



**BEVERAGE CONTAINER MANAGEMENT BOARD**

November 25, 2010

To Whom It May Concern,

This is a letter of support for Dale Hildebrand of Desiderata Energy Consulting Inc. The Beverage Container Management Board (BCMB) has utilized the services of Desiderata for well over 5 years now. It was determined in 2005 that the BCMB was required to set handling commission rates paid to depots through a formal regulatory process and Mr. Hildebrand was a key resource in the process of developing the handling commission processes required for the BCMB.

With Desiderata, we are fortunate to have an excellent working relationship, and the work completed by Desiderata is always of the highest quality. In his role as the Data Collection Agent, Mr. Hildebrand collects financial information from our province-wide depot network of over 200 bottle depots. Desiderata must collect this information, review it for completeness and accuracy and then prepare critical reports that are required for the BCMB. Absolute confidentiality is a necessity when handling this information, as proprietary information including CRA tax returns are provided by the bottle depots.

Mr. Hildebrand prepares a phase 1a report on an annual basis that identifies the overall revenue requirements to maintain a viable depot network. This report is a compilation of all of the reported costs in the industry. This report is shared with the Board of Directors of the BCMB, as well as the key stakeholders in the industry. When we are entering the formal handling commission review process, Mr. Hildebrand is required to continue the process and complete a Phase 1b report, which requires him to assess and evaluate reported costs. He must also prepare a phase 2 report which takes the overall costs for the system and then applies those costs to individual material streams.

In 2007, Mr. Hildebrand prepared both Phase 1 and Phase 2 reports for the BCMB. He also presented his reports before an independent panel comprised of three regulatory experts selected by the BCMB. Interested parties were offered the opportunity to question and challenge Mr. Hildebrand's reports through the normal review process. I am pleased to report that Mr. Hildebrand conducted himself very well as an expert witness and his reports served the BCMB well. The successful completion of the handling commission process, with the adoption of new handling commissions in December 2007, was a direct result of the high quality of work completed by Mr. Hildebrand.

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Mr. Hildebrand has a very strong work ethic and meets agreed upon timelines without exception. I have no hesitation in recommending Dale Hildebrand and Desiderata. Some of his work is posted on our website for the public to review. Dale is well respected by our stakeholder Board of 16 Directors, many of whom are in the industry and are directly financially impacted (positive and negative) by the recommendations made by Mr. Hildebrand. From my experience, I can definitely say that Mr. Hildebrand has skills that few consultants can offer.

If you require additional information, please do not hesitate to contact me.

Sincerely,

A handwritten signature in black ink, appearing to read 'John Bachinski', with a long horizontal flourish extending to the right.

John Bachinski  
BEVERAGE CONTAINER MANAGEMENT BOARD