

## County Getting a Great Deal!

In response to the February 19, 2008 article concerning our offering to accept vehicles from the public for free for processing while cars on the County of Maui Contract were coming to us, I would like to clarify a few points.

SOS Metals Island Recycling, LLC has, since our inception, processed vehicles for various people here on Maui for no charge. These vehicles often came from people who couldn't afford the processing fee or were non-profit organizations. As a matter of practice and throughout the time we have been open, we have made every effort to pass on to our customers' any savings. We've lowered our price for many of our services and we will continue to offer the people of Maui our best pricing into the future.

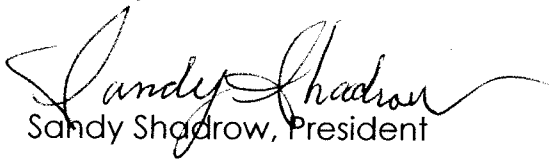
In regards to the County of Maui contract, we have an agreement to accept vehicles from the County for three years beginning October 1<sup>st</sup> 2006, at a fixed price. Our bid price to the County was 32.5% less than the price we were charging the general public for processing vehicles. In addition, our bid price to the County was only 35.4% of what the County was paying the previous contractor, a local tow company. Through January 31<sup>st</sup> 2008, we have received **2,753** vehicles from the County, saving the taxpayers of the County of Maui **\$542,120.76!!**

At the time we contracted with the County of Maui to handle the abandoned vehicles, we also contracted with the County to handle white goods/appliances. Our appliance contract price again was below what we were charging the public, nearly 40% lower, and only 35.1% of what the previous contractor was charging. As we have received **17,417** appliances on this contract, again through January 31<sup>st</sup>, we have saved Maui County's taxpayers another **\$677,869.40**. The total savings thus far to the people of Maui from these two contracts through January 31<sup>st</sup> is **\$1,219,990.40** and this number will only continue to grow throughout the remaining 20 months of both contracts.

The Valentine's Special, that sparked all the publicity, was our way of thanking the people of Maui for their support since our opening. During the Valentine's Special, the County of Maui delivered a total of 19 vehicles to us. And yet by our thanking the people of Maui for their support during this period with the Special, the article implies that that County is somehow getting a raw deal.

Nothing could be further from the truth. Not only have we saved the taxpayers of Maui County more than \$1.2 million dollars during our contracts, SOS Metals Island Recycling has always tried to be a good corporate citizen. We have always allowed the Maui Fire Department use our facility for training with their "jaws-of-life" equipment so that they can be fully prepared to respond to any vehicle extrication emergency. We also help Community Work Day Program by allowing them to bring cars in at no charge. In recognition of the assistance we provided Maui's Community Work Day Program with their Road to Hana Cleanup, we are honored to be receiving an award for this effort from Community Work Day Program's national organization, Keep America Beautiful.

With the continued support of the people of Maui, SOS Metals Island Recycling, LLC will continue to provide Maui with a comprehensive full service metal recycling facility that operates in an environmentally safe manner and offers these specialized services in the most economical manner possible.



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