

From: [PF-Mailbox-01](#)
To: [Norio, Ann-Marie](#); [Trennum, Matthew](#)
Subject: FW: Online Form - Request to Speak at a Standing Committee
Date: Thursday, February 06, 2020 8:46:04 AM

From: Niagara Region Website
Sent: Thursday, 06 February 2020 08:45:56 (UTC-05:00) Eastern Time (US & Canada)
To: Clerks
Subject: Online Form - Request to Speak at a Standing Committee

Request to Speak at a Standing Committee

To reply, copy the email address from below and put into 'To'. (if resident entered their email address)

Name

Greg Marotta

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Organization

Thomas Nutrient Solutions

standing committee

Public Works Committee

Presentation Topic

Niagara Liquid Biosolids Contract

Presentation includes slides

No

Previously presented topic

No

Presentation Details

Request to speak at the Feb 11 PW meeting about the January 14 Committee Meeting to clarify about Liquid Biosolids Program item. Attachment to follow for distribution to committee. Thank you, Greg Marotta.

Video Consent

Yes





Regional Clerk

February 4, 2020

Regional Municipality of Niagara
1815 Sir Isaac Brock Way
Thorold, Ontario, L2V 4T7

Dear Chairman and Members of Council,

Re: January 14 Niagara Region Public Works Committee Meeting clarification

Thomas Nutrient Solutions is writing in response to the PW Committee meeting of January 14 for clarification of certain items. We have also included an appendix as an introduction to Thomas Nutrient Solutions.

1. The current contract, which is an agreement already approved and passed by council has language which allows for the 3 years extension that staff were bringing forward. Thomas only agreed to a 3-month extension while approvals and agreement details were to be finalized.
2. The Thomas contract unit price between 2014 and 2019 increased very moderately. In fact, over that time it actually increased less than the CPI. It is noteworthy that in two of the six years of the contract, the Thomas price actually decreased compared to the previous year and Niagara actually paid less.
3. The contractor does not control the volume that is generated and controlled by the Niagara plants. Thomas only gets paid for the volume generated by Niagara on a unit price basis.
4. We have an impeccable record in dealing with Niagara's sophisticated agricultural community and have developed a huge support system with them. We are proud of the many achievements in our work together with Niagara staff over the years, and have focussed on delivering excellent quality service in an environmentally compliant manner to ensure that the storage site is emptied each year and Niagara's Wastewater Treatment Plants operate efficiently and unimpeded in the public interest.

Appendix: Introduction to the Qualifications of Thomas Nutrient Solutions:

Thomas is the incumbent contractor having performed these specific specialized services for Niagara Region for the past six years, since January 2014.

As our base of operations is local and our President, supervisors and staff live in Niagara, we can respond quickly to emergencies. We have worked on a 24/7 basis and responded appropriately several times to emergency call-outs in the middle of the night during sewer and water system failures in Niagara.

Thomas has exceeded all expectations and past results with an objective to provide a final land bank well in excess of the Master Plan requirements. We have created the most successful land bank through relations and improved/innovative performance. Thomas has established a successful program in Niagara whereby often the demand for biosolids far exceeds the supply at certain times of the year. Records will show that we have annually spread more biosolids than have ever been spread before in the history of the program. We have ample lands already licensed in Niagara under the provincial Nutrient Management Act (NMA) Legislation. These relationships have taken a long time to develop with our skilled and professional staff that are closely associated with the local agricultural community. The program is at an historical level, performing like never before for the taxpayers of Niagara.

Extensions to contracts, upon solid performance by the contractor, enable the biosolids management program to continue seamlessly with the multitude of stakeholders required to ensure success. It will minimize disruption in the system, with a new contractor having to develop brand new relationships with farmers, learning about Niagara's intricate operational and safety systems, hiring and teaching new staff, learning strict Standard Operating Procedures (SOPs), understanding the nuances of this technical and sophisticated program and having to rebuild and rebrand all the relationships.

Thomas has a 10+ year history of serving municipalities specifically pertaining to Water, Wastewater, biosolids management and land application. This includes liquid biosolids, dewatered cake and tank cleanouts, site management, site maintenance (snow removal and salt), property maintenance, equipment (farm and transportation), equipment procurement, maintenance and management as well as managing 150+ employees in a safe, efficient and respectful manner.

Thomas has dedicated equipment and multiple systems for Niagara. We are focused on Niagara with staff who live in Niagara, operating equipment specifically designed for Niagara and not used in other programs. We have redundancy in tankers and many spare highway

tractors available for pulling them. We have a large amount of duplicate farm and lagoon equipment. We employ many mechanics and have multiple 24/7 service shops, parts management systems and staff in support of the Niagara Region to do in-field repairs immediately. Thomas has a great service delivery product with extensive *other resources* to service Niagara and achieve continued success in Niagara.

Thomas has an environmentally friendly philosophy throughout our organization. From recycling programs in our shops for oil, tires, contaminants, rags and gloves to our offices' Eco-Team which ensures all paper, cardboard, cans, bottles, etc. are recycled. And of course, the business we are in, biosolids land application is all about returning nutrients to the earth and reducing the effects of climate change by preventing the loss of methane to the atmosphere through our specially designed injection systems that incorporate biosolids into the soil immediately. We have aggressively campaigned and educated Niagara residents in and out of the farming community, achieving high results on this contract. All trucks operated by us in Niagara are proudly Canadian, local and are "green" by recycling all oils and fluids.

Biosolids Liquid Haulage: We are experts in the transportation, handling, storage and logistics planning of not only biosolids but also of key by-products and materials of similar high importance. Under our philosophy we deliver added value to the Niagara taxpayers by providing the following:

Increased capital expenditure – We have committed to invest capital in the program, in excess of \$600,000 immediately.

Dedicated equipment for Niagara - Thomas has dedicated equipment exclusively to Niagara. Niagara will always be first in line for service!

Dedicated people for Niagara – We have people that are assigned only to Niagara Region. We have exceeded expectations by opening transportation to regular Saturday service for the first time in Niagara. It is a non-unionized workforce and are available 24/7. Our site manager only focuses on the Region's Garner Road facility. There will be no competing demands.

Expertise in transportation – Thomas has extensive expertise in transportation. As we manage a vast fleet of trucks, pick-ups and vehicles, logistics, operations, safety, maintenance and timely service delivery are second nature to us. All daily circle checks are attended to immediately.

Niagara is #1 –Our equipment and people only work on the Niagara biosolids contract. The product within the tankers will always remain as Niagara's so will not be cross-contaminated with other biosolids on the fields.



Service facilities & mobile response – Our repair and maintenance shop for Niagara is right around the corner, just 6 minutes from the Niagara storage site. Our local presence gives us the capacity to provide service excellence and reliability to Niagara in the biosolids business.

Thomas has worked diligently in a cooperative manner with the agricultural community, Niagara Region staff and the Ontario Ministries of, Agriculture, Food and Rural Affairs as well as Environment, Conservation and Parks. We have modified our specialized equipment and procedures to meet the needs of all stakeholders including the public, with whom we liaise at every site and have developed strong support and confidence within the program. Such investments were made to ensure the long-term sustainability of Niagara's program.

Respectfully Submitted,

Greg Marotta

President,

Thomas Nutrient Solutions

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905-531-9964