

Attention Mates!

EIA Announces a New Program to Provide Bonds to NSWMA and WASTEC Members

By Bruce Parker

I am excited to announce that the Environmental Industry Associations recently signed an agreement with Nielson & Company, Inc., (NCI) to provide bid and performance bonds to NSWMA and WASTEC members. NCI is one of the largest surety bond agencies in the country and represents nearly 40 of the top national and regional surety companies, including Travelers, Liberty Mutual, Chubb, Zurich, W.R. Berkley, International Fidelity.

I can't think of an association-endorsed program that is more value-added to companies who bid on municipal and other government contracts for waste collection/disposal and recycling services.

What attracted us to NCI was their willingness to create a special subsidiary – Nielson, Colley & Associates – which provides technical and personnel resources exclusively dedicated to the solid waste industry. The company is headed up by Art Colley, who has over 20 years of surety experience working with NSWMA and WASTEC members. Art understands the industry's business models, and effectively partners our members with a surety company that will support and nurture a strong business relationship with the waste companies for which it provides performance bonds.

The following are other value-added benefits that our new partnership with NCI will bring:

- Nielson, Colley & Associates provides face-to-face business and technical expertise to help improve your company's financial posture, and presentation of your financial statements to your surety.
- Art can help you eliminate the need for irrevocable letters of credit (ILOCs) as a condition for obtaining a performance bond, so you can free up cash to use for operational or capital expansion purposes.
- Art also can help your company maximize your surety bond capacity, and save you money on your existing surety bond arrangements.
- Last, but certainly not least, the Association will benefit in two ways which also benefits our members. First, EIA benefits financially from NCI based on our endorsement relationship and the success of the program. Secondly, NCI is helping to generate new members for the Association by providing promotional materials and membership applications to non-members for whom surety bonds are also written. Additional revenue from these two sources will help make the Association stronger financially and strengthen existing membership programs, or add new ones, and more members will strengthen our state and federal advocacy efforts.

I hope that Art Colley will become a “household name” in the industry. He doesn’t sell insurance—just surety bonds. That’s his specialty. If he calls you, or if you see him at an NSWMA chapter event, or WASTEC meetings this summer, or at our booth at Waste Expo—listen to what he has to say. It may be your lucky day. Wait a moment, why wait until then? Give Art a call or email him at: (704) 362-3991 or acolley@NielsonBonds.com.