	Grams per Average Payload Ton-Mile (Revenue)	Grams per Thousand Cubic Foot-Miles (Revenue)	Grams per Thousand Utilized Cubic Foot-Miles (Revenue)
1.0	0.03	0.282	0.282

Revenue Miles			
Grams per Mile (Revenue)	Grams per Average Payload Ton-Mile (Revenue)	Grams per Thousand Cubic Foot-Miles (Revenue)	Grams per Thousand Utilized Cubic Foot-Miles (Revenue)
0.011	0.0003	0.0033	0.0033

Revenue Miles

Grams per Mile (Revenue)	Grams per Average Payload Ton-Mile (Revenue)	Grams per Thousand Cubic Foot-Miles (Revenue)	Grams per Thousand Utilized Cubic Foot-Miles (Revenue)
0.012	0.0004	0.0036	0.0036

Revenue Miles			
Grams per Mile (Revenue)	Grams per Average Payload Ton-Mile (Revenue)	Grams per Thousand Cubic Foot-Miles (Revenue)	Grams per Thousand Utilized Cubic Foot-Miles (Revenue)
0.001	0.0000	0.0004	0.0004

? This tool has been reviewed by The World Resource Institute for conformance with the GHG Protocol Corporate Standard

Internal Metrics

Partner: LTI, Inc.

Tool: Truck

Display Option #4: By Fleet and Truck Class

CO2	Total Emissions (Short Tons)	Total Miles				Loaded Miles			
		Grams per Mile (Total)	Grams per Average Payload Ton-Mile (Total)	Grams per Thousand Cubic Foot-Miles (Total)	Grams per Thousand Utilized Cubic Foot-Miles (Total)	Grams per Mile (Loaded)	Grams per Average Payload Ton-Mile (Loaded)	Grams per Thousand Cubic Foot-Miles (Loaded)	Grams per Thousand Utilized Cubic Foot-Miles (Loaded)
LTI, Inc.: LTI Metro Central Columbia Ridge - 8b	3,434	1,623	46	469	469	2,859	81	825	825
LTI, Inc.: LTI Metro South Columbia Ridge - 8b	4,272	1,623	46	469	469	2,870	81	829	829
LTI, Inc.: Walsh Metro Central Columbia Ridge - 8b	4,307	1,961	58	566	566	3,454	102	997	997
LTI, Inc.: Walsh Metro South Columbia Ridge - 8b	5,358	1,961	58	566	566	3,467	102	1,001	1,001

NOx	Total Emissions (Short Tons)	Total Miles				Loaded Miles			
		Grams per Mile (Total)	Grams per Average Payload Ton-Mile (Total)	Grams per Thousand Cubic Foot-Miles (Total)	Grams per Thousand Utilized Cubic Foot-Miles (Total)	Grams per Mile (Loaded)	Grams per Average Payload Ton-Mile (Loaded)	Grams per Thousand Cubic Foot-Miles (Loaded)	Grams per Thousand Utilized Cubic Foot-Miles (Loaded)
LTI, Inc.: LTI Metro Central Columbia Ridge - 8b	2.1	1.0	0.03	0.284	0.284	1.7	0.05	0.501	0.501
LTI, Inc.: LTI Metro South Columbia Ridge - 8b	2.6	1.0	0.03	0.282	0.282	1.7	0.05	0.499	0.499
LTI, Inc.: Walsh Metro Central Columbia Ridge - 8b	2.1	1.0	0.03	0.282	0.282	1.7	0.05	0.497	0.497
LTI, Inc.: Walsh Metro South Columbia Ridge - 8b	2.7	1.0	0.03	0.281	0.281	1.7	0.05	0.496	0.496

PM2.5	Total Emissions (Short Tons)	Total Miles				Loaded Miles			
		Grams per Mile (Total)	Grams per Average Payload Ton-Mile (Total)	Grams per Thousand Cubic Foot-Miles (Total)	Grams per Thousand Utilized Cubic Foot-Miles (Total)	Grams per Mile (Loaded)	Grams per Average Payload Ton-Mile (Loaded)	Grams per Thousand Cubic Foot-Miles (Loaded)	Grams per Thousand Utilized Cubic Foot-Miles (Loaded)
LTI, Inc.: LTI Metro Central Columbia Ridge - 8b	0.02	0.011	0.0003	0.0033	0.0033	0.020	0.0006	0.0058	0.0058
LTI, Inc.: LTI Metro South Columbia Ridge - 8b	0.03	0.011	0.0003	0.0033	0.0033	0.020	0.0006	0.0058	0.0058
LTI, Inc.: Walsh Metro Central Columbia Ridge - 8b	0.02	0.011	0.0003	0.0033	0.0033	0.020	0.0006	0.0058	0.0058

LTI, Inc.: Walsh Metro South Columbia Ridge - 8b	0.03	0.011	0.0003	0.0032	0.0032	0.020	0.0006	0.0057	0.0057

PM10	Total Emissions (Short Tons)	Total Miles				Loaded Miles			
		Grams per Mile (Total)	Grams per Average Payload Ton-Mile (Total)	Grams per Thousand Cubic Foot-Miles (Total)	Grams per Thousand Utilized Cubic Foot-Miles (Total)	Grams per Mile (Loaded)	Grams per Average Payload Ton-Mile (Loaded)	Grams per Thousand Cubic Foot-Miles (Loaded)	Grams per Thousand Utilized Cubic Foot-Miles (Loaded)
LTI, Inc.: LTI Metro Central Columbia Ridge - 8b	0.03	0.012	0.0004	0.0036	0.0036	0.022	0.0006	0.0064	0.0064
LTI, Inc.: LTI Metro South Columbia Ridge - 8b	0.03	0.012	0.0004	0.0036	0.0036	0.022	0.0006	0.0063	0.0063
LTI, Inc.: Walsh Metro Central Columbia Ridge - 8b	0.03	0.012	0.0004	0.0036	0.0036	0.022	0.0006	0.0063	0.0063
LTI, Inc.: Walsh Metro South Columbia Ridge - 8b	0.03	0.012	0.0004	0.0035	0.0035	0.022	0.0006	0.0062	0.0062

Black Carbon	Total Emissions (Short Tons)	Total Miles				Loaded Miles			
		Grams per Mile (Total)	Grams per Average Payload Ton-Mile (Total)	Grams per Thousand Cubic Foot-Miles (Total)	Grams per Thousand Utilized Cubic Foot-Miles (Total)	Grams per Mile (Loaded)	Grams per Average Payload Ton-Mile (Loaded)	Grams per Thousand Cubic Foot-Miles (Loaded)	Grams per Thousand Utilized Cubic Foot-Miles (Loaded)
LTI, Inc.: LTI Metro Central Columbia Ridge - 8b	0.00	0.002	0.0000	0.0005	0.0005	0.003	0.0001	0.0008	0.0008
LTI, Inc.: LTI Metro South Columbia Ridge - 8b	0.00	0.001	0.0000	0.0004	0.0004	0.003	0.0001	0.0008	0.0008
LTI, Inc.: Walsh Metro Central Columbia Ridge - 8b	0.00	0.001	0.0000	0.0004	0.0004	0.003	0.0001	0.0008	0.0008
LTI, Inc.: Walsh Metro South Columbia Ridge - 8b	0.00	0.001	0.0000	0.0004	0.0004	0.002	0.0001	0.0007	0.0007

Report generated on: 01/23/2018

Data Year: 2017

Revenue Miles			
Grams per Mile (Revenue)	Grams per Average Payload Ton-Mile (Revenue)	Grams per Thousand Cubic Foot-Miles (Revenue)	Grams per Thousand Utilized Cubic Foot-Miles (Revenue)
1,623	46	469	469
1,623	46	469	469
1,961	58	566	566
1,961	58	566	566

Revenue Miles			
Grams per Mile (Revenue)	Grams per Average Payload Ton-Mile (Revenue)	Grams per Thousand Cubic Foot-Miles (Revenue)	Grams per Thousand Utilized Cubic Foot-Miles (Revenue)
1.0	0.03	0.284	0.284
1.0	0.03	0.282	0.282
1.0	0.03	0.282	0.282
1.0	0.03	0.281	0.281

Revenue Miles			
Grams per Mile (Revenue)	Grams per Average Payload Ton-Mile (Revenue)	Grams per Thousand Cubic Foot-Miles (Revenue)	Grams per Thousand Utilized Cubic Foot-Miles (Revenue)
0.011	0.0003	0.0033	0.0033
0.011	0.0003	0.0033	0.0033
0.011	0.0003	0.0033	0.0033

0.011	0.0003	0.0032	0.0032

Revenue Miles			
Grams per Mile (Revenue)	Grams per Average Payload Ton-Mile (Revenue)	Grams per Thousand Cubic Foot-Miles (Revenue)	Grams per Thousand Utilized Cubic Foot-Miles (Revenue)
0.012	0.0004	0.0036	0.0036
0.012	0.0004	0.0036	0.0036
0.012	0.0004	0.0036	0.0036
0.012	0.0004	0.0035	0.0035

Revenue Miles			
Grams per Mile (Revenue)	Grams per Average Payload Ton-Mile (Revenue)	Grams per Thousand Cubic Foot-Miles (Revenue)	Grams per Thousand Utilized Cubic Foot-Miles (Revenue)
0.002	0.0000	0.0005	0.0005
0.001	0.0000	0.0004	0.0004
0.001	0.0000	0.0004	0.0004
0.001	0.0000	0.0004	0.0004

? This tool has been reviewed by The World Resource Institute for conformance with the GHG Protocol Corporate Standard

Internal Metrics

Partner: LTI, Inc.

Tool: Truck

Display Option #5: By Fuel Type

CO2	Total Emissions (Short Tons)	Total Miles				Loaded Miles			
		Grams per Mile (Total)	Grams per Average Payload Ton-Mile (Total)	Grams per Thousand Cubic Foot-Miles (Total)	Grams per Thousand Utilized Cubic Foot-Miles (Total)	Grams per Mile (Loaded)	Grams per Average Payload Ton-Mile (Loaded)	Grams per Thousand Cubic Foot-Miles (Loaded)	Grams per Thousand Utilized Cubic Foot-Miles (Loaded)
Diesel	17,370	1,795	52	518	518	3,169	91	915	915

NOx	Total Emissions (Short Tons)	Total Miles				Loaded Miles			
		Grams per Mile (Total)	Grams per Average Payload Ton-Mile (Total)	Grams per Thousand Cubic Foot-Miles (Total)	Grams per Thousand Utilized Cubic Foot-Miles (Total)	Grams per Mile (Loaded)	Grams per Average Payload Ton-Mile (Loaded)	Grams per Thousand Cubic Foot-Miles (Loaded)	Grams per Thousand Utilized Cubic Foot-Miles (Loaded)
Diesel	9.5	1.0	0.03	0.282	0.282	1.7	0.05	0.498	0.498

PM2.5	Total Emissions (Short Tons)	Total Miles				Loaded Miles			
		Grams per Mile (Total)	Grams per Average Payload Ton-Mile (Total)	Grams per Thousand Cubic Foot-Miles (Total)	Grams per Thousand Utilized Cubic Foot-Miles (Total)	Grams per Mile (Loaded)	Grams per Average Payload Ton-Mile (Loaded)	Grams per Thousand Cubic Foot-Miles (Loaded)	Grams per Thousand Utilized Cubic Foot-Miles (Loaded)
Diesel	0.11	0.011	0.0003	0.0033	0.0033	0.020	0.0006	0.0058	0.0058

		Total Miles	Loaded Miles

PM10	Total Emissions (Short Tons)	Grams per Mile (Total)	Grams per Average Payload Ton-Mile (Total)	Grams per Thousand Cubic Foot-Miles (Total)	Grams per Thousand Utilized Cubic Foot-Miles (Total)	Grams per Mile (Loaded)	Grams per Average Payload Ton-Mile (Loaded)	Grams per Thousand Cubic Foot-Miles (Loaded)	Grams per Thousand Utilized Cubic Foot-Miles (Loaded)
Diesel	0.12	0.012	0.0004	0.0036	0.0036	0.022	0.0006	0.0063	0.0063

Black Carbon	Total Emissions (Short Tons)	Total Miles				Loaded Miles			
		Grams per Mile (Total)	Grams per Average Payload Ton-Mile (Total)	Grams per Thousand Cubic Foot-Miles (Total)	Grams per Thousand Utilized Cubic Foot-Miles (Total)	Grams per Mile (Loaded)	Grams per Average Payload Ton-Mile (Loaded)	Grams per Thousand Cubic Foot-Miles (Loaded)	Grams per Thousand Utilized Cubic Foot-Miles (Loaded)
Diesel	0.01	0.001	0.0000	0.0004	0.0004	0.003	0.0001	0.0008	0.0008

Report generated on: 01/23/2018

Data Year: 2017

Revenue Miles			
Grams per Mile (Revenue)	Grams per Average Payload Ton-Mile (Revenue)	Grams per Thousand Cubic Foot-Miles (Revenue)	Grams per Thousand Utilized Cubic Foot-Miles (Revenue)
1,795	52	518	518

Revenue Miles			
Grams per Mile (Revenue)	Grams per Average Payload Ton-Mile (Revenue)	Grams per Thousand Cubic Foot-Miles (Revenue)	Grams per Thousand Utilized Cubic Foot-Miles (Revenue)
1.0	0.03	0.282	0.282

Revenue Miles			
Grams per Mile (Revenue)	Grams per Average Payload Ton-Mile (Revenue)	Grams per Thousand Cubic Foot-Miles (Revenue)	Grams per Thousand Utilized Cubic Foot-Miles (Revenue)
0.011	0.0003	0.0033	0.0033

Revenue Miles

Grams per Mile (Revenue)	Grams per Average Payload Ton-Mile (Revenue)	Grams per Thousand Cubic Foot-Miles (Revenue)	Grams per Thousand Utilized Cubic Foot-Miles (Revenue)
0.012	0.0004	0.0036	0.0036

Revenue Miles			
Grams per Mile (Revenue)	Grams per Average Payload Ton-Mile (Revenue)	Grams per Thousand Cubic Foot-Miles (Revenue)	Grams per Thousand Utilized Cubic Foot-Miles (Revenue)
0.001	0.0000	0.0004	0.0004

Redacted

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LYNDEN INK

January 2008
Volume 25 / Number 9

Milky Way keeps milk moving in flood-ravaged Chehalis

A December snowstorm followed by a Pineapple Express created record flooding in Washington. The Chehalis area (pictured above) was one of the hardest hit by the weather, with much of the town under 10 feet of water. Locals compare the devastation to the Mount St. Helens eruption in 1980.

According to Milky Way Driver Supervisor Bob Burrow, the flood affected dairy farms in the valley, and the Milky Way trucks that provide farm pickup had to find new ways to reach them. Eleven dairies were on the main thoroughfare that was washed away by flooding. One dairy is only four miles away from the Milky Way facility, but due to road closures, the driver had to travel 56 miles on an alternate route to reach the farm.

"It's amazing how tight the dairy community is and how everyone pulled together," Bob says. "Norm and Larry Hanson from Darigold worked with us to drive roads and come up with new routes to reach the farms. We worked nonstop for four days and only had to dump two days of milk at a handful of farms. We got to everyone else."

Milky Way drivers Jim Radach, Miles Sommerville, Aaron Robinson, Joel Kissner and Doug Kunkle ran up hills, around and over obstacles and braved the dangerous flood waters to get to the dairies. Two farms lost their entire herds to the flood.

"Most of our drivers were stuck at home," Bob says. "Doug Kunkle was a new line haul driver who had only been to a farm once and had never done milk pickup alone. I coached him through the process over the phone. Without this extra effort, the dairy was facing dumping its milk for the day." Bob also credits the Vancouver and Portland offices for helping during the crisis. "Mark Hanson, assistant supervisor in Portland, came north to pick up routes we couldn't get to in Olympia and farms east and west."

In coordination with the Washington State Department of Health and Lewis and Mason County Emergency Operations Centers, Milky Way delivered potable water to three communities. The 5,000-gallon tankers were loaded with fresh water at Darigold in Chehalis and sent to Adna, Doty, and Tahuya, Wash.

Milky Way President Brad Williamson also was on-site during the disaster. "Lynden always comes through," he says. "I'm extremely proud of our crew and their dedication to the farmers we serve." ■

Happy New Year!

The latest news around and about Lynden

LYNDEN INK

MARCH 2014

Milky Way drivers keep truckin' through snowstorms

Milky Way Regional Manager Mike Day calls it a perfect storm of unexpected winter weather, unplowed roads and a 30-vehicle traffic pile-up. Mike and fellow Milky Way Manager Chae Matta found themselves scrambling to keep farm pickup service going as a snowstorm hit the Williamette Valley in early February. "This has been one of the worst winters we've seen since 2003," Mike says. Mike is based in Tangent, OR and Chae in Vancouver, WA. Twelve to 15 inches of snow fell over three days.

Snow started coming down hard during the morning commute on the first day resulting in a traffic pile-up south of Salem, OR on I-5. "Motorists were stranded for up to five hours and so were our drivers," Mike says. "They couldn't get to the farms or deliver their loads."

Snow continued over the next 48 hours, exceeding expectations and turning into the biggest snowstorm in the area in 20 years. Rural roads leading out to the farms and even the state highways were treacherous.

"Most trucking companies simply shut down, including mail service," Mike explains. "We quickly organized a conference call that included managers and dispatchers from all the LTI, Inc. and Milky Way locations to coordinate and dispatch drivers to help in Tangent and Vancouver. Lynden stepped up with personnel and equipment to help us pick up and deliver loads."

According to Chae, a focus on safety was paramount during the event. "Although we were all working long hours, we made sure drivers had 10 hours off to eat and sleep before the next shift started," he explains. "I had drivers stopping by on their days off to help chain trucks and others texting us wanting to know what they could do to help. It was truly a team effort."

Due to the dedication and diligence of the drivers, mechanics and dispatchers, only a few farms had to dump milk because trucks could not reach them in time. "The attitude and commitment of everyone involved was truly amazing," Mike says. "This includes farmers that used their equipment to pull, tug and tow our trucks into and out of their farms when the roads were impassable. Events like this really show the LTI, Inc./Milky Way character. My thanks to everyone for a job well done."

The latest news around and about Lynden

2 Sled dog racer Susan Selzer and her team | 3 Bob Griggs retires after 43 years | 4 Larry Kofmehl bids LTI goodbye in Spokane

LYNDEN INK

MARCH 2017

Winter weather challenges Lynden drivers

Milky Way Driver Mike Jalomo calls it the winter that never ends. Another driver said, "I've thrown on more jewelry (truck chains) in the last month than most people put on in a lifetime."

Winter is never an easy season for the transportation industry, but some years are more challenging than others. "It feels like Mother Nature hasn't backed down this year," says Kevin Greiner, Central Milk Dispatcher in Lynden, WA. From freezing rain and mountain pass closures to high winds and towering snow drifts, it's been a tough few months for Lynden employees.

"We have seen close to 24 inches of snow at one time in Whatcom county this year but when the Northeast wind out of Canada blows 50-60 mph for a week straight, 2 inches of snow can drift up to 8 feet really quickly. At that point the county essentially shuts down," Kevin explains. "The only way we are able to get around is to put our own snowplow to work to open roads up."

To prepare for winter each year, LTI, Inc. incorporates winter driving awareness into monthly safety meetings starting in September. Everyone takes chain-up refresher classes – from brand new drivers with no mountain pass experience to 40-year veteran drivers. Coming to work prepared is heavily promoted in anticipation of the first snowfall.

"Mother Nature never sends us an email saying that a storm is headed our way," Kevin says. "We try to watch forecasts as much as possible but sometimes you go to bed and everything is normal only to wake up to the wind howling and the snow blowing sideways. Our LTI, Inc. team is made of professionals who understand that rain or shine, commodities still need to get there."

Driver safety is always a concern. If conditions warrant, two drivers will be sent out in one truck so the primary driver has a spotter and an extra set of hands. According to Kevin, "Our line of work is more than just getting in the truck and driving down the road. Local farm pickup drivers could be in and out of the truck 20 times during a shift so we really stress the importance of slowing down. Making smart decisions instead of knee jerk reactions when things get tough is what sets us apart from our competition."

Lynden is known for having some of the best drivers in the industry. "They are seasoned, know the local areas, and know exactly what to watch for when they are out in the field. We always tell new hires that this is a 24/7 company and the cows don't care that it's Christmas. As a company, we do a really good job of focusing on our critical customers and areas."

Mike Jalomo was stranded on the west side of Washington when both mountain passes closed. He laid over in Mount Vernon and went to work helping out Whatcom County drivers on their routes until he could make it back over to home base in Moses Lake. "I don't think the average person realizes how much it takes to get the milk over the pass," he says. "We don't have the luxury of sitting out a storm."

"Mike and so many others are all stars who have gone above and beyond this winter," Kevin says. "The LTI, Inc. office in Lynden, WA lost power in January for about six hours and several administrative employees were still here working. At the beginning of January, there was a record

continued on page 2

EMERGENCY ORDER
GRANTING TEMPORARY RELIEF
FROM DRIVERS HOURS OF SERVICE REGULATIONS

Due to extreme weather related events during the first weeks of January 2017, it is necessary to expedite the movement of persons or property in order to provide relief to the public. Extreme weather events have prevented bulk milk carriers from transporting perishable products from the farm to the processing plant in the following counties: Washington, Clackamas, Tillamook, Hood River, Wasco, Yamhill, Marion, Polk, Benton, Linn, Lane, Douglas, Josephine, Jackson and Klamath. Based on the information provided by Lynden Incorporated, the potential loss of property/good constitutes an emergency as defined in ORS 401.025.

Under the authority granted the Department in ORS 823.012, the Director, or a designee may allow driver's responding to the emergency situation relief from hours-of-service regulations to facilitate the movement of goods. This waiver only applies to hours of service and all other registration, tax and safety requirements must be followed.

It is therefore Ordered that:

(1) Oregon drivers operating commercial motor vehicles carrying bulk milk products are temporarily relieved from the driver's hours-of-service regulations found in CFR Title 49, Part 395 adopted under OAR 740-100-0010.

(2) The relief granted in section (1) commenced at 4:15 p.m. PST on January 11, 2017 and ended at 4:15 PM January 14, 2017.

Amy J. Ramsdell

Amy Ramsdell, Administrator
Motor Carrier Transportation Division

January 11, 2017

Date Issued

JAY INSLEE
Governor

STATE OF WASHINGTON
Office of the Governor

PROCLAMATION BY THE GOVERNOR

17-01

WHEREAS, a severe winter storm began on January 10, 2017, and is forecast to continue through January 18, 2017, producing extensive snowfall and ice causing hazardous driving conditions and extended road closures on mountain passes and roadways throughout the lowlands and high elevations in Adams, Asotin, Benton, Chelan, Clark, Columbia, Cowlitz, Douglas, Ferry, Franklin, Garfield, Grant, Klickitat, Kittitas, King, Lewis, Lincoln, Pend Oreille, Pierce, Skamania, Snohomish, Stevens, Spokane, Thurston, Walla Walla, Whitman, Yakima counties; and

The road closures and impacts to transportation systems and infrastructure resulting from this storm have delayed essential intrastate collection and delivery of bulk milk products by motor carriers and drivers of commercial motor vehicles from dairy farms to dairy processing facilities and interplant between processing facilities, creating an emergency situation interrupting the delivery of essential food supplies by preventing drivers of these trucks from completing their routes within the time limits prescribed by the commercial motor vehicle driver hours of service rules; and

Milk supplies can become quickly depleted due to the limited storage capacity at dairy farms, the limited shelf life of milk supplies, and consumer behavior of stocking up on milk when a storm is predicted. Collection and delivery of bulk milk products is incident to the immediate restoration of essential food supplies and to supplement state and local efforts to save lives and to protect public health and safety; and

The effect of this storm continues to impact the life and health of our citizens, as well as the property and transportation infrastructure of Washington State, and is a public disaster that affects life, health, property or the public peace; and

The Washington State Military Department, through the state Emergency Operations Center, will continue to monitor this situation and assess the impact of the event.

NOW, THEREFORE, I, Jay Inslee, Governor of the state of Washington, as a result of the aforementioned situation and under Chapters 38.52 and 43.06 RCW, do hereby proclaim that a State of Emergency exists in Adams, Asotin, Benton, Chelan, Clark, Columbia, Cowlitz, Douglas, Ferry, Franklin, Garfield, Grant, Klickitat, Kittitas, King, Lewis, Lincoln, Pend Oreille, Pierce, Skamania, Snohomish, Stevens, Spokane, Thurston, Walla Walla, Whitman, Yakima counties in the state of Washington, and direct the plans and procedures in the *Washington State Comprehensive Emergency Management Plan* be

implemented. State agencies and departments are directed to utilize state resources and to do everything reasonably possible to assist affected political subdivisions in an effort to respond to and recover from the event. Additionally, the Washington State Military Department, Emergency Management Division, is instructed to coordinate all event-related assistance to the affected areas.

I also hereby find, based on the above situation, that motor carriers and drivers of commercial motor vehicles collecting and delivering bulk milk products from dairy farms to dairy processing facilities and interplant between processing facilities impacted by mountain pass and road conditions implicated in these events are providing emergency relief during an emergency under 49 CFR § 390.23 and, therefore, are exempt from application of the driver hours of service rules in 49 CFR § 395, adopted pursuant to RCW 46.32.020 and WAC 446-65-010, until midnight on January 18, 2017.

Furthermore, under the provisions of RCW 43.06.220(1)(i), to preserve and maintain life, health, property or the public peace, I also hereby impose temporary restrictions on motor carriers and drivers of commercial motor vehicles identified above as being exempt from application of the driver hours of service rules by prohibiting application of this exemption as follows:

1. Motor carriers are prohibited from operating under the terms of this exemption if either of the following conditions exist:

    a. They have an out-of-service order in effect; or

    b. They do not possess a current safety rating of "Satisfactory" or better assigned by the Federal Motor Carrier Safety Administration or the State in which the motor carrier has its principal place of business.

2. Motor carriers I have not prohibited from operating under the terms of this exemption are prohibited from:

    a. Requiring or permitting a fatigued or ill driver to operate a commercial motor vehicle; and

    b. Requiring or permitting a driver to operate a commercial motor vehicle after the driver has informed the carrier (verbally or in writing) that he or she needs immediate rest, unless the driver has first received at least ten consecutive hours off-duty documented in writing by the motor carrier; and

    c. Requiring or permitting a driver to operate a commercial motor vehicle after the driver has been on duty for more than 96 hours in any 8 consecutive days, unless the driver has first received at least 34 consecutive hours off-duty documented in writing by the motor carrier.

I ask the motor carriers for the bulk milk industry to use their best judgment in operating under this exemption in a manner that ensures public health and safety. Drivers operating under this exemption should carry a copy this Proclamation.

Signed and sealed with the official seal of the state of Washington on this 13th day of January A.D., Two Thousand and Seventeen at Olympia, Washington.

By:

Jay Inslee, Governor

BY THE GOVERNOR:

Secretary of State
Mark Neary
Assistant Secretary of State

Checkoff List

LTI Inc Maintenance Department

000320 Service-Power- Enginge

	Repair Order:	**Unit:**
	Vendor:	**License:**
	VIN:	**Odometer:**

Completed		Comment
	LTII02 All Trucks General Overview of Equipment, Mud Flaps, Qtr Fender, Paint, Decals	
	LTII04 All Trucks Inspect Registation Book for current Liscense, Permit and Registration	
	Inspect PeopleNet Cab Card & License Plate, Check For Les Schwab Number.	
	LTII05 All Trucks Inspect Cab Interior-Dash,Seat,SeatBelt,Lighting, etc	
	LTII06 All Trucks Inspect Windshield	
	LTII07 All Trucks Inspect Mirrors for operation and cleanliness	
	LTII08 All Trucks Inspect in cab PN Unit for Operation-Keyboard, Display, ETC	
	Inspect PN DSN to Power Unit - Verify Correct in TMT	
	LTII09 All Trucks Inspect Vnomics Unit	
	LTII10 All Trucks Inspect First Aid Kit & Fire Extinguisher	
	LTII11 All Trucks Inspect Flares & Triangles	
	LTII12 All Trucks Inspect Accident Packet & Camera	
	LTII13 All Trucks Inspect Wipers: (Blades and Washers)	
	LTII14 All Trucks Inspect Horns: Air & City	
	LTII15 All Trucks Check All Fluid Levels in Engine Compartment, Power Steering	
	LTII17 All Trucks Inspect Engine Belts, Tensioner, Hoses& Lines for Leaks, Chaffing, Etc	
	LTII18 All Trucks Check and Clear any CEL and Fault Codes	
	LTII19 All Trucks Steer Axle Hub Level	
	LTII20 All Trucks Inspect Lift Axle Operation, Suspension, Brakes, Steering	
	LTII21 All Trucks Inspect Brakes (Drum and Disc)	
	LTII22 All Trucks Electrical Cables & Airlines (tied up and in good condition)	
	LTII24 All Trucks Auto Lube - Inspect System For Leaks and Delivery at All Lube Delivery Locations	
	LTII25 All Trucks Grease Chassis	
	LTII26 All Trucks Inspect all Lighting: headlights,drvinglights,turnsignals,markerlights,strobes,backup lights,etc	
	LTII27 All Trucks Inspect Air System	
	LTII30 All Trucks Verify PTO Operational and communicating with PeopleNet	

	LTII31 All Trucks Tires-inspect for irregular wear & advise Maintenance Manager if Alginment is needed	
	Tires-Tire Moduel-Verify Type of Tire By Position/Measure Tread Depth/Update Tire Module	
	LTII32 Milk Pump DriveLine: Inspect and Lubricate. Do NOT break the seal	
	To be done by LTII maintenance. Do NOT break the Chain of Custody Seal	
	( ) Check Milk Pump Gear Box Oil Level ( ) Inspect Milk Pump for Leaks, Damage	
	( ) Inspect P Hose (Suction), M Hose (discharge hose from Pump to Front of Milk Trailer	
	LTII36 Dump Truck Inspect and Fill Hyd Tank	
	( ) Inspect Hyraulic Hoses and Couplings ( ) Inspect Dump Box for Structural Cracking	
	( ) Inpect Dump Cylinder for Leaks ( ) Inspect Tailgate & Latching Mechanism	
	( ) Inspect Tarping System for Operation and Tarps for Wear	
	To be done by LTII maintenance. Do NOT break the Chain of Custody Seal	
ltii42	( ) LTII maintenance to Inspect Milk Pump Air Blow System-change	
ltii53	( ) Milk Pump Air Blow - Milk Pump Box: Change Air Blow	
ltii54	( ) Milk Pump Milk Pump Box: Inspect hose bracket, light,	
	LTII43 All Trucks Auto Lube - Fill Resevoir	
	LTII44 All Trucks Check Hydraulic oil level & Filter, Change If Needed	
	LTII47 All Trucks Lube Fifthwheel Plate	
	LTII48 All Trucks Inspect Batteries and connections	
	LTII49 All Trucks Inspect Air Lines and Hoses	
	LTII50 All Trucks Transmission and Differentials: Check Oil Level, Take Sample	
	LTII51 All Trucks Wheel: Torque Lug Nuts	
	LTII55 Dump Truck Inspect and Measure Pintle Hitch for Wear	
	LTII56 All Trucks ECM Download and Review with	
	LTII57 All Trucks Replace Engine Oil & Filter	
	LTII59 All Trucks Replace Engine Fuel Filter and Water	
	LTII62 All Trucks Inspect Air Filter-Change If Neccesary	
	LTII63 All Trucks Test & Adjust Engine Coolant - Record Readings	
	LTII64 All Trucks Inspect and Adjust Wheel Bearing End Play - Steer Axle	
	LTII65 All Trucks Inspect King Pins for Wear	
	LTII998 All Trucks Perform a Complete Manual Emissions Regeneration Cycle	
	Inspect Seal for Leaking/Weeping, Inspect Hub Oil Level, Inspect Hub Oil Quality, Use Magnet to check for	
	Iron Particles in Oil. If any problems are present contact LTII maintenance for furthur instruction	

Mechanic completing PM:	Date completed

Checkoff List

LTI Inc Maintenance Department

000360 Inspection-Standard-Power

	Repair Order:	**Unit:**
	Vendor:	**License:**
	VIN:	**Odometer:**

Completed		Comment
	LTII02 All Trucks General Overview of Equipment, Mud Flaps, Qtr Fender, Paint, Decals	
	LTII04 All Trucks Inspect Registation Book for current Liscense, Permit and Registration	
	Inspect PeopleNet Cab Card & License Plate, Check For Les Schwab Number.	
	LTII05 All Trucks Inspect Cab Interior-Dash,Seat,SeatBelt,Lighting, etc	
	LTII06 All Trucks Inspect Windshield	
	LTII07 All Trucks Inspect Mirrors for operation and cleanliness	
	LTII08 All Trucks Inspect in cab PN Unit for Operation-Keyboard, Display, ETC	
	LTII10 All Trucks Inspect First Aid Kit & Fire Extinguisher	
	LTII11 All Trucks Inspect Flares & Triangles	
	LTII12 All Trucks Inspect Accident Packet & Camera	
	LTII13 All Trucks Inspect Wipers: (Blades and Washers)	
	LTII14 All Trucks Inspect Horns: Air & City	
	LTII15 All Trucks Check All Fluid Levels in Engine Compartment, Power Steering, hydraulic clutch	
	LTII17 All Trucks Inspect Engine Belts, Tensioner, Hoses& Lines for Leaks, Chaffing, Etc	
	LTII18 All Trucks Check and Clear any CEL and Fault Codes	
	LTII19 All Trucks Steer Axle Hub Level	
	LTII20 All Trucks Inspect Lift Axle Operation, Suspension, Brakes, Steering	
	LTII21 All Trucks Inspect Brakes (Drum and Disc)	
	LTII22 All Trucks Electrical Cables & Airlines (tied up and in good condition)	
	LTII24 All Trucks Auto Lube - Inspect System For Leaks and Delivery at All Lube Delivery Locations	
	LTII25 All Trucks Grease Chassis	
	LTII26 All Trucks Inspect all Lighting: headlights,drvinglights,turnsignals,markerlights,strobes,backup lights,etc	

	LTII27 All Trucks Inspect Air System	
	LTII30 All Trucks Verify PTO Operational and communicating with PeopleNet	
	LTII31 All Trucks Tires-inspect for irregular wear & advise Maintenance Manager if Alginment is needed	
	LTII32 Milk Pump DriveLine: Inspect and Lubricate. Do NOT break the seal	
	To be done by LTII maintenance. Do NOT break the Chain of Custody Seal	
	( ) Check Milk Pump Gear Box Oil Level ( ) Inspect Milk Pump for Leaks, Damage	
	( ) Inspect P Hose (Suction), M Hose (discharge hose from Pump to Front of Milk Trailer	
	LTII36 Dump Truck Inspect and Fill Hyd Tank	
	( ) Inspect Hyraulic Hoses and Couplings ( ) Inspect Dump Box for Structural Cracking	
	( ) Inpect Dump Cylinder for Leaks ( ) Inspect Tailgate & Latching Mechanism	
	( ) Inspect Tarping System for Operation and Tarps for Wear	
	To be done by LTII maintenance. Do NOT break the Chain of Custody Seal	
	LTII52 ( ) LTII maintenance to Inspect Milk Pump Air Blow System-change	
	LTII53 ( ) Milk Pump Air Blow - Milk Pump Box: Change Air Blow	
	LTII54 ( ) Milk Pump Milk Pump Box: Inspect hose bracket, light,	
	LTII43 All Trucks Auto Lube - Fill Resevoir	
	LTII44 All Trucks Check Hydraulic oil level & Filter, Change If Needed	
	LTII47 All Trucks Lube Fifthwheel Plate	
	LTII48 All Trucks Inspect Batteries and connections	
	LTII49 All Trucks Inspect Air Lines and Hoses	
	LTII50 All Trucks Transmission and Differentials: Check Oil Level, Take Sample	

Mechanic completing PM:	Date completed

Checkoff List

LTI Inc Maintenance Department

000365 Inspection-Standard Trailing-Tanker-Food-Grade

	Repair Order:		**License:**
	Vendor:		**Unit:**
completed	**VIN:**		
	LTII201 All Trailers Inspect Registration & Licensing		
	LTII202 All Trailers General Overview of Equipment		
	LTII203 All Trailers Inspect all Hoses and Air Lines		
	LTII204 All Trailers Inspect Air Hose Coupling and Gladhands from Tractor		
	LTII205 All Trailers Inspect 7 Way and Electrical Connection and From Tractor		
	LTII206 All Trailers Ladder & Mounts		
	( ) Ladder Mount ( ) Traverse ( ) Inspect Grip Tape ( ) has a New style ladder		
	LTII207 All Trailers Drawbar & Hitch		
	LTII208 All Trailers Inspect Turn Table Autolube Delivery		
	LTII209 All Trailers Inspect Turntable For Structural Cracking, Check For Bearing Wear 3/16 "		
	LTII210 All Trailers Inspect Landing Gear - Function, Grease, Structural		
	LTII211 All Trailers Inspect Auto Lube System Fill Reservior, check timer, brake counter , pump operation and points		
	LTII214 All Trailers Inspect Jacketing & Decals		
	LTII215 All Trailers Inspect Fenders (Mounts) & Mudflaps		
	LTII216 All Trailers Inspect Lights & Light Boxes		
	LTII217 All Trailers Inspect Chains & Chain Hangers		
	LTII218 All Trailers Inspect Safety Cables & Hooks		
	LTII219 All Trailers Inspect Hub Oil Level		
	LTII220 All Trailers TPMS (Hendrickson Tire Max CP or Pro)		
	LTII221 All Trailers Inspect Brakes: Drum, Disc		
	LTII222 All Trailers Inspect Suspension & Axles		
	LTII223 All Trailers Inspect Frame & X-Members		
	LTII224 All Trailers Inspect Air Tanks & Mounting		
	LTII225 All Trailers Tires: Check for Irregular Wear and Damage		
	LTII226 All Trailers Wheels: Inspect Wheels for Cracks and Damage		
	LTII227 Milk Trailer Inspect M Hose Coupling and Clamshell		
	LTII228 Milk Trailer Inspect C/P/E Hose For Wear		
	LTII229 Milk Trailer Inspect EXTERNAL FTS System, do NOT break the seal. If the seal is broken contact LTII maintenance.		
	LTII275 All Trailers Tires ( ) Tread depth _____ ( ) Inflation PSI _____ ( ) Tire Wear ( ) Tire Damage ( ) Tire Clearance		

comments:

Mechanic completing PM:

Date completed

Checkoff List

LTI Inc Maintenance Department

000380 Inspection-Annual-Power (FHWA)

Repair Order:	**License:**
Vendor:	**Unit:**
VIN:	**Odometer:**

completed

LTII86 Brake System IN ACCORDANCE WITH 49 CFR 396.

( ) Service Brakes
( ) Parking Brake System
( ) Drums or Rotars
( ) Brake Hoses & Tubing
( ) Low Pressure Warning Device
( ) Air Compressor
( ) Electric Brake System
( ) Hydraulic Brakes
( ) Vacuum Systems
( ) Tractor Protection Valve

LTII98 Coupling Devices IN ACCORDANCE WITH 49 CFR 396.

( ) 5th Wheel
( ) Wear Pads
( ) Bushings And Pins
( ) Pintle Hooks
( ) Mounting Bushings & Safety Cables for Wear
( ) Safety Cables For Correct Clamp Direction
( ) Draw Bar/Tow Bar
( ) Draw Bar/Tow Bar Eye
( ) Safety Devices
( ) Saddle Mounts

LTII105 Exhaust System IN ACCORDANCE WITH 49 CFR 396.

( ) Any Exhaust Leaks
( ) Inspect Clamps
( ) Inspect Flanges
( ) Inspect Placement
( ) Inspect Mounting

LTII109 Fuel System IN ACCORDANCE WITH 49 CFR 396.

( ) Fuel Tank Cap ( ) Vent ( ) Straps ( ) Lines ( ) Tank

LTII113 Lighting Devices - All Lighting Devices and Reflectors

( ) Headlights if Applicable
( ) Clearance & Marker lights
( ) Reflectors
( )Taillights or Stoplights
( )Identification Lights

LTII114 Safe Loading IN ACCORDANCE WITH 49 CFR 396.

LTII115 Parts of Vehicle or condition Loading Such That the Spare Tire or Part of the Load or Dunnage can Fall on the Roadway.

LTII123 Steeriing Mechanism IN ACCORDANCE WITH 49 CFR

( ) Steering Wheel Free Play ( ) Power Steering
( ) Steering Column ( ) Ball & Socket Joints
( ) Steering Gear Box ( ) Tie Rods And Drag Links
( ) Pitman Arm ( ) Nuts And Steering System
( ) Front Axle Beam & All Steering Components Other Than The Steering Column

	LTII128 Suspension IN ACCORDANCE WITH 49 CFR 396.

( ) Springs ( ) U-Bolts ( ) Spring Hangers
( ) Spring Perch ( ) Torque Rods ( ) Equalizers

	LTII132 Frame IN ACCORDANCE WITH 49 CFR 396.

	LTII133 Frame Members

	LTII135 Adjustable Axle Assemblies (Sliding Subframes)

	LTII136 Tires IN ACCORDANCE WITH 49 CFR 396.

( ) Tire Tread ( ) Tire Inflation ( ) Tire Wear
( ) Tire Damage ( ) Tire Clearance

	LTII139 Wheels & Rims IN ACCORDANCE WITH 49 CFR 396.

( ) Lock or Slide Ring ( ) Fasteners ( ) Wheel Studs
( ) Any Damage ( ) Disc/Spoke ( ) Wheel Clearance

	LTII142 Fasteners
	LTII143 Welds
	LTII144 Windsheild Glazing - IN ACCORDANCE WITH 49 CFR
	LTII145 Windshield Wipers - IN ACCORDANCE WITH 49 CFR
	LTII146 Any Other Condition Which may Prevent Safe
	LTII148 Check Winches @ Stake Pockets -- Flat Beds Only
	LTII149 Check Door Weather Stripping & Latches
	LTII150 Check Flat Deck & Van Floors
	LTII999 Take Equipment Pictures & Send To KEVIND@LYNDEN.COM

( ) front left incl milk pump if applciable ( ) right rear

	Inspect & Clean Engine Compartment

Mechanic completing PM:			Date completed

Checkoff List

LTI Inc Maintenance Department

000382 Inspection-Annual-Trailing-Tanker-Food-Grade (FHWA)

Repair Order:	**License:**
Vendor:	**Unit:**
VIN:	

completed

LTII86 Brake System IN ACCORDANCE WITH 49 CFR 396.

( ) Service Brakes
( ) Parking Brake System
( ) Drums or Rotars
( ) Brake Hoses & Tubing
( ) Tiremaxx system
( ) Air Compressor
( ) Electric Brake System
( ) Hydraulic Brakes
( ) Vacuum Systems

LTII98 Coupling Devices IN ACCORDANCE WITH 49 CFR 396.

( ) Pintle Hooks
( ) Mounting Bushings & Safety Cables for Wear
( ) Safety Cables For Correct Clamp Direction
( ) Saddle Mounts
( ) Draw Bar/Tow Bar
( ) Draw Bar/Tow Bar Eye
( ) Safety Devices

LTII113 Lighting Devices - All Lighting Devices and Reflectors

( ) Clearance & Marker lights
( ) Reflectors
( )Taillights or Stoplights
( )Identification Lights

LTII114 Safe Loading IN ACCORDANCE WITH 49 CFR 396.

LTII115 Parts of Vehicle or condition Loading Such That the Spare Tire or Part of the Load or Dunnage can Fall on the Roadway.

LTII123 Steeriing Mechanism IN ACCORDANCE WITH 49 CFR

For steerable drop axles

( ) Stablizer Shocks
( ) Tie rods
( ) Ball & Socket Joints

LTII128 Suspension IN ACCORDANCE WITH 49 CFR 396.

( ) Springs ( ) U-Bolts ( ) Spring Hangers
( ) Spring Perch ( ) Torque Rods ( ) Equalizers

LTII132 Frame IN ACCORDANCE WITH 49 CFR 396.

LTII133 Frame Members

	LTII135 Adjustable Axle Assemblies (Sliding Subframes)

	LTII136 Tires IN ACCORDANCE WITH 49 CFR 396.

( ) Tire Tread ( ) Tire Inflation ( ) Tire Wear
( ) Tire Damage ( ) Tire Clearance

	LTII139 Wheels & Rims IN ACCORDANCE WITH 49 CFR 396.

( ) Lock or Slide Ring ( ) Fasteners ( ) Wheel Studs
( ) Any Damage ( ) Disc/Spoke ( ) Wheel Clearance

	LTII142 Fasteners
	LTII143 Welds
	LTII146 Any Other Condition Which may Prevent Safe
	LTII148 Check Winches @ Stake Pockets -- Flat Beds Only
	LTII149 Check Door Weather Stripping & Latches
	LTII150 Check Flat Deck & Van Floors
	LTII999 Take Equipment Pictures & Send To KEVIND@LYNDEN.COM

( ) front left ( ) right rear incl axle configuration

comments:

Mechanic completing PM:	Date completed

Drivers Vehicle Inspection Report

Carrier:_____

Address:_____

Date:_____ Time:_____AM / PM

Check any Defective Item and Give Details Under "Remarks"

Tractor/
Truck No._____ **Odometer Reading**_____

[ ] Air Compressor
[ ] Air Lines
[ ] Battery
[ ] Body
[ ] Brake Accessories
[ ] Brakes, Parking
[ ] Brakes, Service
[ ] Clutch
[ ] Coupling Devices
[ ] Defroster/Heater
[ ] Drive Line
[ ] Engine
[ ] Exhaust
[ ] Fifth Wheel
[ ] Frame and Assembly
[ ] Front Axle
[ ] Fuel Tanks
[ ] Generator
[ ] Horn
[ ] Lights
Head - Stop
Tail - Dash
Turn Indicators
[ ] Mirrors
[ ] Mufflers
[ ] Oil Pressure
[ ] Radiator
[ ] Rear End
[ ] Reflectors
[ ] Safety Equipment
Fire Extinguisher
Reflective Triangles
Flags - Flares - Fuses
Spare Bulbs & Fuses
Spare Seal Beam
[ ] Suspension System
[ ] Starter
[ ] Steering
[ ] Tachograph
[ ] Tires
[ ] Tire Chains
[ ] Transmission
[ ] Wheels and Rims
[ ] Windows
[ ] Windshield Wipers
[ ] Other

Trailer(s) NO. (s)_____

[ ] Brake Connections
[ ] Brakes
[ ] Coupling Devices
[ ] Coupling (King) Pin
[ ] Doors
[ ] Hitch
[ ] Landing Gear
[ ] Lights - All
[ ] Roof
[ ] Suspension System
[ ] Tarpaulin
[ ] Tires
[ ] Wheels and Rims
[ ] Other

Remarks:_____

[ ] Condition of the Above Vehicle is Satisfactory
Drivers Signature_____
[ ] Above Defects Corrected
[ ] Above Defects Need Not Be Corrected For Safe Operation of Vehicle

Mechanic's Signature_____ Date_____

Driver's Signature_____ Date_____

JOB TITLE: Dispatcher

SUMMARY:
Directs and coordinates all line haul and hostler activities including related paperwork, communications and customer service.

ESSENTIAL DUTIES AND RESPONSIBILITIES include the following; other duties may be assigned:

- Attendance and timeliness are essential functions of this position.
- Coordinates freight operations through driver dispatch, equipment maintenance and yard operations.
- Tracks volumes and coordinates daily operations by taking customer calls and or contacting customers and dispatching loads from pick up through destination. Determines work sequence and shipping dates, type, volume and destination.
- Prepares driver and equipment schedules to maintain compliance with load requirements, driver hours of service regulations and equipment maintenance scheduled to ensure efficiency of operations.
- Adheres to the safety policy of the company and complies with the standards set forth by OSHA, federal, state and local laws. Monitors employee compliance with company policy on traffic laws and hours of service regulations. Promotes safe and efficient operations within the terminal and on the public roads.
- Records, traces and enters information on company computer system as required.
- Prepares, compiles and submits reports on work activities, operations, production and inventory as needed.

QUALIFICATION REQUIREMENTS:
To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or abilities required. Attendance and timeliness are essential functions of this position; employee customarily works at least 40 hours/week on a planned continuous basis. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

SUPERVISORY RESPONSIBILITIES:
This position requires strong supervisory skills and responsibilities. The ideal candidate will possess negotiating, team building and people skills as to motivate the owner operators in load acceptance and accepting rate per mile shortfalls. This position requires strong working relationship with all personnel. Responsibilities include planning, assigning, and directing work; appraising performance; rewarding and disciplining employees; addressing complaints and resolving problems.

EDUCATION/EXPERIENCE:
Five plus years of experience dealing with multifaceted transportation organization is a plus. High school diploma or general education degree (GED); or one to three years related experience and/or training; or equivalent combination of education and experience.

LANGUAGE AND SKILLS:
Ability to read and speak the English language sufficiently to converse with co-workers, supervisors and managers, to understand procedures and warning signs and or markings in the English language, to respond to inquiries, and to make entries on reports and records.

Ability to read, analyze and interpret documents such as shipping regulations, safety rules, operating and maintenance instructions and procedure manuals.. Have the ability to write reports and interact in professional business correspondence. The ideal candidate will have the ability to effectively present information and respond to questions from Managers, clients, and the general public.

MATHEMATICALSKILLS:
Ability to add, subtract, multiply, and divide two digit numbers.

REASONING ABILITY:
Ability to understand detailed written and oral instructions; ability to prioritize and problem-solve in time/safety-sensitive situations. Ability to solve practical problems and deal with a variety of concrete variables in situations where only limited standardization exists. Ability to interpret a variety of instructions furnished in written, oral, diagram, or schedule form.

OTHER SKILLS AND ABILITIES:
Must have a working knowledge of Windows, Outlook, Word, Excel, PeopleNet programs; must have proven supervisory skills; must have the ability to work well under pressure and handle demanding customer needs. Able to balance team and individual responsibilities, give and welcome feedback, contribute to building a positive team spirit, and is able to build morale and group commitments to goals and objectives.

PHYSICAL DEMANDS:
The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of the job; reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job the employee is regularly required to stand, walk, and sit during the normal course of daily activities. The employee is frequently required to use hands and fingers to keyboard and operate a variety of machinery from office equipment to large forklifts. The employee is regularly required to talk and hear while communicating with employees, customers, and vendors either in person, by radio, or by using the telephone; the employee is regularly required to stoop, kneel, crouch, or crawl, and must occasionally lift and/or move up to 25 pounds. Specific vision abilities required by this job include close, distance, peripheral vision, depth perception, and the ability to adjust focus.

WORK ENVIRONMENT:
The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job; reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

The noise level in the work environment ranges from quiet to moderate to very loud.

COMMENTS:
LTI, Inc. is an equal opportunity employer. Women, minorities and veterans are encouraged to apply. Must pass a pre-employment drug test.

JOB TITLE: Driver

SUMMARY:
LTI, Inc. is a family-owned company with a long, proud history that has become a modern, innovative leader in the transportation industry. Employee must meet Department of Transportation requirements and possess a CDL.

ESSENTIAL DUTIES AND RESPONSBILITIES include the following. Other duties may be assigned.

- Drives truck to destination. Prepares receipts for load picked up and delivered as well as corresponding time sheet.
- Enters information into on-board truck computer.
- Inspects truck, truck equipment and supplies such as tires, lights, brakes, fuel, oil and water, for defects before and after trips and submits report indicating truck condition. Fuels, lubricates, and repairs when necessary. Maintains truck cleanliness.
- Inspects exterior of equipment for cleanliness and exterior for leaks or damages.
- Maintains driver log according to I.C.C., state and federal regulations.
- Maintains safe telephone or radio contact with supervisor to receive pickup and delivery instructions.
- Performs emergency roadside duties such as installing tire chains, changing fuses or light bulbs.
- Possesses mechanical aptitude necessary to determine plan of action in emergency situations.
- Hooks and unhook trailers as well as cranks landing gear.
- Steers, moves levers with hands and feet, shifts gears, and presses pedals to drive and control movement of truck and other equipment. Climbs ladder on tank trailers as necessary.

QUALIFICATION REQUIREMENTS:
To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the physical ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

EDUCATION and/or EXPERIENCE:
One to three months related experience and/or training or equivalent combination of training and experience.

LANGUAGE SKILLS:
Ability to read and comprehend simple instructions, short correspondence and memos. Employee needs ability to write simple correspondence and to effectively present information in one-on-one and small group situations to customers, clients, and other employees of the organization.

MATHEMATICAL SKILLS:
Ability to add and subtract, multiply and divide in all units of measure, using whole numbers, common fractions, and decimals. Ability to compute rate, ratio, percentages and to draw /interpret bar graphs.

REASONING ABILITY:
Ability to apply commonsense understanding in carrying out instructions furnished in written, oral or diagram form. Ability to deal with problems involving several concrete variables in standardized situations.

CERTIFICATES, LICENSES, REGISTRATIONS:
Employee must meet Department of Transportation requirements. They must have a CDL with Class A Air, Doubles endorsements.

OTHER SKILLS AND ABILITIES:
Good public relations skills are a must.

PHYSICAL DEMANDS:
The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job.

While performing the duties of this job, the employee is frequently required to sit. The employee is occasionally required to stand; walk; use hands to finger, handle, or feel objects, tools, or controls; reach with hands and arms; climb or balance; stoop, kneel, crouch, or crawl; talk or hear; and taste or smell. The employee must regularly lift and/or move up to 10 pounds and occasionally lift and/or move up to 50 pounds. Employee will seldom be required to lift up to 100 pounds. Specific vision abilities required by this job include close vision, distance vision, color vision, peripheral vision, depth perception, and the ability to adjust focus.

WORK ENVIRONMENT:
The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is regularly exposed to vibration. The employee occasionally works near moving mechanical parts; in high, precarious places and in outside weather conditions and is occasionally exposed to wet and/or humid conditions, fumes or airborne particles, and risk of electrical shock. The employee works with and near toxic and caustic chemicals such as chlorine and cleaning solutions.

The noise level in the work environment is usually moderately loud.

COMMENTS:
LTI, Inc. is an equal opportunity employer. Women, minorities and veterans are encouraged to apply. Must pass a pre-employment drug test.

JOB TITLE: Hostler

SUMMARY:
LTI, Inc. is a family-owned company with a long, proud history that has become a modern, innovative leader in the transportation industry. Employee must meet Department of Transportation requirements and possess a CDL.

ESSENTIAL DUTIES AND RESPONSBILITIES include the following. Other duties may be assigned.

- Ensures that all shipping documents (manifest, bills of lading, delivery receipts, etc.(required to move the shipment and available and complete.
- Enters information into onboard truck computer system.
- Hooks and unhook trailers as well as cranks landing gear.
- Drives truck short distances, between loading or unloading area and staging areas.
- Inspects truck and trailer for items such as tires, lights, brakes, fuel, oil and water, for defects before and after trips and submits report indicating truck condition. Fuels, lubricates, and repairs when necessary. Maintains truck cleanliness.
- Inspects exterior of equipment for cleanliness and exterior for leaks or damages.
- Maintains driver log according to I.C.C., state and federal regulations.
- Maintains safe telephone or radio contact with supervisor to receive pickup and delivery instructions.
- Possesses mechanical aptitude necessary to determine plan of action in emergency situations.
- Steers, moves levers with hands and feet, shifts gears, and presses pedals to drive and control movement of truck and other equipment. Climbs ladder on tank trailers as necessary.

QUALIFICATION REQUIREMENTS:
To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the physical ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

EDUCATION and/or EXPERIENCE:
One to three months related experience and/or training or equivalent combination of training and experience.

LANGUAGE SKILLS:
Ability to read and comprehend simple instructions, short correspondence and memos. Employee needs ability to write simple correspondence and to effectively present information in one-on-one and small group situations to customers, clients, and other employees of the organization.

MATHEMATICAL SKILLS:
Ability to add and subtract, multiply and divide in all units of measure, using whole numbers, common fractions, and decimals. Ability to compute rate, ratio, percentages and to draw /interpret bar graphs.

REASONING ABILITY:
Ability to apply commonsense understanding in carrying out instructions furnished in written, oral or diagram form. Ability to deal with problems involving several concrete variables in standardized situations.

CERTIFICATES, LICENSES, REGISTRATIONS:
Employee must meet Department of Transportation requirements. They must have a CDL with Class A Air, Doubles endorsements.

OTHER SKILLS AND ABILITIES:
Good public relations skills are a must.

PHYSICAL DEMANDS:
The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job.

While performing the duties of this job, the employee is frequently required to sit. The employee is occasionally required to stand; walk; use hands to finger, handle, or feel objects, tools, or controls; reach with hands and arms; climb or balance; stoop, kneel, crouch, or crawl; talk or hear; and taste or smell. The employee must regularly lift and/or move up to 10 pounds and occasionally lift and/or move up to 50 pounds. Employee will seldom be required to lift up to 100 pounds. Specific vision abilities required by this job include close vision, distance vision, color vision, peripheral vision, depth perception, and the ability to adjust focus.

WORK ENVIRONMENT:
The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is regularly exposed to vibration. The employee occasionally works near moving mechanical parts; in high, precarious places and in outside weather conditions and is occasionally exposed to wet and/or humid conditions, fumes or airborne particles, and risk of electrical shock. The employee works with and near toxic and caustic chemicals such as chlorine and cleaning solutions.

The noise level in the work environment is usually moderately loud.

COMMENTS:
LTI, Inc. is an equal opportunity employer. Women, minorities and veterans are encouraged to apply. Must pass a pre-employment drug test.

LTI, Inc.
Management Biographies

Jason Jansen, President

Jason rejoined LTI, Inc. in 2014 to take the President role. Prior to that, Jason was President of another Lynden company, Brown Line LLC from 2008 to 2014. Jason began his work with Lynden in the summer of 1987, performing seasonal summer work first with Knik Construction and then with LTI, Inc., while attending school. Jason has 4 years of truck driving and 5 years of dispatching experience with LTI, Inc. in the 90's and early 2000's before being promoted to Northwest Regional Manager in 2002 and held that position until 2008 when he became President of Brown Line.

Jason is very involved in community and has held various roles on community boards including the Lynden Airport Board and the Lynden Extension of the Boys and Girls Club. In addition, Jason served on the Board of Directors for the Lynden Chamber of Commerce.

Jason has nearly 30 years of experience at Lynden and in the Transportation industry.

Kalise Hastings, Vice President, Secretary and Treasurer

Kalise began her career with Lynden at parent company, Lynden Incorporated after finishing her degree in Business at the University of Washington. Kalise served as Lynden Incorporated's Credit, Collection and General Accounting Manager for 10 years prior to joining LTI, Inc. as Business Analyst in 1992. Kalise was promoted to her current position as Vice President, Secretary & Treasurer in 2000. Kalise's duties include customer contract management, strategic and financial planning and financial reporting.

Kalise has serviced on the Board of Directors for Lynden Youth Sports and is very involved in community. Kalise has been with the Lynden family of companies for over 35 years.

Chae Matta, Vice President of Operations

Chae began his transportation career working as a truck driver for Waste Management in Portland, Oregon from 1997 through 2000. Chae came to LTI, Inc. in 2000, first as a linehaul driver, then as a Driver Supervisor in Portland. In 2005, Chae was promoted to Operations and Maintenance Supervisor for our Portland operation and quickly moved up to Regional Manager for Oregon and SW Washington. In early 2017, Chae was promoted to his current position as Vice President of Operations.

Chae understands the Portland market, has a wealth of operations and equipment knowledge in the transportation industry and 17 years of service with LTI, Inc.

Dave Seaman, Director of Equipment and Maintenance

Dave came to LTI, Inc. in 2011 with tremendous industry experience. Dave is responsible for all LTI, Inc.'s equipment and maintenance programs and participates on Lynden's cross company equipment

team which researches, tests and specs equipment to include pursuit of environmental efficiencies. Dave served in general management for Caterpillar, specifically as Regional Manager for Western State Equipment in Pasco, Washington from 2005 through 2011 and as Branch Manager and then Service Manager for NC Machinery in Anchorage and Mt. Vernon, Washington from 1997 to 2005. Prior to 1997, Dave worked as a mechanic for another Lynden company, Knik Construction Company.

Dave attended the University of Montana on a Football Scholarship and completed his education at Western Washington University earning a B.A.

Greg Tolle, Western Regional Manager

Greg began his career in transportation as a truck driver for Martin's Feed where he worked from 1984 – 1988. Greg joined LTI, Inc. in 1988, holding a variety of positions from equipment operator (1988 – 1991) to mechanic (1991-2004) to Dispatcher (2004 – 2008). Greg was promoted to NW Regional Manager in 2008 and to Western Regional Manager in 2017. Greg is responsible for nine west coast service centers including customer solution, routing and staffing.

Greg has nearly 26 years of experience with LTI, Inc. and 30 years of experience in the transportation industry.

Lu Jackson, Director of HR

Lu was promoted to her current position in 2015. Lu is responsible for employee relations, hiring, management training and HR compliance. Lu services on a Lynden cross company HR team that meets to share best practices, provide training, develop training programs and improve HR work processes.

Lu has 34 years of service with LTI, Inc. in a variety of positions.

Anthony Knapp, Director of HSSE & Compliance

Anthony joined LTI, Inc. in 2014, coming from sister company, Lynden Air Cargo in Anchorage, Alaska. Anthony's current duties include all aspects of health, safety, security and environment including maintenance and execution of LTI, Inc.'s emergency response, training, Fit for Work, OSHA, accident investigation and compliance programs. Anthony also service on a Lynden cross company HSSE team that meet to develop best practices through information sharing, education and process improvement initiatives.

Anthony worked at Lynden Air Cargo from 2002 – 2014 and served as their Director of Safety and Security and their L-382 Flight Engineer Instructor. Lynden Air Cargo owns and operates a fleet of C-130 aircraft throughout the world. Anthony has 16 years of service with Lynden. Prior to joining Lynden Air Cargo, Anthony serviced in the U.S. Coast Guard and Air National Guard. He holds a Bachelor of Science in Aviation from Thomas Edison State College.

Alan Hartgraves, Business Development Manager

Alan joined LTI, Inc. in 2016. Alan's responsibilities include customer support, community relations, customer service training and driver recruitment. Alan started his career with Lynden at Brown Line in 2011 as National Accounts Manager. At Brown Line, Alan served on a number of Lynden cross company teams including customer service training, driver recruitment and a customer service vital factors team. Alan also brings 11 years of experience in the insurance industry.

Curtis Camp, Operations Manager Portland/Vancouver

Curtis joined LTI, Inc. in 2000 as a truck driver. Curtis has also held positions as Driver Supervisor and Dispatcher before taking his current position in 2017. His current responsibilities include oversite of Service Centers in Portland/Vancouver, McMinnville, Tangent and Chehalis. Curtis is also responsible for customer and community relations in those areas.

Curtis has 17 years of experience with LTI, Inc.

JOB TITLE: Mechanic

SUMMARY:
LTI, Inc. is a family-owned company with a long, proud history that has become a modern, innovative leader in the transportation industry. Employee must meet Department of Transportation requirements. Employee must possess a current Brake and DOT inspector certificate. Employee must be willing to receive an Air Conditioning Certificate and must have own hand tools. Basic MIG Welding Skills may be required.

ESSENTIAL DUTIES AND RESPONSIBILITIES include the following; other duties may be assigned:

- Ability to perform accurate diagnosis and repair of most Truck and Trailer system
- Ability to remove and install Truck and Trailer parts safely.
- Consistently perform all Truck and Trailer maintenance as defined by LTII requirements.
- Ability to make parts reuse decisions based on manufacturer's recommendations.
- Examines protective guards, loose bolts, and specified safety devices on trucks, and makes adjustments.
- Repairs or replaces defective parts. Lubricates and cleans parts.
- Starts and drives repaired equipment to verify conformance to specifications and to test their performance and may assist with equipment relocation.
- Troubleshoot and Repair 12 and 24 volt starting/charging systems.
- Basic understanding of chassis electrical.
- Ability to read basic electrical schematic.
- Completes job work orders using company maintenance software system, recording materials used, type of work accomplished, and maintenance system codes.
- Assists with periodic inventory and equipment counts.
- Complies with all company safety policies, including use of protective equipment.
- Employee must demonstrate the ability to work alone or within a Team environment. Also be able to adapt to changes in job priorities quickly and work in a fast paced environment.

QUALIFICATION REQUIREMENTS:
To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

EDUCATION AND/OR EXPERENECE:
2 year Technical School graduate preferred. High school diploma or general education degree (GED); One year fleet maintenance or related experience and/or training; or equivalent combination of education and experience.

CERTIFICATES, LICENSES, REGISTRATIONS:
Employee must meet Department of Transportation requirements and must possess a valid Commercial Driver's License with Class A Air, Doubles endorsements.

Employee must be willing to receive an Air Conditioning Certificate.

Employee must possess a brake certificate.

Employee must have own hand / air tools.

PHYSICAL DEMANDS:
The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is regularly required to stand, walk, handle or feel objects, tools, or controls; reach, stoop, kneel, crouch, or crawl and talk or hear. The employee is occasionally required to sit, climb or balance, and taste or smell.

The employee must frequently lift and/or move up to 10 pounds and occasionally lift and/or move up to 100 pounds. Specific vision abilities required by this job include close vision, distance vision, color vision, peripheral vision, depth perception, and the ability to adjust focus.

WORK ENVIRONMENT
The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

The employee is frequently exposed to outside weather conditions and working around moving machinery.

The noise level in the work environment is generally moderate.

COMMENTS:
LTI, Inc. is an equal opportunity employer. Women, minorities and veterans are encouraged to apply. Must pass a pre-employment drug test.

JOB TITLE: Customer Service Representative

SUMMARY:
Possesses a genuine desire to serve the Customer by processing and providing information through a multitude of avenues including, but not limited to, the essential functions of the job listed below.
Processes and provides barge and/or ferry cargo availability, schedule, routing, and rating information for customers.

ESSENTIAL DUTIES AND RESPONSIBILITIES include the following; other duties may be assigned:

- Attendance and timeliness are an essential function of this position.
- Process Bills of Lading for receiving freight, review bill for complete information, assign codes and follow shipping instructions as required. Enter alpha and numeric receiving data from source documents into computer in an office and/or warehouse environment.
- Process a variety of documents such as Bills of Lading, Delivery Receipts, freight manifests, bookings, and other information in accordance with established Company standards.
- Enter documents into scanning (imaging) system.
- Generate rates on bills using computer program.
- Answer a variety of customer and public information requests by phone, e-mail, and fax or in person.
- Perform audits to ensure accuracy of customer billing
- Verify hours of work for drivers and summarize for twice-monthly payrolls.

QUALIFICATIONS
To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

EDUCATION and/or EXPERIENCE
High School Education or G.E.D or equivalent and a minimum of 2 years related experience. Knowledge of current customers, requirements and processes is helpful.

LANGUAGE SKILLS
Ability to read and interpret documents such as tariffs, procedure manuals, employee and safety handbooks. Ability to speak effectively to customers and/or employees of organization.

MATHEMATICAL SKILLS
Ability to calculate figures and amounts such as discounts, interest, commissions, proportions, percentages, area, circumference, and volume.

OTHER SKILLS AND ABILITIES
PC Skills Required: Windows, Word, Excel, Internet browser tools, Outlook
Keyboard and ten-key by touch

Employee must enjoy the challenge of working in a multiple task - fast paced environment. Employee must possess a genuine desire and skill to meet the customer's needs in the most efficient manner possible. Ability to prioritize and problem-solve in time/safety-sensitive situations.

PHYSICAL DEMANDS

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee must be able to handle a variety of physical activity from sitting to standing, walking and occasional lifting from 10 to 25 pounds. Employee must be able to use eyes, hands and fingers to keyboard, operate phones, fax and other office machinery. The employee must occasionally kneel and stretch while inspecting vehicles. The employee must be able to hear and speak while communicating with customers and coworkers in person, on the telephone or on radios. The employee must possess close, distance, color peripheral and depth perception.

WORK ENVIRONMENT

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

The employee is occasionally exposed to outside weather conditions and working around moving machinery.

The noise level in the work environment is generally moderate.

COMMENTS:

LTI, Inc. is an equal opportunity employer. Women, minorities and veterans are encouraged to apply. Must pass a pre-employment drug test.

JOB TITLE: Service Center Manager (Metro Manager)

SUMMARY:
Directs, coordinates, supervises and manages all aspects of day-to-day facility operational and administrative activities.

ESSENTIAL FUNCTIONS to include but not limited to:

- Attendance and timeliness are essential functions of this position.
- Directs all Service Center operational and administrative activities. Operational activities include pick-up and delivery of freight, receipt of freight, dispatching of service equipment and supervision of yard activities.
- Ensures completion of required paperwork, communications and customer service activities.
- Directs staffing, training and performance evaluations for all service center personnel. Supervises and develops plans for efficient use of materials, equipment and employees.
- Determines work requirements and assigns personnel as needed. Works with employees to analyze work requirements and work conditions to propose and implement changes to increase efficiency and effectiveness. Analyzes and resolves work problems, or assists workers in solving work problems. Helps motivate workers to achieve work goals.
- Directs maintenance of equipment and facility.
- Reviews all accident reports and initiates follow-up measures as prescribed by company policy and/or corporate policy.
- Coordinates, responds to and assists in non-hazardous and hazardous material response activities, transportation accidents and occupational injuries and illnesses.
- Promotes safe & efficient operations within the terminal. Assures compliance with company policies, DOT, EPA, OSHA and applicable federal, state and local requirements.

QUALIFICATION REQUIREMENTS:
To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

SUPERVISORY RESPONSIBILITIES:
This position requires strong supervisory skills and responsibilities. The ideal candidate will possess negotiating, team building and people skills as to motivate the owner operators in load acceptance and accepting rate per mile shortfalls. This position requires strong working relationship with all personnel. Responsibilities include planning, assigning, and directing work; appraising performance; rewarding and disciplining employees; addressing complaints and resolving problems.

EDUCATION/EXPERIENCE:
Bachelor's Degree (B.A.) or equivalent from a four-year college or university or two-to-four years related experience and/or training, or an equivalent combination of education and experience.

LANGUAGE SKILLS:
Ability to read and speak the English language sufficiently to converse with subordinates, co-workers, supervisors and managers, to understand procedures and warning signs and or markings in the English language, to respond to inquiries, and to make entries on reports and records.

Ability to read, analyze, and interpret general business periodicals, professional journals, technical procedures, or governmental regulations. Ability to effectively present information and respond to questions from groups of managers, clients, customers, and the general public. Ability to communicate effectively with other employees and customers.

MATHEMATICAL SKILLS:
Ability to add, subtract, multiply, and divide in all units of measure, using whole numbers, common fractions, and decimals. Ability to compute rate, ratio, and percent and to interpret bar graphs.

REASONING ABILITY:
High skills: Ability to solve practical problems and deal with a variety of concrete variables in situations where only limited standardization exists. Ability to interpret a variety of instructions furnished in written, oral, diagram, or schedule form. Ability to prioritize and problem-solve in time/safety-sensitive situations.

PHYSICAL DEMANDS:
The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is regularly required to talk and hear. The employee frequently is required to reach with hands and arms. The employee is regularly required to stand, walk, use hands and fingers, handle or feel objects, tools or controls.

The employee must frequently lift and/or move up to 20 pounds and occasionally lift and/or move up to 40 pounds. Specific vision abilities required by this position include close vision, distance vision, and the ability to adjust focus.

WORK ENVIRONMENT:
The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this position, the employee may work in weather conditions.

The noise level in the work environment is usually moderate, however hearing protection may be required.

COMMENTS:
LTI, Inc. is an equal opportunity employer. Women, minorities and veterans are encouraged to apply. Must pass a pre-employment drug test.

1. At Roosevelt, you are proposing to provide shuttle service from the staging yard to the landfill tipper and back. Provide one-way miles and fuel consumption in miles per gallon for the shuttle service from the trailer storage yard to the tipper at that landfill.

    a. One way miles from the staging yard to the landfill tipper location – 6.1 miles. We are estimating approximately 3 MPG due to grade and possible unpaved roads.

2. Regarding RHD/R99 fuel usage referenced on P4 – 1.C.c), can you provide details of the operational and environmental benefits the proposed RHD fuel would provide to Metro?

    a. Renewable Hydrocarbon Diesel (RHD)/ R99 offers the reliability of diesel with the environmental benefits of biodiesel.

    Performance: We have spoken with several fleets who currently use RHD/ R99 who are very pleased with its performance. One of these contacts included John Hunt with the City of Portland who uses and has purchased over 1 million gallons. Operationally, RHD performs like diesel giving the same HP, torque, and reliability, with little to no loss in fuel economy, and none of the performance issues that come with traditional biodiesel such as gelling at cold temperatures and clogged filters. The higher cetane number (65 for RHD vs 40 for ULSD) means a cleaner, more complete burn and better engine performance. Because RHD is so much cleaner than fossil derived diesel, fleets experience fewer issues with clogged Diesel Particulate Filters and associated regens. In addition, the lower NOx and PM (see below) content of RHD means that the load on the DPF system is reduced and less DPF fluid is needed. Most engine manufacturers will approve only up to 20% biodiesel in their engines, but RHD is defined as "diesel" with associated American Society for Testing and Materials (ASTM) 975 certification, so it is allowed in up to 100% blends in the engines that would be used for this project.

    From a price perspective, the best pricing comes with RB20 blends (80% RHD and 20% biodiesel), with today's cost at $0.22 more per gallon than B5 diesel. In comparison, R99 is currently $0.80 more expensive per gallon than B5. While we cannot guarantee these prices two years from now, we are fairly certain that the price will remain stable.

    Environmental Benefits: The lifecycle (well to wheels) emissions of R99 RHD is greatly reduced compared to that of fossil derived diesel according to both the Oregon Approved Carbon Intensity Values and the CARB Low Carbon Fuel Standard Certified Pathway Carbon Intensity Values. The specific reduction varies depending on the feedstock (i.e. the source) of the fuel. The table below shows the Carbon Intensity (g CO2e/ MJ) of R99 Renewable Diesel from the supplier that we have identified (Renewable Energy Group) and the 4 types of feedstock that they use in their Geismar, LA plant as well as the canola oil derived B20 biodiesel from their Gray's Harbor, WA facility. Renewable Energy Group does not use controversial palm oil as a feedstock

because of the environmental concerns of clearcutting tropical rainforest for palm oil plantations.

- Using R99 RHD in this operation would reduce the lifecycle CO2 emissions by 63.4% and using RB20 (a blend of 80% RHD and 20% biodiesel) would reduce the lifecycle emissions by 60.1%.
- The NOx and PM content of RHD is also substantially lower than fossil derived USLD: 15% and 42% lower respectively (see table below). However, modern emission controls are so effective, that the actual tailpipe emissions would not likely be reduced in this operation compared to ULSD.
- The Sulfur content and associated emissions would be reduced by 95% to "near zero".
- Volatile Organic Compound (VOC) emissions of RHD are greatly reduced as well with a 94% reduction in aromaticity (i.e. the smell of the liquid fuel).

PERCENT REDUCTION OF CARBON INTENSITY OF PROPOSED FUELS						TAILPIPE EMISSIONS****			
Fuel - Feedstock	Fuel Supplier	FPC	Carbon Intensity (gCO2e/ MJ)	Percent Reduction vs ULSD B5	CO2	CO	NOX	PM	SOX
ULSD B5	Oregon Average	ORULSD002 [a]	**99.64**	-					
ULSD B20 - Canola Oil	Renewable Energy Group, Gray's Harbor, WA	BDCA204 [b]	**91.89**	**7.8%**	1% less [e]	12.6% less	varies	varies	varies
R99 Renewable Diesel 99% - Average CI			**36.44**	**63.4%**	10% less [c]	25% less [c]	15% less [c]	42% less [c]	95% less [d]
Renewable Diesel - Used Cooking Oil	Renewable Energy Group, Geismar Facility, LA	RDU204 [b]	18.99						
Renewable Diesel - Corn Oil	Renewable Energy Group, Geismar Facility, LA	RDC202 [b]	34.32						
Renewable Diesel - Tallow	Renewable Energy Group, Geismar Facility, LA	RDT206 [b]	35.71						
Renewable Diesel - Soybean Oil	Renewable Energy Group, Geismar Facility, LA	RDS201 [b]	56.57						
RB20 (Renewable Diesel 80% Biodiesel 20%)			**39.73**	**60.1%**	20% less [e]	28% less [c]	10% less [c]	39% less [c]	76% less [c]

Sources:

a. Oregon Approved Carbon Intensity Values http://www.oregon.gov/deq/FilterDocs/cfp-All-CIs.pdf
b. CARB Low Carbon Fuel Standard Certified Pathway Carbon Intensities Last Updated Nov. '17 https://www.arb.ca.gov/fuels/lcfs/fuelpathways/pathwaytable.htm
c. REG charts based on California Air Resources Board assessments compared to federal ULSD http://info.regi.com/l/66872/2017-10-16/bq35nd
d. ULSD contains 10ppm sulfur content while renewable diesel contains less than 0.5ppm. 0.5/10 = 95% reduction
e. LTI Inc SmartWay Fleet Model emissions comparison of B5 vs B20

3. Confirm that the line-haul mileages you provide in your proposal (P5) are one-way miles from the transfer stations to the trailer storage yard at each landfill.

   a. Miles represented in the proposal page 5 (P5) are one-way miles from origin to the trailer storage yard with the exception of transportation to the Roosevelt landfill. One way miles from MCS and MSS to the LTI, Inc. Roosevelt trailer storage yard are 143 miles.

4. P5, e-g. What did you assume for miles to/from your Service Center to the route? Do the mileages shown in the table on page 5 include that assumed miles with two trips (one from, one to) to Service Center each day for 1.5 trips to TS each day?

    a. Incremental one-way miles to/from our proposed trucking Service Center to the route would be 1 – 7 miles. The mileages shown in the table on page 5 include the assumed Service Center miles of 1.5 miles each way, 3 miles total per load. The final miles are subject to the final location of the Service Center.

5. The miles shown on P5 do not match the miles shown on pages 10-14. Clarify the number of miles from each transfer station to each landfill excluding miles to and from the Service Center each day.

    a. The miles on page 5 are a direct representation of the one way miles from each transfer station to each landfill. The miles shown on pages 10-14 include miles that may be incurred while traveling to a LTI Service Center or miles incurred in routing and contingency scenarios.

6. On P6, you state, “In emergency situations, we can shuttle equipment and drivers between the transfer station and our Service Center.” P7, the note on table states, “LTI will pull add resources from other LTI operations to meet the needs”. Provide additional details on where those add resources will generally come from and whether there are any contract restrictions with others that would preclude their use on this contract in an emergency, and if there additional cost associated with this resource shift.

    a. We have two locations with the ability to pool resources and would be in-line with this Metro operation. These locations are Vancouver, WA with approximately 25 drivers and Boardman, OR with approximately 20 drivers. Neither location has any contract restrictions or constraints that would prevent us from pooling resources. LTI, Inc. has additional terminal locations with more than 450 drivers throughout WA, OR, ID and MT that would have the ability to supply extra drivers as needed on a short term basis.

7. On P6, the table indicates that LTI will deliver 1 empty trailer every hour until 30 empties are available. Clarify how this can be done since there are only 24 hours in a day.

    a. The tables indicate daily forecasted volumes. Each day starts with 30 empty trailers onsite. Week 1 day 1 the forecast volume is 3 loads we would drop 1 empty trailer and pick 1 loaded every hour for 3 hours. Week 1 Day 2 forecasted volume is 26 loads. We would drop 2 empty trailers and pick up 2 loaded trailers each hour until 30 empty trailers are stage for the next day. However this is a moving target with peak volumes during midday so this would be adjusted as needed. Communication between the loader and dispatch would determine the numbers of trailers to dispatch each hour and will be adjusted as required.

8. On P9, your Project Timeline table identifies that you would be hiring a "Metro Manager." Clarify if this means an outside person without LTI experience or an LTI internal candidate.

    a. It is the policy of LTI, INC. and Lynden Incorporated, our parent company, to promote from within first and whenever possible. With that said a manager for an operation of this nature plays a very critical role in maintaining a successful operation. If we were unable to identify a qualified candidate within LTI, Inc., we would seek an outside candidate through a published job posting.

9. On P14, Item 5a, your proposal states that you "are currently leasing a Vancouver, Washington facility that we could use on an interim basis." Are there any site / facility permit restrictions on the storing of loaded solid waste trailers for any period of time at this location?

    a. Upon further review by our Director of HSSE and Compliance regarding local regulations as well as review of our current lease we do not see any restrictions regarding the storage of loaded refuse trailers at this terminal location.

10. On P16, item f, is your GPS on trailers or just tractors?

    a. Currently our system is on tractors only but LTI, Inc. has budgeted to include GPS tracking on all trailers as desired by Metro.

11. In P17 of your proposal, you state that you will use the landfill's trailer shuttle service at the Columbia Ridge, Finley Buttes, and Wasco County landfills. Confirm that the price for this shuttle service is included in the per-container price you provided in your proposal. If it is not, provide the price for that service on a per-trailer basis.

    a. The price for Landfill shuttle service is included in our proposed price per ton.

12. On P17 you state a 35.3-ton maximum payload, and on P4 you state a 35.3 ton "…anticipated average payload." Provide your guaranteed <u>average</u> payload.

    a. LTI, Inc. estimates its maximum payload capability at 35.3 tons. Based on conversations with SSI the compactor manufacturer their machine will compact to within a tolerance of 1%. This is equal to .353 tons on a 35.3 ton load. It would be safe to assume the equipment could consistently load and haul 35 tons. SSI noted the operator can cause a greater variance out of the control of both SSI and LTI, Inc. See snip from SSI below. Due to this unknown and out lack of experience in this particular operation it is difficult to provide a definite answer other than our legal capacity.

Hi Dave
Our system can measure weights to an accuracy of less than 1%. However this is not a guarantee of output. You will get more variance from the operator in how they choose to operate our equipment

Jason Brinckman | Project Manager | **SSI Shredding Systems, Inc.**
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13. What are your contingency plans for "thawing" frozen loads during winter months at the respective landfills when the waste may be frozen in and to the trailers?

    a. LTI, Inc. has received quotes from all Landfills with the exception of Wasco to provide thawing services. Cost's for thawing were included in our proposed price. Wasco does not have Thaw Sheds and would require a potential solution should that service be required. We were informed by Wasco that a Thaw Shed in that region is not necessary.

14. On P24, item 4, Equipment failure, what barge company would you use?

    a. If awarded the contract, LTI, Inc. will work with our sister company, Alaska Marine Lines, to build a contingency plan for extended route disruptions. Alaska Marine Lines has the barges and experience to handle this plan.

15. On P32, Item B, 3rd paragraph, you state "we have opted to install additional after-market technologies such as trailer side skirts and tails, eco-mud flaps, and nose cone." Does this mean that you will guarantee the use of these on this Contract or that you have done this on other projects and may consider these additions for this project? How much additional weight does this add to your tractor / trailer combination's tare weight and has this been contemplated in your payload analysis?

    LTI, Inc. believes there is a benefit to fuel economy in utilizing the aero dynamic elements as listed in the equipment design. We are committed to this effort. The additional weight was factored in our payload of 35.3 tons and is as follows,

    Trailer Side Skirts = 221 lbs.

    Trailer Tails = 275 lbs.

    Eco Mud Flaps = 0 lbs.

    Front mount full Nose Cone = 50 lbs.

16. On P 33 Clarify the diversity of your company's employees. The pie chart implies that LTI has no women employees or Minority Veterans. Is this true? If not, provide accurate count and/or percentage information about women, minorities, Veterans, and others.

    a. Below is a snip from a typical LTI, Inc. job posting. In addition our actual counts follow,

LTI, INC.IS AN EQUAL-OPPORTUNITY EMPLOYER.

LTI, INC. IS PROUD TO HIRE VETERANS OF ALL BRANCHES OF OUR ARMED FORCES. VETERANS ARE ENCOURAGED TO APPLY.

Breakdown of Percentages of LTI, Inc. Employees Identifying as Minorities	
Total # of LTI, Inc. Employees Self-Identifying as Minorities	145
# of Employees Identifying as Hispanic/Latino	132
# of Employees Identifying as Native American	3
# of Employees Identifying as Native Hawiaan/Pacific Islander	1
# of Employees Identifying as Black/African American	3
# of Employees Identifying as Asian	2
# of Employees Identifying as Other/Non-Specific	4

Breakdown of Percentages of LTI, Inc. Employees Identifying as Military Service Veterans	
Total # of LTI, Inc. Employees Self-Identifying as Military Service Veterans	52
Total # Identifying as Other Protected Veteran	40
Total # Identifying as Vietnam Veteran	11
Total # Identifying as an Unspecified Veteran	1

Breakdown of LTI, Inc. Employees by Gender	
Total # of LTI, Inc. Employees	597
Total # of Female LTI, Inc. Employees	26
Total # of Female LTI, Inc. Employees Identifying as Veterans	1
Total # of Female LTI, Inc. Employees Identifying as Minorities	1

17. On P35, there is a training matrix by position. Are these trainings mandatory for each of these positions?

    a. Employees of LTI, Inc. are provide with mandatory function specific training as outlined in the Industrial Health and Safety Manual. Subjects and frequencies are in accordance with U.S. DOT, EPA, OSHA, State DOL, DOE, client specific and additional training deemed necessary by LTI, Inc.

       LTI, Inc. training is can be issued and tracked to completion via our Learning Management System (LMS).

18. On P36, Item H. 6, you state "Performance based pay financially incentivizes drivers to reduce idle time, shift progressively, and reduce speed which all contribute to improved fuel economy." Provide the details of the performance-based pay for your drivers that would be dedicated to the Metro contract.

    a. See program communication files below.


Driver Incentive Program Employee Le


Driver Scorecard 2.11 - 2.17 Example..

19. On P38, your proposal discusses the recycling of tires, batteries, maintenance fluids, brake shoes and drums. What type of guarantee or verification do you have that these are recycled?

    a. The file below contains receipts and communications for our partner vendors providing this service. This could be shared or audited during the term of the contract to assure compliance.


Metro Recycle Documents.pdf

Redacted

Redacted

Redacted

Redacted

Redacted

Redacted

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