



Statement of Qualifications February 2009



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What We Do

Overview

ICE has provides private and public sector customers with a wide range of services related to waste management, facility maintenance and Spanish/English specialty translation services. ICE is a single point of contact for our customers for all projects we're involved with.

Our services include:

- ✓ **Waste Management** – ICE integrates our field services, technical support and logistical expertise to provide our customers with a comprehensive waste management service that is flexible and adaptable to the needs of each facility or project location regardless of the size or magnitude of the project. Our services include managing all aspects of the project including the completion and submittal of waste profiles, manifests and bills of lading.

This includes Disposal, Treatment & Recycling of Waste such as:

- **Hazardous Waste**
 - TSCA Waste
 - Mixed Waste
- **Non-Hazardous Waste**
- **Construction & Demolition Debris**
- **Off Spec Products & Chemicals**
- **Low Level Radioactive Waste**
 - TENORM / NORM

- ✓ **Transportation & Logistical Support** – ICE provides a team of seasoned professionals that have the hands on expertise and knowledge required, meeting and exceeding your transportation & logistical needs. We approach each project individually and develop the best transportation plan that meets the projects schedule and budget. We utilize a multi-modal approach that includes trucking, rail and marine shipments.

This includes Transportation & Logistical Support of Waste & Commodities:

- **Trucking (Vans, Dump Trailers, Tri-Axle Trucks, Roll-Offs & Tankers)**
 - **Rail (Gondolas, Flatcars, Tank cars & Boxcars)**
 - **Marine (Barge & Container Ships)**
 - Roll Off Boxes
 - Sludge Boxes
 - Intermodal Containers
 - Long Term / Short Term Lease of Equipment
- ✓ **Field Services** – ICE has provides field services to support our customer's industrial maintenance and/or remediation project activities. These services complement our waste management services for our industrial, construction, and environmental related customers.



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Industrial Cleaning - Decontamination of Tanks, Pits, Buildings, Equipment, Sumps, Bag Houses, and Industrial Recoating and Painting

- **Low Pressure Washing**
 - **High Pressure Washing**
 - **Abrasive Cleaning**
 - **Chemical Cleaning**
 - **Clean and Prepare Surfaces (interior and exterior)**
 - **Tanks**
 - **Vessels**
 - **Buildings**
 - **Equipment**
- ✓ **Translation Services** – ICE provides Spanish / English translation services for a wide range of customers. These include companies such as general contractors, landscapers, and environmental firms. These services include:
- **Specialty Waste Management Technical Translation**
 - **Employment Paperwork**
 - **Operating Manuals**
 - **Standard Operating Procedures**
 - **Notices / Memos**

Lower Costs – We're able to lower costs for our customers by constantly controlling our overhead expenses and by utilizing sound and proven project management methods that can expedite project schedules without taking reducing safety and quality control measures.

Financial Strength – We are free of any long-term debt associated with owning and operating facilities. We do not represent a financial risk, we are not leveraged as many asset-rich companies are forced to operate.

Productivity – Our Program Managers act as a single point of contact. This unique approach enables our customer to spend more time on managing their specific project versus wasting valuable time gathering information, completing paperwork or overseeing the general administration of the work being performed by contracting multiple subcontracts such as with disposal companies, site service contractors, waste management companies, and transportation companies separately.



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Why utilize ICE?

ICE is focused on providing services to our customers in a manner that provides them direct benefits in terms of increased productivity, cost reduction, and reduced liability. Our business approach and our staff give us the ability to continuously evaluate our customers' needs and respond to them quickly.

Increased Productivity

For our customers, it is not uncommon for a single person to represent all environmental issues at a single facility – purchasing, services, reporting, audits, remediation projects, etc. As our customers are asked to do more with less, ICE provides a range of services that improve their productivity. Our services enable our customers to consolidate vendors, streamline tracking and reporting, and remotely manage multiple locations. In addition, ICE is in constant pursuit of new technology and developing alternatives that allow us to maximize the economic and environmental return of their incoming, process and outgoing material streams. The result is that day-to-day operations are simplified and standardized.

At ICE, we constantly attempt to anticipate and understand the changing needs of our customers. We go beyond the expected to offer unique recycling treatment and disposal alternatives, flexible field services, and reliable, accountable service with minimal risk and cost. We do this by bringing the best resources and technologies from our extensive network of transporters and facilities directly to our customers. By focusing on each customer's particular needs, we tailor a program that works best for them and yields maximum savings. Our strategic, "out-of-the-box" thinking gives ICE and our vendors and customers a competitive edge. Whether you need administrative burdens minimized, or a sole-source full service provider managing daily workloads, ICE delivers.

Over the past 15 years, our Management has acquired talented people, established strong vendor relationships and exceeded customer expectations. Each year we invest in people and technology that provide us a competitive and differentiated position enabling us to strengthen our relationship with both customers and vendors. It is ICE's vision to become the leading materials management services company in North America to both generators and vendors. Our goals and objectives are consistent with our customers and our suppliers. We feel our business model and position in the marketplace, make us uniquely qualified to provide our customers the desired results on an immediate and long-term basis.

Cost Reduction

Environmental personnel and services related to the production of goods and services place an administrative and cost burden to operations. Therefore, our customers are continually pursuing total cost reduction in the form of vendor consolidation (strategic sourcing), reduced pricing and personnel, and pollution prevention. The pursuit of lower cost must be balanced with the acceptable level of risk. As a single point of service, ICE provides both transactional and strategic cost reduction opportunities.

By virtue of the sheer volume of our business, we receive preferred rates from our partners and service providers nationwide, which translate into cost efficiencies for your company. Whether it's a one time or small volume of waste, or a weekly routine disposal, ICE will be the most sensible solution to every job. Our business-to-business relationships allow us to provide unparalleled service, performance, and savings.

When dealing with a TSDf or asset-bound companies, most times their options to provide service are limited and are skewed to their favor instead of the customer. One of the disadvantages of strategic sourcing by



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service type or single skill-set companies is the limitation of accessible vendors or suppliers. This disadvantage is created by a practice commonly referred to as “internalization” i.e. the requirement for that company to utilize its own fleet, facility, or service “first” whether or not it is a logical fit. As a result, the customer is not provided a true reflection of the best available alternatives.

ICE’s “virtual network” of vendors allow us to provide specific and unique services that represent the best available commercial alternatives. This flexibility allows us to be a true “one stop” shop for waste management services – landfills, incineration, wastewater treatment, recycling, and related services. Utilizing ICE for strategic sourcing increases the range of vendors and yet still eliminates the administrative burden. By using multiple facilities that offer the same technology, fuels blending for instance, we can offer long-term price stability verses being “tied” to disposing of the wastes within a “captive” national company option.

Reduced Liability

Generators are responsible for releases to the environment that may impact human health and or the environment. ICE has instituted an extremely thorough auditing process for vendors who work with the company and handle or manage aspects of any form of environmentally regulated materials. At ICE, we reduce your liability by shipping direct to specialized vendors, we use online tracking, we constantly perform monitoring, and complete all waste compliance and reporting; while extending customer service beyond the expected. Outsourcing your waste management and handling practice is a major decision and should not be taken lightly. It is an environment of ever-changing challenges, revised regulation, and usually reduced resources to cope with potentially large issues and risks.

You need a company you can trust, a partner with your perspective in mind, and “team” company that can provide the best available solution.

ICE performs every service in a professional, safe manner and in strict accordance with local, state, and federal laws and regulations. Our single-point service combined with our integrated supply chain approach ensures that every step is managed in a coordinated and reliable manner. We maintain an unbiased view of the entire environmental spectrum and are not bound to anyone's technology or facility. We constantly strive to improve our offerings by continually auditing our vendors and this results in cost-competitive pricing and innovative waste management strategies assembled by companies who know and can rely on each other to provide premium services and skills.

Our customers place their trust in ICE to manage their material flows because of the high constant value of our services, our reputation, and our demonstrated expertise. Our integrated supply-chain approach, regardless of the classification, enables our customers to view the “glass pipeline” and confirm that materials are being managed properly and within their respective requirements. Our continual market interface allows us to bring forth the knowledge and resources needed to allow our customers to confirm a safe and secure vendor selection.



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Who We Are

Background

Founder and President Denise Rivas-Morgan incorporated I.C.E. SERVICE GROUP, INC. (ICE) in the Commonwealth of Pennsylvania. ICE is small, woman and minority (Hispanic) owned business and falls under the NAICS Code 562211, 562212, 562219 & 562910 small business size-standard. ICE was founded to serve the facility maintenance, waste management, transportation, and logistical support needs of the Industrial, Construction and Environmental industries. ICE is registered in the Central Contractor Registration (CCR) database and with the Small Business Administration (SBA). Our D-U-N-S Number is 808125814 and our Commercial and Government Entity (CAGE) Code is 4WQ48.

Services

Our Services include:

- Waste transportation (utilizing a multi-modal approach via truck, rail and/or marine equipment)
- Waste management services (disposal, treatment and reuse/recycling, for example)
- Industrial cleaning and industrial painting projects
- Spanish/English specialty translation services

We provide on-site assistance to help our customers properly identify and consolidate wastes, as well as provide complete accountability for the waste which includes all aspects of sampling, analysis, characterization, waste profiling, manifesting, labeling, land-ban forms, certificates of disposal and tracking of all shipments.

Our Field Services program provides our customers with on-site transportation & disposal coordinators to manage all waste management activities for large-scale and small-scale remediation projects, lab-pack projects, and to assist in the preparation of smaller shipments. We initiated this unique program based on the needs of our smaller and non-waste-industry-savvy customers who require more assistance on environmental / waste management projects.

Our focus for growth is within our core competency – waste management, transportation, facility maintenance, and specialty translation services. Our senior staff includes exceptionally well-qualified technical and managerial professionals who have worked together in the industry for over 15 years. These professionals assure that we always provide our customers with high quality service that is second to none. Our investment in knowledgeable personnel and strong vendor relationships is the key to our success. We are actively pursuing work across North America, including Mexico and the Caribbean to include shipments from the Puerto Rico and the US Virgin Islands as well as the assembly and manufacturing areas of South and Central America. Our staff has successfully, safely and economically managed over 10,000,000 tons of waste and material.



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Markets Served

Our customer base is very diverse in terms of type, size and industries served. We serve a wide range of small and large businesses including small local contractors to large multi-national businesses and manufacturers. ICE provides services to the consulting and engineering industry, remediation and construction industry, as well as the chemical, petrochemical, pharmaceutical, paint, metal plating, automotive and steel industries on a regular and recurring basis.

Many of the consulting and engineering companies retain ICE as a specialty sub-contractor to manage the waste management and transportation component of a demolition or an engineering and construction project. We have provided services to customers from both the private and public sector both foreign and domestic.

Experience

Our staff has successfully, safely and economically managed over 10,000,000 tons of waste and material.

The following is a partial list of projects ICE is currently performing on.

- **Hazardous Waste Processor:** ICE is the transportation, logistical and waste manager for this facility. We are responsible for the management of all in-bound and out-bound shipments of hazardous waste. We manage approximately 1,500,000 gallons of hazardous waste for this facility on an annual basis. In addition, ICE manages the decontamination of all transport vehicles (railcars) and the disposal of all hazardous waste, TSCA waste and non-hazardous waste associated with the decontamination of this equipment.
- **Superfund Site:** ICE is the transportation, logistical and waste manager for a U.S. Army Corps of Engineers (USACE) PRAC contractor. ICE is responsible for the completion of waste profiles, manifests, bills of lading, truck & rail transportation and disposal of approximately 21,000 tons of non-hazardous waste, 2,400 tons of hazardous waste and 2,000 tons of non-hazardous debris. These shipments are being done by truck and a truck / rail bulk transload operation.
- **Fuel Manufacturer / Supplier:** ICE is the transportation, logistical and material manager provider for this facility. We are responsible the management of all in-bound shipments of poultry waste and other feed stocks and out-bound domestic and international shipments off all finished products. Total shipments of in-bound and out-bound shipments will exceed 80,000,000 gallons / year. These shipments are done by truck, rail and / or marine. This equates to approximately 5,900 annual truck shipments, 1,700 annual rail shipments and 100 annual marine shipments.
- **Steel Manufacturer:** ICE is the transportation, logistical and material manager for this metals manufacturing facility. We are responsible for the management of all packaging, transloading, truck transportation, rail transportation and marine transportation of all materials leaving the facility. At the facility's full production capacity the Client estimates that ICE will handle nearly 1,000,000 tons of material per year. ICE is currently shipping material via truck, rail and marine to destinations in the United States, Canada and Europe.



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ICE Partners

On many projects we are not the Prime contractor; we manage a critical, but less understood set of processes including the transport, packaging, sampling and characterization/acceptance of materials from projects, for others such as:

- We manage wastes generated by manufacturing and/or remediation project activities. These wastes are typically contaminated soils, some of which require solidification, metals stabilization, or other treatment to prepare them for landfill and require skill sets outside of many Prime Contractor specialty areas
- We have the ability to ship bulk (truck / railcar) quantities of contaminated water, solvents, and sludge as well as drums via interim TSD's for consolidation into tanker quantities or shipment directly to a disposal facility for treatment, storage, recycling, incineration, or landfill. Materials with energy recovery value are often burned by cement kilns while other materials are used in the construction industry as low-grade products and we know this industry and our Principals have been managing wastes such as this for decades
- ICE manages all types of waste including, but not limited to hazardous waste, TSCA waste, mixed waste, non-hazardous waste, low level radioactive waste as well as construction and demolition debris
- ICE does not have "exclusive" agreements with any treatment, disposal, or recycling facility that would prevent us from more creative problem solving and by not maintaining "exclusive" agreements we have the flexibility to respond to our customers with an unbiased review of current available markets for the various waste material. Based on our reputation in the industry, our expertise and level of knowledge, we are treated as preferred customers and receive favorable terms as it relates to price, service and support.
- Our staff's relationships with our vendors are long term, with some relationships exceeding twenty years. We believe in developing long-term relationships with all of our vendors, this includes developing opportunities that we can jointly pursue together, as well as providing our expertise to them, as needed from time to time, on projects they are involved with.

We typically represent a lower cost avenue for our TSD and basic transportation vendors rather than them trying to support the customer directly (and require that the customer become responsible for packaging, labeling, placards etc.). Many of our partners provide us with better pricing that they may offer to generators directly; since we are managing the entire waste management process, including the administration, profiling, manifesting, invoicing and related services.



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Our Resources

The ICE staff includes some of the most experienced and knowledgeable professionals in our industry. The average ICE staff member has over 15 years of hands on experience. Our experience is very detailed and covers all aspects of waste management, logistical support, facility maintenance services, and translation services. Many of our Principals and senior staff have worked together or in customer/client relationships for even longer.

Program Managers - At ICE, each our staff members are Program Managers. All Program Managers are empowered to make good, sound business decisions and are the decision maker for all issues related to their customers / projects. They are accountable for the level of service and the overall profitability of their projects. Therefore, project related questions are answered promptly and projects are managed properly. We are able to perform at this level because all of our staff are highly experienced professionals with backgrounds in customer service, estimating, transportation / logistics, and are generally chemists, trained project managers and educators. They are responsible for all aspects of the project execution.

Our staffing objective is to recruit and retain the most highly talented and professional personnel in our industry. We constantly seek to recruit professionals that have a strong industry background or demonstrate exceptional problem solving skills and hands on operational experience that are utilized to properly execute their projects. Our organization is not encumbered with layers of administration and management thus providing our customers and employees direct access to the officers of ICE should the need arise.

Communication – We communicate with our customers on a daily basis. This includes, but is not limited to, providing each customer with a tracking report / schedule on a daily basis for their specific project. The information we provide to our customers is complete package, which includes all waste activity paperwork, logistical support information, any pertinent regulatory updates as well as project management and procurement information.

Innovative Solutions – We are constantly thinking “outside the box” to developing innovative solutions for all aspects of our business. Our goal is to develop new solutions that help expedite project schedules and reduce pricing while maintaining a high level of customer service which includes safety and quality and that provide profit to our clients, our venders and to ICE.

All staff members of ICE are enrolled in a performance compensation system. All staff members are rewarded both on individual performance and the overall financial performance of the company. This program has reinforced a level of teamwork amongst all staff members.



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Insurance Coverage –

ACORD CERTIFICATE OF LIABILITY INSURANCE		OP ID MI JE ICESE-1	DATE (MM/DD/YYYY) 11/11/08		
PRODUCER M&M Insurance Group 713 Wilmington Avenue New Castle PA 16101 Phone: 724-658-7713 Fax: 724-658-7731		THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW.			
INSURED I.C.E. Service Group, Inc. 192 Ohio River Blvd - Ste 100 Ambridge PA 15003		INSURERS AFFORDING COVERAGE INSURER A: Endurance American NAIC # 10641 INSURER B: Hartford Fire Insurance Comp 19682 INSURER C: INSURER D: INSURER E:			
COVERAGES					
THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. AGGREGATE LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.					
INSURANCE LTR	INSURANCE TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YYYY)	POLICY EXPIRATION DATE (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> GENERAL LIABILITY <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> Pollution Liab GEN'L AGGREGATE LIMIT APPLIES PER <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC	ECC101003978-00	11/09/08	11/09/09	EACH OCCURRENCE \$ 10000000
					DAMAGE TO RENTED PREMISES (EA occurrence) \$ 50000 MED EXP (Any one person) \$ 5000 PERSONAL & ADV INJURY \$ 10000000 GENERAL AGGREGATE \$ 10000000 PRODUCTS - COM/PROP AGG \$ 10000000
A	<input type="checkbox"/> AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS	ECC101003978-00	11/09/08	11/09/09	COMBINED SINGLE LIMIT (EA accident) \$ 10000000
					BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
	<input type="checkbox"/> GARAGE LIABILITY <input type="checkbox"/> ANY AUTO				AUTO ONLY - EA ACCIDENT \$ OTHER THAN AUTO ONLY: EA ACC \$ AGG \$
	<input type="checkbox"/> EXCESS/UMBRELLA LIABILITY <input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS MADE DEDUCTIBLE \$ RETENTION \$				EACH OCCURRENCE \$ AGGREGATE \$ \$ \$
B	<input checked="" type="checkbox"/> WORKERS COMPENSATION AND EMPLOYERS' LIABILITY <input type="checkbox"/> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? If yes, describe under SPECIAL PROVISIONS below OTHER	40WBCTQ4321	11/08/08	11/08/09	<input checked="" type="checkbox"/> TORY LIMITS E.L. EACH ACCIDENT \$ 1000000 E.L. DISEASE - EA EMPLOYEE \$ 1000000 E.L. DISEASE - POLICY LIMIT \$ 1000000
A	<input checked="" type="checkbox"/> Professional Liab <input checked="" type="checkbox"/> Claims Made Form	ECC101003978-00	11/09/08	11/09/09	ClaimMade 1000000 Aggregate 2000000
DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES / EXCLUSIONS ADDED BY ENDORSEMENT / SPECIAL PROVISIONS General Liability, Pollution and Professional Deductible = \$5,000/Each See attached for additional provisions.					
CERTIFICATE HOLDER		CANCELLATION			
SAMPLE		UNION-3 SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, THE ISSUING INSURER WILL ENDEAVOR TO MAIL 30 DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER NAMED TO THE LEFT, BUT FAILURE TO DO SO SHALL IMPOSE NO OBLIGATION OR LIABILITY OF ANY KIND UPON THE INSURER, ITS AGENTS OR REPRESENTATIVES.			
		AUTHORIZED REPRESENTATIVE 			



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