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## Bid Requirements

Certificate of Secretary

State of Missouri Good Standing

Exceptions

RFP

- \*Contractor Identification
- \*Statement of Qualifications
- \*Statement of Services
- \*Base Proposal
- \*Alternate 1 Proposal – Residential, Commercial
- \*Alternate 2 Proposal – Residential, Commercial, Industrial, Curbside SS Recycle
- \*Southern Boone County Schools Scholarship
- \*Glass Recycle - Information





City of Ashland

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## Executive Summary

90% of municipalities extend their current contracts with Republic Services because of our partnerships and local expertise offering Simple Solutions, Reliability and Environmental Responsibility.

### Our Promise to our Customers

**We'll handle it from here™**, our promise is backed by the details of this proposal submittal to you. In summary, we take pride in offering you a best-value partnership that consists of Simple Solutions, which are Reliable and Environmentally Responsible.

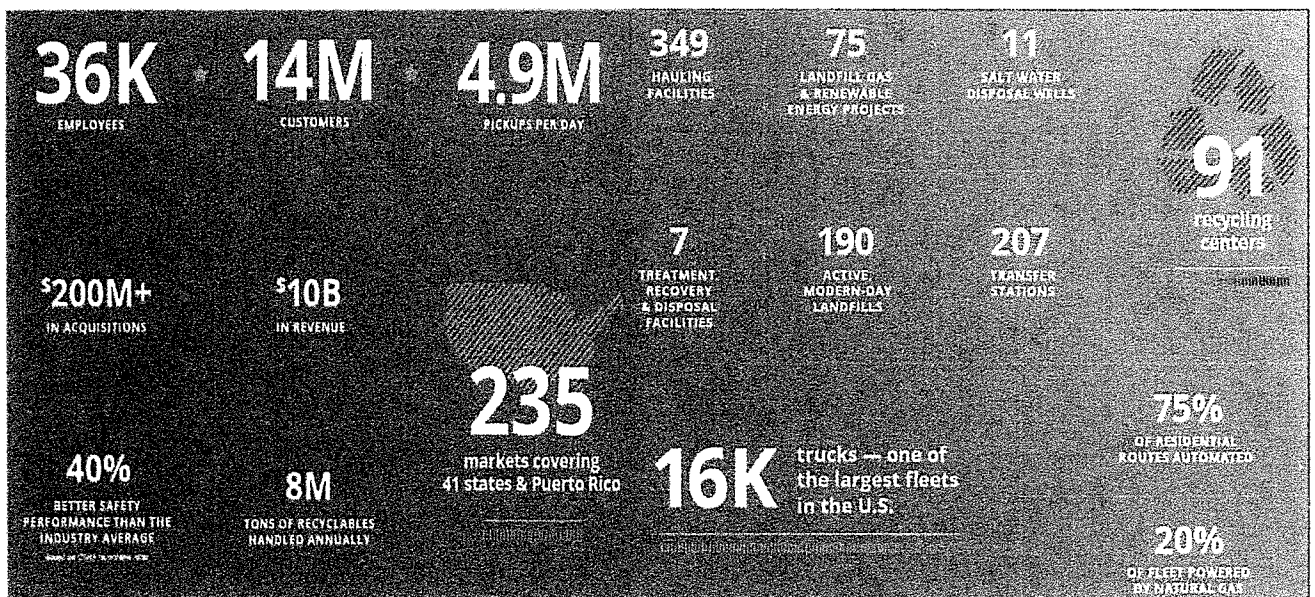
▪ **Simple Solutions** – We offer a wide range of tailored products to assist the community in the responsible recycling or disposal of unique waste streams that include electronics, universal waste, or household hazardous waste. Additionally, our investments in customer-facing web- and smartphone-based apps allow simple interaction between customers and

### Republic Services is your low-risk, best value partner

- Reliable - 99.9% pickup rate
- Environmental Responsibility – over 3,200 CNG trucks nationwide
- Safer – 40% fewer incidents than industry average
- Simple Solutions – manage your account with the Republic Services app
- Sole recycling and solid waste services company in the world to be included on the first and second annual Barron's 100 Most Sustainable Companies list
- Named to the Dow Jones Sustainability Indices – North America and World - for the fourth straight year
- Named to the 2019 World's Most Ethical Companies List® by the Ethisphere® Institute for the third year in a row

Republic Services, offering service details, alerts, as well as delivery schedules and billing information.

Figure 1. Key Company Statistics. Republic Services is an industry leader in the U.S. non-hazardous solid waste industry



“ **Reliability** – Our operations and performance metrics prove that we are your most reliable partner. Our 99.9% pickup reliability rate means that you face fewer calls from the community regarding service, and when callers reach out to us for any needs, we strive for first call resolution through our fully integrated customer resource centers. Our drivers are the safest in the industry, which means your residents are better off with our team on your streets.

“ **Environmental Responsibility** – We are globally recognized as a leader in sustainability. Our investments in recycling infrastructure, compressed natural gas-powered trucks, and landfill gas-to-energy plants are all examples of how we drive to be a good neighbor in every municipality we partner with.

It is through these initiatives and recognitions that we reiterate our commitment to Roanoke Valley Resource Authority. On behalf of the 36,000 employees at Republic Services, we

appreciate the opportunity to earn your business through this submittal and look forward to a long and continued partnership for years to come.

Low cost providers in the industry sacrifice one or more of these elements, translating to risk for your municipality. Republic Services is your best-value partner, through our proven and demonstrated balance of these factors, while serving over 2,400 municipal contracts today.

### Global Recognition

We believe that excellence means being better than competitors at everything we do. We also appreciate that our customers want peace of mind knowing they are partnering with a reliable, safe and ethical company. We are very proud of our success in these areas and work diligently to maintain our positions on these prestigious lists.

*Figure 2. Leading Recognition Awards. Republic Services is proud to be globally recognized for our commitments to Sustainability and the Blue Planet*



## Your Team

Your leadership team is knowledgeable of local collection and post-collection processing activities and is supported by the technical expertise and financial strength of our parent company Republic Services, Inc.

Our in-house training, personnel advancement, recruitment programs, and work force development are some of the most comprehensive in the industry, which enables us to attract and retain the most highly qualified, dedicated, and experienced professionals in the business today.

### Local Leadership

For over 50 years, Republic Services has partnered with municipalities, residents, and businesses in Missouri to provide solid waste, recycling and collection services.

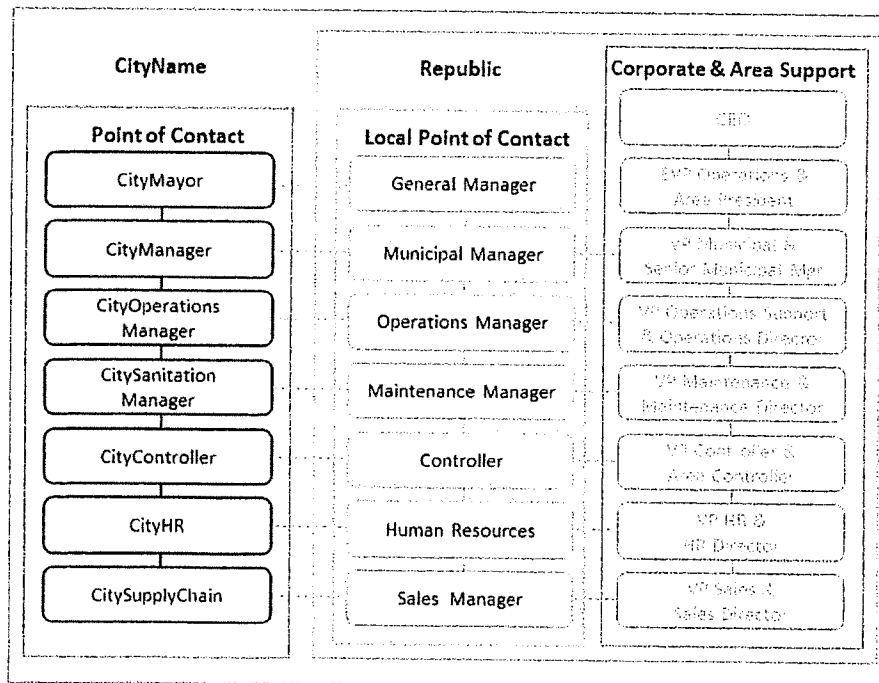
Republic Services is integrated in the community, employing approximately 81 people within the Mid-Missouri area.

Our local and area management teams have extensive industry experience in operating and managing solid waste companies and have substantial experience in your region. This allows us to quickly respond and meet your needs; all the while staying in touch with your city staff, as well as local businesses and residents. Our strong area management team allows us to effectively and efficiently drive initiatives that help ensure consistency across the organization. These teams have extensive authority, responsibility and autonomy for operations within their geographic markets.

### National Backing

Each of our local business operations is fully empowered and accountable for delivering on our commitments to our customers. They are also backed by the support and breadth of our area and corporate leadership teams, capable of massing expertise and corporate might to assist or respond to any challenge during the term of the contract. An example of this benefit to you is the response capabilities during times of crisis such as hurricanes, tornados, or other disasters.

*Figure 3. Personal and Powerful. Your dedicated local support backed by Republic infrastructure*



## Facilities

Our facilities are engineered for safe, environmentally-friendly operations. We use sustainable materials that facilitate energy and water conservation, as well as design principles to enhance employee and guest safety and comfort.

Providing outstanding recycling and waste services to your community requires the existence of multiple types of facilities, which typically include:

- Hauling company
- Transfer station
- Recycling center
- Landfill
- Customer Resource Center

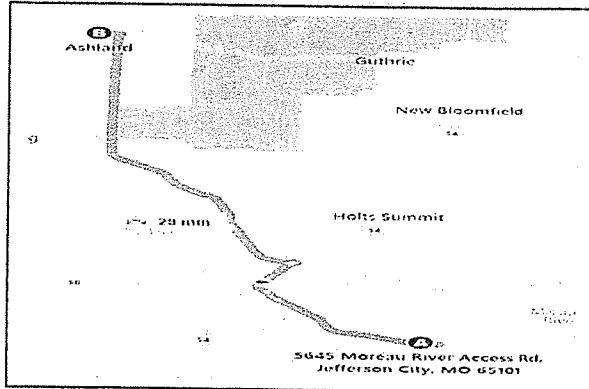
It is typical that our largest workforce presence exists at a hauling company, to support the complex operation that goes into serving your community with 99.9% pickup reliability rate.

In some markets, transfer stations enable the efficient transfer of recycling or municipal solid waste from the collection trucks to tractor trailer trucks that can more efficiently transport the material to the appropriate post-collection facility.

A landfill can be one of the most complex facilities in our portfolio due to the tremendous responsibility we hold to appropriately handle the nation's waste. All of our landfill facilities are subject to the Resource Conservation Recovery Act (RCRA) Subtitle D regulations.

If available, Recycling Centers are very complex facilities that are designed to receive, process, and package the various recyclable commodities that are collected in the community.

*Figure 4. Local Infrastructure – Our local facilities are best located to serve your city with an eye toward sustainability.*





## Operations

We exercise the utmost responsibility in our operations. This includes our fleet, our buildings, our landfill technology and the day-to-day activities we conduct in our communities. We are working hard to understand and measure our impact on air, land and water to minimize or eliminate any negative consequences, where possible.

Successful collection operations begin with a seasoned operations supervisor who knows the business as well as your community. They are responsible for the day-to-day collection operations, including development and evaluation of routing (in conjunction with the general manager), training and oversight of drivers, and implementation and enforcement of safety procedures.

We ensure our operations supervisors are not overloaded, nor tied to a desk. On average, we maintain a 13:1 ratio of routes to supervisor, which means that items needing attention are dealt with immediately and they know your community intimately.

In addition, our supervisors are out on the routes regularly at least once per week. They conduct ride-alongs with drivers which creates opportunities for driver mentoring,

ensures quality control on the route, and keeps the supervisor directly aware and familiar with the nuances of the route and the community. Few, if any other, companies in the industry dedicate their operations staff to success in this manner.

## Communication with the Community

In addition to the regular collaboration between the routing teams, our Operations Team can communicate with the residents and commercial customers easily using several forms of technology.

Our web and smartphone-based app, called My Resource™, enables customers to see their accounts, make service requests, or raise issues for resolution. This app also enables our operations team to offer alerts or emails to customers regarding changes in service for holidays or inclement weather, or even holidays.

We also employ a technology known as Call-Em-All, which is a phone-based capability for distributing operations updates when needed to customers on effected routes.

Figure 5. Facilities Serving City of Ashland - Republic Services will serve your city with the following facilities.

Facility Type	Address	Distance from City	No. of Employees	Hours of Operation
Hauling Company	5645 Moreau River Access Rd Jefferson City, MO	23	65	8:00am – 4:30pm Mon-Fri
Material Recovery Facility	6025 Byassee Dr Hazelwood, MO	124		
Landfill / Recycle Transload Facility	5605 Moreau River Access Rd Jefferson City, MO	23	16	6:00am – 3:30pm Mon-Fri 7:00am – 11:30am Sat
Customer Resource Center	Phoenix, AZ Indianapolis, IN Charlotte, NC	Virtual	300+ 300+ 300+	7:00am (EST) - 7:00pm (PST) – M-F 5 hours on Sat



**Residential MSW Collection**

We will service all single-family containers using an automated front loader (AFL) truck. The AFL is proven to retrieve and return containers in even some of the most hard-to-reach locations such as narrow streets, courts and alleyways, enabling the industry's most efficient, safe, and environmentally responsible curbside automated collection services.

Each collection vehicle is operated by a single driver and will be painted in a uniform manner, featuring our logo and company contact information.

We propose to use blue containers for residential trash collection. Residents will be issued a 95-gallon container. If a customer needs more than one collection container, we will provide an additional container for a fee to accommodate the customer's needs.

The AFL container collection methodology is fast and efficient and requires approximately 8 to 12 seconds completing the cycle (pick up container, deposit contents, place container back onto the curbside) before the driver moves to the next stop.

**Residential Recycle Collection**

We will offer all single-family customers every other week fully automated single-stream recycling collection services. Recycling containers will be serviced with the same type of equipment and the same manner as your residential solid waste containers.

All single-family customers will be issued a blue 64-gallon wheeled recycle container.

**Service Days**

The following table reflects the service schedules for residential MSW, recycle, yard waste and bulk items collection.

**Holiday Schedules**

Republic Services will be closed on New Year's Day, Memorial Day, 4<sup>th</sup> of July, Labor Day, Thanksgiving and Christmas, if your service day falls on those holidays, we will observe a one day delay for the remainder of the week.

*Figure 6 Service Days for your contract*

Service	Days of Week	Collection Hours
MSW	M,T,Th,F	6am-6pm
Recyclables	EOW Thursday	6am-6pm
Yard waste	N/A	N/A
Bulky Items	On regularly scheduled service day	6am-6pm

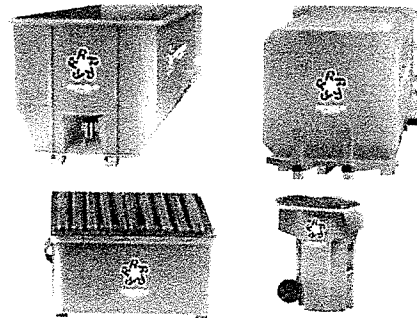


### Multi-Family MSW Collection

Republic Services will provide a combination of programs and services for multi-family customers, which can typically be a mix of residential and commercial needs. Once defined and properly sized, multi-family customers are integrated into residential or commercial routes to provide the efficiency and reliability desired.

In all cases, Republic Services will identify the correct equipment to service multi-family complexes based on individual needs. If the complex requests containerized service, Republic Services can provide 2-8 yard capacity solid waste containers, as well as 20, 30 or 40 yard capacity roll-off container or compactor (see Figure 8).

*Figure 7. Multi-Family Container Options - Solutions for Multi-Family Complexes include containers, front-load, or roll-off*



### References

*Figure 8. Customer References - We are proud to serve these customers, and use them as references for your City.*

City	Years Served	Contact Name	Title	Phone
Jefferson City	30+	Steve Crowell	City Administrator	573-634-6410
Holts Summit	30+	Hanna Lechner	City Administrator	573-896-5600
Eldon	30+	Don Smith	City Administrator	573-392-2291
Wardsville	30+	Shirley Stockman	City Clerk	573-635-2625

## Safety

*Safety is Republic Services' highest priority. We adhere to a strict policy of safety protocols with supporting infrastructure, where employees are trained to Think, Choose, Live® within a framework designed for safety.*

### Safety Overview

Republic Services has an industry leading safety program that has been 40% better than the industry average for the past nine years, based on OSHA data. In addition, we have been recipients of 75% of industry Driver of the Year awards for the large truck category since 2009 and recently received our first Operator of the Year award.

Republic Services and its employees maintain strict compliance with all applicable OSHA and federal, state, and local safety requirements while performing all work-related functions. We recognize that a safe workforce is not simply a discussion with a new hire, but a dedicated plan to review, educate, and verify employee practices throughout their careers.

Republic Services has the lowest occurrence of incidents and crashes in the industry due to its company-wide emphasis on safety, extensive employee training and on-going educational development programs. Republic Services requires all operations personnel to participate in extensive in-house (off truck) training and testing as well as on road auditing and policy reinforcement.

Republic Services offers full-spectrum safety initiatives and award-winning safety training programs to all employees. We are an industry leader in safety and we are very proud of our safety track record.

### Think. Choose. Live®

Every day, drivers face a multitude of challenges and are required to make decisions that can greatly impact their safety, as well as the safety of those in the

***Our employees are our greatest asset, and our dedication to every employee's safety is second to none***

- \* 40% Safer than the industry average, while maintaining the 7<sup>th</sup> largest vocational fleet in the United States
- \* Think, Choose, Live® embodies our company culture
- \* Winners of 75% of industry Driver of the Year awards since 2009

communities we serve. We instituted a best-in-class driver training program that drives continual improvement for all of our 15,000 drivers.

Our Think. Choose. Live® philosophy helps navigate these situations by encouraging employees to *Think* about their actions, *Choose* the safest approach and *Live* to go home to their families at the end of the day.

### ReSOP Program

The Republic Services Observation Program (ReSOP) is paramount to decreasing safety incidents. Supervisors are required to conduct a minimum of two in-person employee observations per week.

The purpose is to improve safety, customer experience and productivity. The employee and their leader work together towards excellence.

*Figure 9. Republic Services ReSOP Program has decreased safety incidents since inception*



## Safety Meetings & Training

Republic Services provides weekly, monthly and annual safety training for all of our employees.

Safety topics are developed based on subject matter required under OSHA regulation. Republic Services prepares well-developed tailgate sessions, provides translators to engage all employees and encourages open discussion and participation.

Meeting topics may include:

- ▣ Injury and illness prevention/safety rules
- ▣ Back injury prevention
- ▣ Emergency response/fire safety
- ▣ Exposure control plan
- ▣ Drug and alcohol program
- ▣ Personal protective equipment
- ▣ Employee right-to-know
- ▣ Hearing conservation safety
- ▣ Lock out and tag out safety
- ▣ Slips, trips, and falls
- ▣ Confined space entry

## Safety Recognition Program

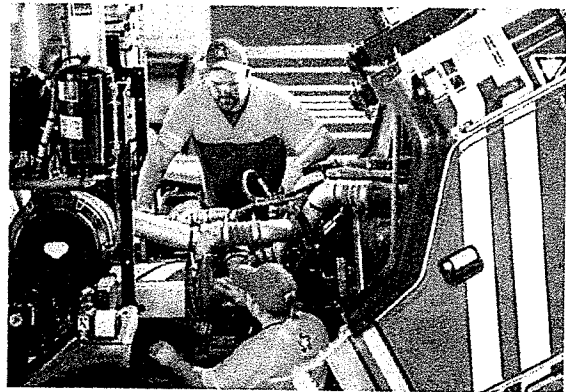
The Republic Services Dedicated to Safety and Dedicated to Excellence Programs are designed to identify, recognize and reward safety-sensitive employees who are dedicated to safety and excellence in their workplace. This program consists of two tiers that recognize and reward safety-sensitive employees who have excelled in key areas.

Employee safety and excellence is measured on six criteria including no preventable crashes or injuries, no unscheduled lost time and no safety warning letters. Each employee who qualifies is recognized monthly, quarterly and annually.

## Focus 6

Our Focus 6 program provides employees with tips and techniques to reduce the frequency of our six most common types of serious incidents. This industry-leading program involves in-class training and practical skills course exercises that have helped to reduce crashes and injuries.

*Figure 10. Our highly specialized Technicians deliver a best in class fleet for your municipality*



## OneFleet Maintenance

Republic Services is dedicated to operating the best running, safest and most environmentally friendly vehicles in the industry. This goal is achieved through a coordinated vehicular operation maintenance system called OneFleet.

With standardized procedures and consistent execution, the OneFleet system improves safety for the fleet, decreases repair downtime and improves customer satisfaction.

## Customer Service

### Customer Access

We recognize that when customers have questions regarding scheduled service, or would like to order additional services, a speedy response is expected. We strive for first call resolution—from call, email, mobile app, website or in-person request.

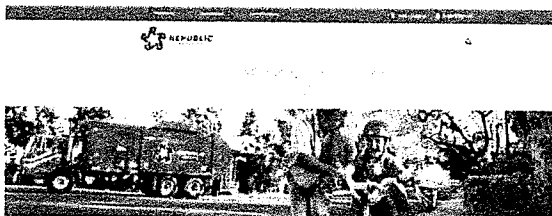
A couple years ago, Republic Services made a major commitment to further differentiate from our competitors by investing in the enhancement of the quality and reliability of

our customer service capabilities. To accomplish this, we consolidated hundreds of small call centers across the country into three state-of-the-art, fully integrated Customer Resource Centers (CRC), which are fully networked together, and have direct line access to your local team.

These facilities were selected for their location to ensure we can deliver call support for 15 hours per day (7:00am Eastern to 7:00pm Pacific) on weekdays, and 5 hours on Saturday.

In addition to the call center hours, customers also have the ability to reach us 24/7 via our website, [RepublicServices.com](http://RepublicServices.com), or our app, known as MyResource™.

*Figure 11. Republic's Website - RepublicServices.com is a one-stop resource.*

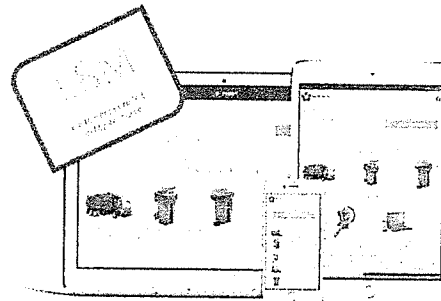


## Website

The Republic Services website is designed to be a one-stop resource for current and potential customers. Here they will find news updates, collection information and educational tools. The educational program provides in-depth information for both residential and commercial customers, and the programs are downloadable and can be used for outreach and environmental initiatives.

RepublicServices.com provides in-depth content specific to residential and commercial needs. Residential pages allow the user to enter their address in order to receive information specific to them, including the ability to schedule pick-up, change service, or to identify the correct

*Figure 12. Mobile App - My Resource™*



contact person within Republic Services for services requests (i.e. debris box orders, container repairs, or bulky pick-ups). For customers who are direct-billed by Republic, they can inquire into billing or payment-related details. Residential customers will also find resources on recycling and environmental needs.

### MyResource™

MyResource™ is an application for mobile devices that can be used to schedule a pick-up, report a missed pick-up, receive service notifications, search additional products and services, and much more.

This app can be easily downloaded from the App Store for Apple or Google Play for Android.

## Sustainability

Sustainability contributes to a cleaner world, while also providing opportunities to improve brand awareness, increase customer loyalty, grow our business, motivate our employees and differentiate Republic Services from our competitors.

We believe we have a responsibility to regenerate our planet with the materials we are entrusted to handle every day by driving increased recycling, generating renewable energy, and helping our customers be more resourceful.

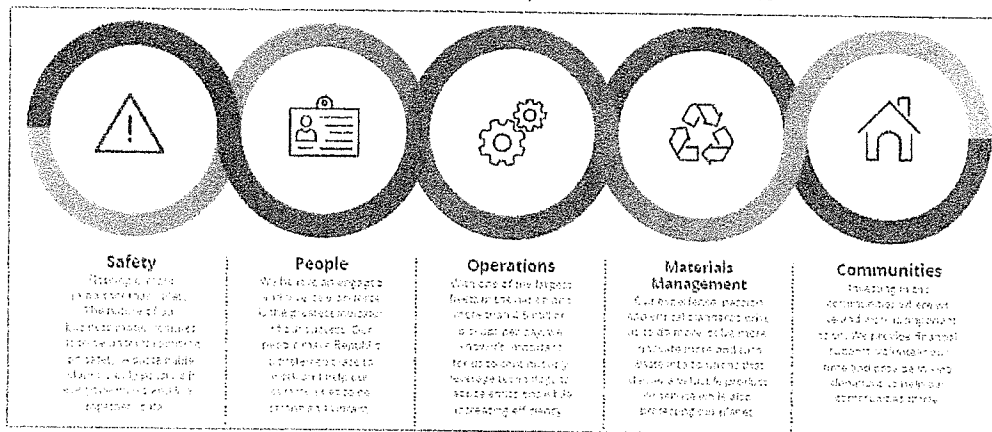
Additionally, we must lead by example, working diligently to improve our relationship with the environment and society through decreased vehicle emissions, innovative landfill technologies, use of renewable energy, community engagement and employee growth opportunities.

Our industry-leading sustainability platform is focused on increasing recycling, decreasing vehicle emissions, generating renewable energy, and enabling our customers to be more resourceful. Republic Services continues to steadily build upon its sustainability achievements.

We continue to find new avenues for sustainability success. Consider our five-point sustainability platform (see Figure 14):

- ▄ **Operations.** We are working to minimize the impact of our operations around our fleet and our facilities. We will continue to reduce our carbon emissions, by adding more recycling capacity, increasing our CNG fleet and opening additional alternative energy-producing facilities.
- ▄ **Materials Management.** When we extract materials from the waste stream (commodities and/or energy), we reduce greenhouse gas emissions and your community's carbon footprint. Even in times of crisis, when end market buyers are stopping or limiting their purchase of commodities, Republic Services is looking to alternative markets to ensure the continued success of our programs.
- ▄ **Communities.** Our Empty, Clean, Dry™ recycling outreach and education program help your residents and business people recycle more and waste less.
- ▄ **Safety.** We are committed to creating a safe environment for our customers, communities and employees. A recent national study found that Republic Services is the safest solid waste company – 40% safer than national average.

Figure 13. **Leading Recognition Awards.** Republic Services is proud to be globally recognized for our commitments to Sustainability and the Blue Planet





- **People.** We employ and develop talented professionals who are committed to sustainability, our customers and each other.

## **Creative Offerings and Solutions**

In addition to meeting the base recycling and waste needs of Winfield, it is important to recognize that additional waste is generated daily in your community that the residents and commercial owners do not know how to properly dispose of, including:

- Electronic materials
- Medical/sharps
- Universal waste
- Household hazardous waste

Absent an existing program to address these important waste streams, the community will typically throw the material in their MSW container, which leads to both safety and environmental issues. Examples of these issues are batteries that can burst and cause fires in the processing facilities, as well as employees getting needle sticks from medical needles that are disposed of in the recycling stream.

Republic Services has studied each of these waste streams, and developed offerings to allow Winfield to add these services under the contract, or as an offering that can be marketed directly to the community, and purchased directly from Republic Services.

We look forward to discussing each of these with Winfield to ensure that your questions are answered, and that you can identify the best approach to addressing these needs in your community. For each offering that Winfield selects to add, we are ready to implement the additional offering based on the time line and collection method that works best for the Winfield.



## Financial Overview

Republic Services' financial stability allows us to guarantee our commitments and obligations presented to Winfield in our proposal. Republic Services does not use third party financing, meaning Republic Services owns all assets used to perform the duties of this agreement. Winfield will not need to be concerned with the potential for adverse business or performance conditions affecting the ability of our company to perform or obtain financing.

## Financial Reporting

Republic Services, Inc. provides audited financial statements on behalf of its subsidiaries. Republic Services, Inc. is a Fortune 300 Company and will be the signatory for the corporate guarantee.

Republic's most recently completed audited financial statements can be found at on our website at [www.RepublicServices.com](http://www.RepublicServices.com).


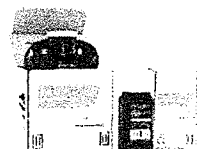


The Annual Reports to Shareholders have been prepared in accordance with Securities and Exchange Commission requirements, with New York Stock Exchange Commission requirements, and in accordance with generally accepted accounting principles (GAAP).

## Ownership

Republic Services, Inc. is a publicly-traded company on the New York Stock Exchange (NYSE symbol: **RSG**).

The following table shows certain information as of December 31, 2018 with respect to the ownership of common stock by each shareholder who is known by

*Figure 14. Other Creative Offerings – We are ready to add the additional important products that address existing and growing waste streams that should not be landfilled*

<b>Electronics Recycling</b>	<b>Medical/ Sharps</b>	<b>Universal Recycling</b>	<b>Household Hazardous Waste</b>
			
<ul style="list-style-type: none"> <li>⌘ Need for safe, secure and responsible electronics recycling</li> <li>⌘ BlueGuard™ safety practices</li> <li>⌘ Mail-back kit</li> <li>⌘ Pack-up or Pick-up service</li> <li>⌘ Full service pack and haul</li> </ul>	<ul style="list-style-type: none"> <li>⌘ Simple, cost-effective and confidential way of disposing of home generated medical waste</li> <li>⌘ Needles, syringes, razor blades, tattoo needles and piercing devices</li> </ul>	<ul style="list-style-type: none"> <li>⌘ Batteries, ballasts and bulbs</li> <li>⌘ Contain mercury, lead or other hazardous material</li> <li>⌘ Mail-back kit</li> <li>⌘ Pack-up or Pick-up service</li> </ul>	<ul style="list-style-type: none"> <li>⌘ Paint, paint products, common household cleaners</li> <li>⌘ If not managed, can create environmental hazards</li> <li>⌘ Events or pick-up service</li> </ul>



Republic Services to own more than 5 percent of our outstanding common stock:

### Credit Rating

Republic Services, Inc. has an "investment grade" rating. No creditor is owed a debt greater than 10 percent of the Company's total assets.

▪ Available Credit (all banks): \$2.4 Billion

### Bank References

Bank of America

Attn: Confirmation Department

Reference: Republic Services Inc.

Tax ID: 65-0716904

Phone: (803)832-7770

Fax (toll #): (900)733-5100 Online:

www.bankVOD.com

J P Morgan Chase Bank

Attn: Confirmation Credit Inquiries

PO Box 955200

Fort Worth, TX 76155-2732

Reference: AWIN Management, Inc.

Tax ID: 76-0353318

Phone: (800)550-8509

Fax: (817)345-3795

Wells Fargo

Attn: Confirmation Department

Reference: Republic Services Inc.

Tax ID: 65-0716904

Phone: (540)563-7323

Fax (toll #): (844)879-0544 (Audits and Credit Inquiries); (844)879-0416 (Routing Number and Verification Requests)

Credit References are available upon request.

Name of Owner	% Shares
Cascade Investment, LLC	33.83%
BlackRock, Inc.	6.62%
The Vanguard Group, Inc.	5.93%





Financial Information

These historical results are not necessarily indicative of the results to be expected in the future. Amounts are in millions, except per share data. The financial statements contained in the Annual Report were audited by Ernst & Young, LLP

Figure 15. Republic Services' 2018 Year Ending Consolidated Income Statement. Selected financial data

REPUBLIC SERVICES, INC.  
CONSOLIDATED STATEMENT OF INCOME  
(in millions, except per share data)

	Years Ended December 31,		
	2018	2017	2016
Revenue	\$ 10,040.9	\$ 10,041.5	\$ 9,387.7
Expenses:			
Cost of operations	6,150.0	6,214.6	5,764.0
Depreciation, amortization and depletion	1,033.4	1,036.3	991.1
Accretion	30.7	79.8	79.1
Selling, general and administrative	1,059.5	1,057.4	969.8
Withdrawal costs - multiemployer pension funds	—	1.2	5.6
Gain on business divestitures and impairments, net	(44.9)	(33.9)	(0.1)
Restructuring charges	26.4	17.6	40.7
Operating income	1,735.8	1,668.5	1,537.5
Interest expense	(383.8)	(361.9)	(371.5)
Loss from unconsolidated equity method investments	(35.8)	(27.4)	(6.1)
Loss on extinguishment of debt	(0.3)	(0.8)	(196.2)
Interest income	1.6	1.0	0.9
Other income, net	3.4	2.7	1.1
Income before income taxes	1,320.9	1,282.1	965.9
Provision for income taxes	283.3	3.1	352.7
Net income	1,037.6	1,279.0	613.2
Net income attributable to noncontrolling interests in consolidated subsidiary	(0.7)	(0.6)	(0.6)
Net income attributable to Republic Services, Inc.	\$ 1,036.9	\$ 1,278.4	\$ 612.6
Basic earnings per share attributable to Republic Services, Inc. stockholders:			
Basic earnings per share	\$ 3.17	\$ 3.79	\$ 1.79
Weighted average common shares outstanding	326.9	337.1	343.0
Diluted earnings per share attributable to Republic Services, Inc. stockholders:			
Diluted earnings per share	\$ 3.16	\$ 3.77	\$ 1.78
Weighted average common and common equivalent shares outstanding	328.4	339.0	344.4
Cash dividends per common share	\$ 1.44	\$ 1.33	\$ 1.24

**CERTIFICATE OF SECRETARY**

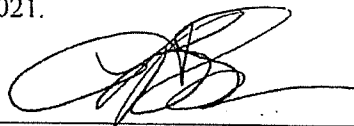
**RELATING TO THE BID OR PROPOSAL  
TO PROVIDE SOLID WASTE SERVICES  
FOR THE CITY OF ASHLAND  
IN THE STATE OF MISSOURI**

The undersigned, Secretary of **ALLIED SERVICES, LLC**, a Delaware limited liability company (the "Company"), hereby certifies that the following is a true and correct copy of the resolution which was duly adopted by **ALLIED WASTE LANDFILL HOLDINGS, INC.**, a Delaware corporation, the managing member of the Company (the "Managing Member") by written consent of the Managing Member on February 24, 2016, that such resolution has not been rescinded, amended or modified in any respect, and is in full force and effect on the date hereof:

**RESOLVED**, that (i) any individual at the time holding the position of General Manager or Area Director, Finance be, and each of them hereby is, appointed as an Authorized Agent, to act in the name and on behalf of the Company and to include the execution of related documents, in connection with the day-to-day business activities of the Company, and further, that (ii) in addition to the General Manager or Area Director, Finance, any individual at the time holding the position of Area Director, Business Development; Area Director, Operations; or Market Vice President be, and each of them hereby is, appointed as an Authorized Agent to execute any bid and proposal, and if awarded, any related contract for services to be performed by the Company and any bond required by such bid, proposal or contract, all in accordance with the existing Levels of Authority and other relevant policies and procedures.

I further certify that **ANDREW WEMPE** holds the title of General Manager and in such capacity has full authority to act in the name and on behalf of the Company as set forth in the foregoing resolution.

**WITNESS MY HAND**, this 11<sup>th</sup> day of March, 2021.



---

Eileen B. Schuler, Secretary

# STATE OF MISSOURI



John R. Ashcroft  
Secretary of State

## CERTIFICATE OF GOOD STANDING

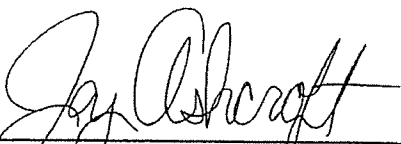
I, John R. Ashcroft, Secretary of State of the STATE OF MISSOURI, do hereby certify that the records in my office and in my care and custody reveal that

**ALLIED SERVICES, LLC**

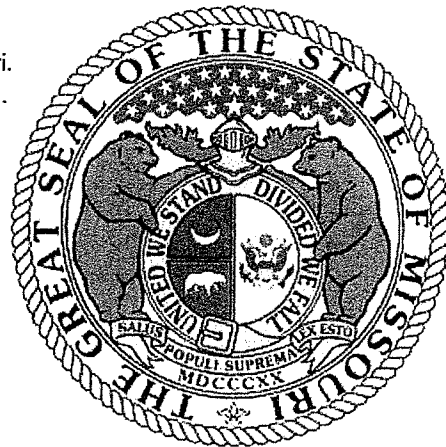
**FL0016142**

A Delaware entity was created under the laws of this State on 11/20/1997, and is Active, having fully complied with all the requirements of this office.

IN TESTIMONY WHEREOF, I hereunto set my hand and cause to be affixed the GREAT SEAL of the State of Missouri.  
Done at the City of Jefferson, the 4th day of February, 2021.

  
Secretary of State

Certification Number. CERT-IN56376





5545 Moreau River Access Rd

Office: 573-433-8905 Fax: 573-432-4255 [republicservices.com](http://republicservices.com)

**Exceptions:**

1. **General Comment:** The City did not provide a contract for review but does indicate that our proposal will be made a part of the Contract. Republic Services, Inc. would like the right to negotiate the final agreement.
2. **Insurance.** See attached mark up of section 4 Insurance Requirements
3. **Additional Provisions.** The following additional provisions should be included in the final contract.
  - a. **Definitions.**

**Unacceptable Waste.** Unacceptable Waste means: (1) Hazardous Waste; (2) radioactive, volatile, corrosive, highly flammable, explosive, biomedical, infectious, biohazardous, or toxic waste as defined by Applicable Law; or (3) any otherwise regulated waste.

**Hazardous Waste.** Hazardous waste includes, but is not limited to, any amount of waste listed or characterized as hazardous by the United States Environmental Protection Agency or any state agency pursuant to RCRA, and including future amendments thereto, and any other Applicable Law.

**Applicable Law.** Applicable Law means any applicable law (whether statutory or common), including statutes, ordinances, regulations, rules, governmental orders, governmental decrees, judicial judgments, constitutional provisions, and requirements of any kind and nature promulgated or issued by any governmental authority claiming or having jurisdiction.
  - b. **Right of Refusal:** If anything listed as an Unacceptable Waste is discovered before it is collected by Contractor, Contractor may refuse to collect the entire pick-up that contains those items. In such situations, Contractor shall contact the City and the City shall promptly undertake appropriate action to ensure that such items are removed and properly disposed of by the depositor or generator of the items. In the event such items are present but not discovered until after it has been collected by Contractor, Contractor may, in its sole discretion, remove, transport, and dispose of such items at a facility authorized to accept those items, in accordance with Applicable Law and charge the depositor or generator for all direct and indirect costs incurred due to the removal, remediation, handling, transportation, delivery, and disposal of those items. The City shall provide all reasonable assistance to Contractor to conduct an investigation to determine the identity of the depositor or generator of those items and to collect the costs incurred by Contractor in connection with such items. Subject to the City's providing all such reasonable

assistance to Contractor, Contractor shall release City from any liability for any such costs incurred by Contractor in connection with excluded items, except to the extent that the items are determined to be attributed to the City.

- c. Title: Title to Solid Waste shall pass to Contractor when loaded into Contractor's collection vehicle or otherwise received by Contractor. Title to and liability for any Unacceptable Waste shall at no time pass to Contractor.
- d. Equipment: Except as otherwise indicated in the Contract, any equipment Contractor furnishes shall remain Contractor's property. The City shall be liable for all loss or damage to such equipment (except for normal wear and tear and for loss or damage resulting from Contractor's handling of the equipment). The City shall use the equipment only for its proper and intended purpose and shall not overload (by weight or volume), move or alter the equipment. The City shall provide safe, unobstructed access to the equipment on the scheduled collection day. The Contractor may charge an additional fee for any additional collection service required by the failure to provide access.
- e. Force Majeure. Except for City's obligation to pay amounts due to Contractor, any failure or delay in performance due to contingencies beyond a party's reasonable control, including strikes, riots, terrorist acts, compliance with Applicable Laws or governmental orders, fires, inclement weather and acts of God, shall not constitute a breach of this Agreement and shall not be subject to penalties.
- f. Waiver of Claims. Failure or delay by either party to enforce any provision of this Agreement will not be deemed a waiver of future enforcement of that or any other provision.
- g. Damage to Pavement: Contractor shall not be responsible for any damages to City's pavement, curbing or other driving surfaces resulting from Contractor's providing service at City locations, except to the extent caused by Contractor's negligence

outcome of the selection process. The preferred consultant is expected to be selected and authorized by the Board in April 2021.

The City of Ashland hereby notifies that it will affirmatively ensure that in any Contract entered into pursuant to this invitation, minority business enterprises will be afforded full opportunity to submit bids in response to this invitation and will not be discriminated against on the grounds of race, color, sex, religion, or national origin in consideration for an award.

The City of Ashland is an Equal Opportunity Employer and does not discriminate against any person, firm partnership, or organization as it pertains to race, color, religion, sex, age, national origin, marital status, sexual orientation, medical condition, physical handicap or disability. Any person, firm, partnership, or organization contracting with or doing business with the City shall be in conformity with the City's policy on non-discrimination.

4. INSURANCE REQUIREMENTS: *BE SUPPLEMENTED WITH A BLANKET - FORM NOTICE OF CANCELLATION ENDORSEMENT PROVIDING*

Contractor shall procure and maintain insurance during the life of the Contract. A Certificate of Insurance shall be filed with the City showing such insurance to be in force at all times. The Certificate of Insurance shall contain a provision that the City will be notified thirty (30) days prior to any change or termination of insurance. The following insurance shall be in force at all times: *MATERIAL CANCELLATION OR NON-RENEWAL*

*GO OF ALL POLICIES EXCEPT WORKER'S COMPENSATION & UMBRELLA, IF REQUIRED.*

Worker's Compensation Insurance. All of Contractor's employees to be engaged in work under Contract, in the amount required by laws of the State of Missouri.

Liability Insurance. The Contractor shall provide and maintain during the life of the Contract, Public Liability and Property Damage Insurance and Umbrella Coverage. The insurance shall protect Contractor, its agents, and its employees from claims for damages for personal injury, including wrongful and accidental death and property damage which may arise from operations under the Contract, whether such operations are performed by the Contractor or its employees. Public Liability and Property Damage Insurance and Umbrella Coverage shall be provided in the following amounts:

- 1) Public Liability - \$250,000 per person/\$1,000,000 per accident. *IF NEEDED TO SATISFY THE REQUIRED MINIMUM LIMITS ON THE UNDERLYING POLICIES.*
- 2) Property Damage - \$100,000 per any one claim/\$1,000,000 per accident
- 3) Umbrella Liability - \$1,000,000, *IF APPLICABLE.*

Vehicle Insurance. The Contractor shall provide and maintain during the life of the Contract vehicle insurance in the same amounts as required under subparagraph for Liability Insurance.

~~Owner's Protective Liability Insurance. The Contractor shall also obtain at its own expense and deliver to the City an Owner's Protective Liability Insurance Policy naming the City of Jefferson as the insured, in an amount not less than \$1,000,000 for all claims arising out of a single accident or occurrence and \$100,000 for any one person in a single accident or occurrence, except for those claims governed by the provisions of the Missouri Workmen's Compensation Law, Chapter 287, RSMo.~~

The successful Proposer shall submit the following executed performance surety prior to the execution of the Contract:

Performance Bond. Within ten (10) days after the award of this contract, the Contractor shall deposit with the City Clerk a performance bond in the amount of fifty-thousand (\$50,000.00). Said performance bond shall guarantee the faithful performance of Contractor's obligations under this Contract, which bond shall be for the benefit of any person, firm or corporation, including the City, suffering damage by reason of Contractor's failure to perform its obligations hereunder. Said performance bond shall state that the bonding company shall give the City thirty (30) days written notice prior to cancellation.



**REQUEST FOR PROPOSALS (RFP) TITLE:** City of Ashland Solid Waste Services

**ISSUE DATE:** March 3, 2021

**RETURN PROPOSAL NO LATER THAN:** 5:00 p.m., March 31, 2021

**DELIVERY INSTRUCTIONS:** Clearly print or type "RFP: City of Ashland Solid Waste Services" on the outside of a SEALED envelope or package. Proposals may be mailed or delivered to Office of the City Administrator, Attn: Lelande Rehard, 109 East Broadway, P.O. Box 135, Ashland, MO 65010 by the due date and time.

The offeror hereby declares understanding, agreement and certification of compliance to provide the services, at the prices quoted, in accordance with all requirements and specifications contained herein. The offeror further agrees that the language of this RFP shall govern in the event of a conflict with his/her proposal.

SIGNATURE REQUIRED

OFFEROR NAME	Allied Services, LLC d/b/a Republic Services of Jefferson City
MAILING ADDRESS	5645 Morcau River Access Rd.
CITY, STATE, ZIP CODE	Jefferson City, MO 65701

CONTACT PERSON	Lillian Kinard	EMAIL ADDRESS	lkinard@republicservices.com
PHONE NUMBER	573.636.1135	FAX NUMBER	573.632.4253
OFFEROR TAX FILING TYPE WITH IRS (CHECK ONE)			
<input type="checkbox"/> Corporation <input type="checkbox"/> Individual <input type="checkbox"/> State/Local Government <input checked="" type="checkbox"/> Partnership <input type="checkbox"/> Sole Proprietor <input type="checkbox"/> IRS Tax-Exempt			
AUTHORIZED SIGNATURE		DATE	3/31/21
PRINTED NAME	Andrew Wempe	TITLE	General Manager

## **1. INTRODUCTION AND GENERAL REQUIREMENTS**

### **INTRODUCTION:**

The City of Ashland, MO is requesting proposals from qualified Contractors interested in providing Solid Waste and Recycling Services. The purpose of this RFP is to provide minimum requirements, solicit proposals and gain adequate information from which the City may evaluate a Contractors' services as they compare to other Contractors and as they pertain to the City's needs. The City is interested in evaluating a number of service level options and optional services. Services are to begin June 1<sup>st</sup>, 2021.

### **QUESTIONS/CLARIFICATIONS OF THE REQUEST FOR QUALIFICATIONS:**

All questions concerning the solicitation and specifications shall be submitted in writing via e-mail to Lelande Rehard, Assistant City Administrator, at [assistantcityadmin@ashlandmo.us](mailto:assistantcityadmin@ashlandmo.us). All questions should be submitted by **March 17, 2021 at 5:00 pm**. Responses will be provide to all interested parties via e-mail by March 20<sup>th</sup>, 2021 at 5:00 pm.

Any oral responses to any question shall be unofficial and not binding on the City of Ashland. An Addendum to this RFP providing the City of Ashland's official response will be issued if necessary to all known prospective offerors.

### **VALIDITY OF PROPOSALS:**

Respondents agree that proposals will remain firm for a period of ninety (90) calendar days after the date specified for the return of proposals.

### **REJECTION OF PROPOSALS:**

The City of Ashland reserves the right to reject any or all proposals received in response to this RFP, or to cancel the RFP if it is in the best interest of the City of Ashland to do so. Failure to furnish all information requested in this RFP may disqualify the proposal. Any exceptions to the requirements specified must be identified in the proposal.

### **WITHDRAWAL OF PROPOSALS:**

Any Respondent may withdraw his or her proposal at any time prior to the scheduled closing time for the receipt of proposals. However, no proposal will be withdrawn for a period of ninety (90) calendar days after the scheduled closing time for the receipt of proposals.

### **ALTERATION OF SOLICITATION:**

The wording of the City of Ashland's solicitation may not be changed or altered in any manner. Respondents taking exception to any clause in whole or in part should do so by listing said exceptions on their letterhead and submitting them with their proposal; such exceptions will be evaluated and accepted or rejected by the City of Ashland, whose decision will be final.

### **RESPONSE MATERIAL OWNERSHIP:**



All material submitted regarding this RFP becomes the property of The City of Ashland. Any person may review proposals after the Agreement has been issued, subject to the terms of this solicitation.

#### INCURRING COSTS:

The City of Ashland shall not be obligated or be liable for any cost incurred by Respondents prior to issuance of an Agreement. All costs to prepare and submit a response to this solicitation shall be borne by the offeror.

#### COLLUSION CLAUSE:

Any agreement or collusion among offerors and prospective offerors to illegally restrain freedom of competition by agreement to fix prices, or otherwise, will render the proposals of such offerors void.

#### CONTRACT DOCUMENTS:

The final agreement between the City of Ashland and the Contractor will include by reference:

- Contractor's Response to the RFP
- The City Issued RFP with any addendums

Any changes, additions or modifications hereto will be in writing and signed by the City Administrator. No other individual is authorized to modify the agreement in any manner.

#### DEFINITIONS

City. The City of Ashland, Missouri, a municipal corporation.

City Facilities. City Hall, Ashland City Park, Swimming Pool, Public Works, Water Treatment, Wastewater Treatment

Commercial Customers. Businesses, industrial, institutional, agricultural, and large residential (customers requiring more than a single roll cart.

Contract. The formal written agreement between the City and Contractor to perform scope of work defined in this RFP.

Contractor. The successful Proposer selected as a result of this RFP.

Current Contractor. The solid waste services company (Republic/Allied Waste Services) providing contract solid waste removal services within the City at the issue date of this RFP.

Municipal Solid Waste (MSW) i.e. Solid Waste. Wastes consistent with laws of the United States and/or the State of Missouri and/or the regulations promulgated thereunder (10CSR 80-2) such as household waste, commercial, agricultural, governmental, industrial and institutional waste which have chemical and physical characteristics similar to those of household waste.

Large Bulky Items. Solid Waste not easily contained in a Roll Cart such as, but not limited to appliances, furniture, and other Solid Waste.

Open Market. A system of solid waste collection and disposal whereby customers directly arrange for such service with private waste haulers.

Physical Limitation. May include one or more of the following conditions, as determined by a physician: inability to push or pull a 35-gallon, wheeled cart weighing 40 pounds, or inability to lift or carry more than 20 pounds once per week, or inability to stand or walk, or otherwise be unable to transport a solid waste container to and from the curbside.

Rate. The charge assessed to all customers in a class of customers for collection and disposal of trash, garbage, and recyclables provided by the Contractor under this Contract.

Residential Customers. Solid waste collected from Residences within the City.

Responsible Party. The person, entity, company, corporation or organization responsible for procuring and maintaining solid waste services for private and commercial residents located within the geographic boundaries of the City (also known as the “customer”).

Roll Cart. A container on wheels and with a lid, whose main purpose is to store solid waste (or recyclables where applicable) prior to its removal by the Contractor and which meets accepted industry standards.

Solid Waste/Recycling Container. A receptacle used by any person to store solid waste or recycling during the interval between solid waste collections, including wheeled carts, disposable containers, bulk containers, and garbage cans, as approved or supplied by the Contractor.

Temporary Construction and Demolition Roll-off. Large watertight receptacle with a capacity of 10 to 40 cubic yards that is set temporarily typically for contraction, remodeling, and demotion projects.

Volume Based Rates. A schedule or rates which are based on the amount of solid waste generated and/or the size of solid waste containers.

Walk-up Service. Personalized service whereby the Contractor retrieves and returns the solid waste container for the resident. Contractor may provide or permit the use of alternate solid waste containers to residents approved for Walk-up Service at Contractor’s discretion. Walk-up Service shall be made available to residents with physical limitations and who reside in households with no able-bodied person to assist with solid waste disposal, upon verification by a physician. Walk-up Service shall be provided at the regular curbside rate.

## **2. SCOPE OF SERVICES:**

### **Current Services**

The City’s Current Contractor is Republic Services which is the exclusive provider of Residential and Commercial Solid Waste, Recycling, and Temporary Construction and Demolition Roll-off services inside the corporate city limits of Ashland. Republic Services provides services to approximately 1,827 residential accounts and 150 commercial accounts.

Residential Waste is collected curbside once per week for all waste fitting in a 95 gallon roll-cart. Recycling services are provide at a recycling center drop-off owned by the City of Ashland on Red Tail Dr. Commercial services are provided by a variety of container sizes and removal frequency options.

The City pays the Current Contractor \$544.27 per month to have a recycling container at the City’s Recycling Drop-off Center serviced five (5) days per week. Recycling is provided by a singlestream recycling roll-off container.

The City provides billing for all residential and commercial customers.

The Current Contractor provides an annual curbside Large Bulky Item pick-up (Annual Spring Cleaning Pick-up) for residential customers.

The Current Contractor provides on-demand Large Bulky Item pick-up for a fee.

The Current Contractor provides solid waste services to City Facilities at no cost to the City.

### **Base Proposal**

Contractor provides solid waste collection and disposal on an exclusive basis, to all Residential Customers within the City. Contractor shall propose the type of Solid Waste/Recycling Containers, collection methodology and a Rate structure that is Volume-Based. The City desires information on a Rate for once per week service.

Contractor provides a Recycling Roll-off container for the City's Recycling Drop-off Center.

Proposal and fees for Large Bulky Item pick-ups and an annual free Large Bulky Item pick-up for all Residential Customers.

Commercial and Temporary Construction and Demolition Roll-off services are left for the Open Market.

### **Alternate Proposal 1**

Contractor provides solid waste collection and disposal on an exclusive basis, to all Residential and Commercial Customers within the City. Contractor shall propose the type of Solid Waste/Recycling Containers, collection methodology and a Rate structure that is Volume-Based. The City desires information on a Rate for once per week service.

Contractor provides a Recycling Roll-off container for the City's Recycling Drop-off Center.

Proposal and fees for Large Bulky Item pick-ups and an annual free Large Bulky Item pick-up for all Residential Customers.

Temporary Construction and Demolition Roll-off services are left for the Open Market.

### **Alternate Proposal 2**

Contractor provides solid waste collection and disposal on an exclusive basis, to all Residential, Commercial, and Temporary Construction and Demolition Roll-off Customers within the City. Contractor shall propose the type of Solid Waste/Recycling Containers, collection methodology and a Rate structure that is Volume-Based. The City desires information on the Rate for once per week service.

Contractor provides a Recycling Roll-off container for the City's Recycling Drop-off Center.

Proposal and fees for Large Bulky Item pick-ups and an annual free Large Bulky Item pick-up for all Residential Customers.

### **Optional Services**

The City is interested in evaluating proposals and pricing for providing weekly or bi-weekly (every other week) curbside Recycling services for Ashland Residential customers.

The City is interested in seeing pricing and proposals for providing Glass Recycling at its Recycling Drop-off Center.

The City is interested in proposals for 32 gallon or similar size Solid Waste Roll-Cart service for Residential Customers that produce less waste and a reduced fee for such service.

The City plans to retain billing for Residential Customers, but is interested in options for the Contractor to providing billing services for Commercial Customers should the City select a proposal for Alternate 1 and/or Alternate 2.

The City is interested in evaluating a street repair contributions to address wear and tear on City streets caused by the Contractor's exclusive access to our customers.

### **General Services Standards**

The City's code requires that all Residential and Commercial buildings and producers of Solid Waste maintain trash service

Contractor shall make collections between 6:00 AM and 6:00 PM with no service on Sunday or Holidays unless agreed upon by the City.

Contractor shall make Walk-up Service available to persons with physical limitations when no other person who resides in the household is able to assist with Solid Waste disposal.

Contractor shall ensure that all containers are thoroughly emptied and left on premise.

Contractor shall not litter on premise or streets in the process of making collections. Spillage will be promptly cleaned up.

Contractor shall ensure there that spillage is prevented during the transportation of Solid Waste.

### **3. EVALUTION AND AWARD PROCESS:**

Proposals which meet the minimum criteria will be rated on the basis of the following factors:

Factors	Points
A. Cost	60
B. Experience in similar operations	15
C. Proposed plan of operation	20
D. Ability to provide base proposal services beginning June 1 <sup>st</sup> , 2021	5

Once the most qualified Contractor is selected, a Contract will be negotiated. The Contract may be amended to include additional services. The execution of the Contract shall be contingent upon the availability of funds.

The selection process will consist of a panel of City staff and possibly other experts reviewing the proposals according to the criteria discussed above, and the possibility of inviting one or more proposers for potential interviews, which may take place on or about three weeks after proposal is submitted. The selection committee will determine if it is necessary to develop a "short list" and continue the selection process with formal presentations.

The City of Ashland reserves the right to reject any and all proposals and to resubmit its request for proposals. The City Administrator will make a recommendation to the Board of Aldermen based on the

outcome of the selection process. The preferred consultant is expected to be selected and authorized by the Board in April 2021.

The City of Ashland hereby notifies that it will affirmatively ensure that in any Contract entered into pursuant to this invitation, minority business enterprises will be afforded full opportunity to submit bids in response to this invitation and will not be discriminated against on the grounds of race, color, sex, religion, or national origin in consideration for an award.

The City of Ashland is an Equal Opportunity Employer and does not discriminate against any person, firm partnership, or organization as it pertains to race, color, religion, sex, age, national origin, marital status, sexual orientation, medical condition, physical handicap or disability. Any person, firm, partnership, or organization contracting with or doing business with the City shall be in conformity with the City's policy on non-discrimination.

#### **4. INSURANCE REQUIREMENTS:**

Contractor shall procure and maintain insurance during the life of the Contract. A Certificate of Insurance shall be filed with the City showing such insurance to be in force at all times. The Certificate of Insurance shall contain a provision that the City will be notified thirty (30) days prior to any change or termination of insurance. The following insurance shall be in force at all times:

Worker's Compensation Insurance. All of Contractor's employees to be engaged in work under Contract, in the amount required by laws of the State of Missouri.

Liability Insurance. The Contractor shall provide and maintain during the life of the Contract, Public Liability and Property Damage Insurance and Umbrella Coverage. The insurance shall protect Contractor, its agents, and its employees from claims for damages for personal injury, including wrongful and accidental death and property damage which may arise from operations under the Contract, whether such operations are performed by the Contractor or its employees. Public Liability and Property Damage Insurance and Umbrella Coverage shall be provided in the following amounts:

- 1) Public Liability - \$250,000 per person/\$1,000,000 per accident.
- 2) Property Damage - \$100,000 per any one claim/\$1,000,000 per accident
- 3) Umbrella Liability - \$1,000,000

Vehicle Insurance. The Contractor shall provide and maintain during the life of the Contract vehicle insurance in the same amounts as required under subparagraph for Liability Insurance.

Owner's Protective Liability Insurance. The Contractor shall also obtain at its own expense and deliver to the City an Owner's Protective Liability Insurance Policy naming the City of Jefferson as the insured, in an amount not less than \$1,000,000 for all claims arising out of a single accident or occurrence and \$100,000 for any one person in a single accident or occurrence, except for those claims governed by the provisions of the Missouri Workmen's Compensation Law, Chapter 287, RSMo.

The successful Proposer shall submit the following executed performance surety prior to the execution of the Contract:

Performance Bond. Within ten (10) days after the award of this contract, the Contractor shall deposit with the City Clerk a performance bond in the amount of fifty-thousand (\$50,000.00). Said performance bond shall guarantee the faithful performance of Contractor's obligations under this Contract, which bond shall be for the benefit of any person, firm or corporation, including the City, suffering damage by reason of Contractor's failure to perform its obligations hereunder. Said performance bond shall state that the bonding company shall give the City thirty (30) days written notice prior to cancellation.

In case of a bona fide dispute regarding compliance, the Contractor may request a hearing before the City Administrator within thirty (30) days after notification of non-compliance and penalty by the Administrator. No action may be taken on said performance bond until a hearing, if requested by the Contractor, has been conducted. At such hearing, all parties may give evidence, and the merits of the dispute will be decided. The City Administrator shall make public his decision, along with a statement reciting the basis therefore. Within thirty (30) days of the issuance of the decision, the Contractor may appeal in writing to the Council. At the appeal hearing, the Contractor may contest the findings for facts or interpretation of controlling law, at which time the Council may affirm, reject or modify the decision of the Administrator. The affirmation, rejection or modification of said decision by the Council shall be final.

If said performance bond is to be canceled or not renewed, the Contractor shall have been considered to have breached the contract, and the City shall have all lawful remedies.

Minimum surety requirements for performance bonding companies and property/casualty insurance carriers are:

- A.M. Best Rating of “B+, Class V”
- Licensed by the State of Missouri to do business in the state of Missouri
- Acceptable to the City of Jefferson

## **5. PROPOSAL SUBMISSION:**

In submitting the Proposal, your company acknowledges that the City shall not be liable to any person for any costs incurred therewith or in connection with costs incurred by any proposer in anticipation of Commission action approving or disapproving any proposed agreement. The City may accept or reject any proposal or proposed agreement without limitation. Nothing in this RFP or in subsequent negotiations creates any vested rights in any person.

Statements that do not address the items listed in this section will be considered incomplete and will be deemed non-responsive by the City.

All proposals shall include the following information, organized as separate sections of the proposal. The proposal should be concise and to the point.

### **1. Contractor Identification**

Provide the name of the firm, the firm’s principal place of business, the name and telephone number of the contact person.

### **2. Statement of Qualifications**

Provide a Statement of Qualifications that includes: Short narrative describing the experience and capability to provide the requested services. A completed Contractors Qualification Form (Form A, Attached). Proof of insurance and ability to acquire performance bond.

### **3. Statement of Services**

Provide a Statement of Services that includes:

A short narrative describing the proposal.

Detailed information regarding the proposed plan for service. Including type of Solid Waste/Recycling Containers to used, schedules for service, holidays on which services will be suspended, contact information for customer support.

Information on the final destination of collected Solid Waste and Recyclables. Information shall include: name, location, owner, operator and regulatory status of site.

Rate and fee proposal for Base Proposal shall be included (Form B, Attached) and any additional Alternate Proposals and Options. The City is interested in evaluating Alternate Proposals and Options as described in Section 2 of the RFP, but will only require information for the Base Proposal for the proposal to be considered.

Form C completed listing the types and numbers of vehicles to be used to provide the City with service.

Names and responsibilities of any subcontractors.

**Five (5) copies of the complete Proposals are due to the City of Ashland, 109 E. Broadway, Ashland, MO 65010 prior to 5:00 p.m. on March 23, 2021.** Proposals may be hand-delivered, mailed, or delivered by courier. Facsimiles and emailed proposals WILL NOT be accepted, and considered non-responsive to this RFP. Submissions including less than the requested number of copies will be deemed non-responsive and ineligible for further consideration during the selection process.



5545 Moreau Pike, Access Rd

Office: 573-636-8805 Fax: 573-682-4253 [republicservices.com](http://republicservices.com)

## **Statement of Qualifications -**

Allied Services, LLC d/b/a Republic Services of Jefferson City management team has the solid waste knowledge and expertise to ensure that the City of Ashland receives nothing but the highest quality of service for their new solid waste contract. Republic Services has contracted with the City of Ashland since 1976. We have grown with the City over the last 44 years and understand the needs of the City. We feel our experience and knowledge would make Republic Services the best partner for the City of Ashland.

Republic Services is the second largest non-hazardous solid waste service company in the United States, with annual revenues of nearly \$10 million. We provide service to hundreds of thousands of satisfied customers and municipalities each and every day.

Our company's structure and experienced team of professionals allows for the most effective operations in the industry. Republic Services has earned a reputation as a strong partner with municipalities across the United States.

Republic Services has the experience, knowledge and expertise to ensure that they will be able to provide a program better than any other solid waste collection company. This is Republic Services of Jefferson City guarantee to the City of Ashland.

This section of the report details Republic Services approach to ensure the items outlined in the Request for Proposals, are satisfied as well as outline Republic Services approach to offer the highest quality solid waste services to the City of Ashland.



**FORM A  
CONTRACTOR'S QUALIFICATIONS**

The information requested on these forms shall apply to your entire organization unless information is requested on a specific activity. These forms must be submitted with your proposal and a response given to each item.

Submitted by: Allied Services, LLC db/a Republic Services of Jefferson City

Name of Company

Date of Establishment or Incorporation: July 1, 1998

State of Incorporation (if applicable): n/a

Name of President/CEO/Owner:  
Don Slager, CEO

Principal Office Address: 18500 N. Allied Way  
Phoenix, AZ 85054

Name of Local Manager: Andrew Wempe - General Manager  
Local Office Address: 5645 Morcan River Access Rd.  
Jefferson City, MO 65101

Contact Person for Purposes of this RFP

Name: Lillian Kinard  
Title: Manager, Municipal Sales  
Telephone: (573) 636-1135  
Fax: (573) 632-4253  
Email Address: lkinard@republicservices.com

List names and addresses of the major owners, partners, or corporate officers in your organization. Attach additional pages, as necessary.

NAME	POSITION OR TITLE	ADDRESS
<u>Timothy Stuart</u>	<u>EVP + COO</u>	<u>18500 N. Allied Way Phoenix, AZ</u>
<u>Jon Vander Ark</u>	<u>President</u>	<u>18500 N. Allied Way Phoenix, AZ</u>
<u>Richard Coupland</u>	<u>VP Municipal Services</u>	<u>18500 N. Allied Way Phoenix, AZ</u>
_____	_____	_____
_____	_____	_____

*Form A / Contractor's Qualifications*

**CONTRACTOR'S EXPERIENCE AND WORK HISTORY**

1. Name and title of person from your company who will be responsible for the ongoing management of the solid waste removal program to be operated within the City of Ashland. The resume of this person must be attached.

Name Lillian Kinard

Title Manager, Municipal Sales

2. How many years has your organization been in business as a solid waste removal program operator

a. Under its present name? 13 years

b. Under a different name? 50+ years

3. How many years' experience in solid waste removal program operations has your organization had?

a. As a general contractor 50+ years

b. As a subcontractor N/A

4. If your company was previously operated under a different name(s) please list the names and number of years in operation (10 years' history is requested):

	Name	Years in business
a.	_____	_____
b.	_____	_____
c.	_____	_____
d.	_____	_____
e.	_____	_____
f.	_____	_____

5. List at least three corporations, individuals, cities, counties, states or other agencies for whom your firm has performed solid waste and/or recycleable removal work, and the contact information for the individuals who will provide references. The City of Ashland reserves the right to contact additional entities not listed in this section.

- (1) Name of Organization or Entity: City of Jefferson  
 Address/Location: 320 E McCarty St. Jefferson City, MO 65101  
 Dates of Service: - current  
 Name of Contact Person: Steve Crowell  
 Title: City Administrator  
 Telephone: (573) 634-6410  
 Email Address: scrowell@jeffcitymo.org
- (2) Name of Organization or Entity: City of Holts Summit  
 Address/Location: 245 S Summit Dr. Holts Summit, MO 65043  
 Dates of Service: - current  
 Name of Contact Person: Hanna Lechner  
 Title: City Administrator  
 Telephone: (573) 896-5100  
 Email Address: cityadministrator@holts.summit.org
- (3) Name of Organization or Entity: City of Eldon  
 Address/Location: 101 S Oak Eldon, MO 65026  
 Dates of Service: - current  
 Name of Contact Person: Don Smith  
 Title: City Administrator  
 Telephone: (573) 392-2291  
 Email Address: dsmith@eldonmo.org
- (4) Name of Organization or Entity: City of Wardsville  
 Address/Location: 6708 State Hwy W, Jefferson City, MO 65101  
 Dates of Service: - current  
 Name of Contact Person: Shirley Stockman  
 Title: city clerk  
 Telephone: (573) 635-2625  
 Email Address: villageofwardsville@gmail.com

# Kinard, Lillian

lkinard@republicservices.com • 573-257-0010

## Objective

To continue to build on my established relationships within my Municipalities and continue to grow the municipal line of business for our Business Unit. I would also like to continue to increase my knowledge and skills through positions of increased responsibility.

## Experience

**Republic Services | 5645 Moreau River Access Rd. Jefferson City, MO 65101**

**Oct 2004 - Present**

**Manager, Municipal Sales 10/2009 – Present**

In my Municipal role, I am responsible for the development and implementation of the business unit's sales strategy for municipal contract extensions, retentions, and new business related to residential, commercial solid waste and recycling services. I am active with all aspects of Government Affairs, experience working with legal counsel, lobbyists, reviewing regulations, state statutes, public outreach, and engagement. I fully participate in strategic market planning sessions, including acquisition and disposal opportunities as well as privatizations of municipalities' solid waste and recycling management functions. I manage a book of business consisting of 33 Municipal/Disposal Contracts with an annual revenue of 10.5 million. 95% of my Muni book of business contains a favorable PI. I consistently exceed my annual retention/extension goals. I have extended or retained all 33 municipal contracts in place at the start of my position. I work with municipalities towards the goal of the best solid waste/recycling solutions for their communities.

**Manager, Municipal Sales / Account Manager 10/2009 – April 2019**

The past 10 years I have worn a dual hat for Republic Services. Throughout both roles my customers have learned that I resemble the 5 R's of Republic Services, which has contributed to solid longstanding partnerships that have retained and grown the business.

Within my Account Manager role, I manage a book of business consisting of 411 accounts consisting of \$337.5K annual revenue and a secured rate of 81.1%, at risk rate of 13.1%, and an expired rate of 5.8%. I have received Winner's Circle Silver Tier acknowledgement 4 out of the last 5 years.

**Republic Services | 5645 Moreau River Access Rd. Jefferson City, MO 65101**

**Accounts Payable / Sales Coordinator 05/2006 – 10/2009**

**Accounts Receivable 02/2005 – 05/2006**

**Customer Service Rep 10/2004 – 02/2005**



# CERTIFICATE OF LIABILITY INSURANCE

Page 1 of 2

DATE (MM/DD/YYYY)  
06/30/2020

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).**

<b>PRODUCER</b> CANNON COCHRAN MANAGEMENT SERVICES, INC. 17015 N. SCOTTSDALE RD SCOTTSDALE, AZ 85255	<b>CONTACT NAME:</b> _____	
	<b>PHONE (A/C No.Ext):</b> _____	<b>FAX (A/C No.Ext):</b> _____
<b>E-MAIL ADDRESS:</b> cert@ccmsi.com		
<b>INSURER(S) AFFORDING COVERAGE</b>		<b>NAIC #</b>
<b>INSURED</b> REPUBLIC SERVICES, INC. 18500 N. ALLIED WAY PHOENIX, AZ 85054	<b>INSURER A:</b> ACE American Insurance Co. 22667	
	<b>INSURER B:</b> Indemnity Insurance Company of NA 43575	
	<b>INSURER C:</b> ACE Fire Underwriters 20702	
	<b>INSURER D:</b> Illinois Union Insurance Company 27960	
	<b>INSURER E:</b> _____	
<b>INSURER F:</b> _____		

**COVERAGES**

CERTIFICATE NUMBER: 1755322


REVISION NUMBER:

THIS IS TO CERTIFY THAT 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. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR  GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER: _____			HDO G71450892	06/30/2020	06/30/2021	EACH OCCURRENCE \$ 5,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 5,000,000 MED EXP (Any one person) _____ PERSONAL & ADV INJURY \$ 5,000,000 GENERAL AGGREGATE \$ 5,000,000 PRODUCTS -COMP/OP AGG \$ 5,000,000
A	<b>AUTOMOBILE LIABILITY</b> <input checked="" type="checkbox"/> ANY AUTO <input checked="" type="checkbox"/> OWNED AUTOS ONLY <input checked="" type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY <input type="checkbox"/> _____			ISA H25305425	06/30/2020	06/30/2021	COMBINED SINGLE LIMIT (Ea accident) \$ 5,000,000 BODILY INJURY(Per person) _____ BODILY INJURY (Per accident) _____ PROPERTY DAMAGE (Per accident) _____
	<input type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input type="checkbox"/> RETENTION \$ _____						EACH OCCURRENCE _____ AGGREGATE _____
B A C A D	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? <input checked="" type="checkbox"/> (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A	WLR C67458424 AOS WLR C67458382 AZ/CAMA/OR SCF C87458461 - WI WGU C87458503 - OH XS TNS C66948560 - TX NSXS	06/30/2020 06/30/2020 06/30/2020 06/30/2020 06/30/2020	06/30/2021 06/30/2021 06/30/2021 06/30/2021 06/30/2021	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 3,000,000 E.L. DISEASE -EA EMPLOYEE \$ 3,000,000 E.L. DISEASE -POLICY LIMIT \$ 3,000,000

**DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)**  
 Division Number: 4035 - Named Insured Includes: Allied Services, LLC - Dba: Allied Waste Services of Jefferson City - Republic Services of Jefferson City

**CERTIFICATE HOLDER****CANCELLATION**

City of Ashland PO Box 135 Ashland, MO 65010-0135 United States	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE 
--	---

AGENCY CUSTOMER ID: \_\_\_\_\_  
LOC #: \_\_\_\_\_



## ADDITIONAL REMARKS SCHEDULE

Page 2 of 2

AGENCY		NAMED INSURED	
POLICY NUMBER See First Page		REPUBLIC SERVICES, INC. 18500 N. ALLIED WAY PHOENIX, AZ 85054	
CARRIER See First Page	NAIC CODE	EFFECTIVE DATE:	

**ADDITIONAL REMARKS**

**CERTIFICATE NUMBER: 1755322**

THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM.

FORM NUMBER: 25 FORM TITLE: CERTIFICATE OF LIABILITY INSURANCE

The following provisions apply when required by written contract. As used below, the term certificate holder also includes any person or organization that the insured has become obligated to include as a result of an executed contract or agreement.

**GENERAL LIABILITY:**

Certificate holder is Additional Insured including on-going and completed operations when required by written contract.  
Coverage is primary and non-contributory when required by written contract.  
Waiver of Subrogation in favor of the certificate holder is included when required by written contract.

**AUTO LIABILITY:**

Certificate holder is Additional Insured when required by written contract.  
Coverage is primary and non-contributory when required by written contract.  
Waiver of Subrogation in favor of the certificate holder is included when required by written contract.

**WORKERS COMPENSATION AND EMPLOYERS LIABILITY:**

Waiver of Subrogation in favor of the certificate holder is included when required by written contract where allowed by state law.

Stop gap coverage for ND, WA and WY is covered under policy no. WLR C67458424 and stop gap coverage for OH is covered under policy no. WCU C67458503, as noted on page 1 of this certificate.

**TEXAS EXCESS INDEMNITY AND EMPLOYERS LIABILITY:**

Insured is a registered non-subscriber to the Texas Workers Compensation Act. Insured has filed an approved Indemnity Plan with the Texas Department of Insurance which offers an alternative in benefits to employees rather than the traditional Workers Compensation Insurance in Texas. The excess policy (#TNS C66948560) shown on this certificate provides excess Indemnity and Employers Liability coverage for the approved Indemnity Plan.

Contractual Liability is included in the General Liability and Automobile Liability coverage forms. The General Liability and Automobile Liability policies do not contain endorsements excluding Contractual Liability.

Separation of Insured (Cross Liability) coverage is provided to the Additional Insured, when required by written contract, per the Conditions of the Commercial General Liability Coverage form and the Automobile Liability Coverage form.



8040 Winnebo River Access Rd

Office: 571-435-8805 Fax: 571-432-4253 [republicservices.com](http://republicservices.com)

## PERFORMANCE BOND – ABILITY TO ACQUIRE

Republic Services, Inc. currently has a performance bond for the City of Ashland in the amount of \$40,000. Should the City choose to stay with Republic Services, Inc. we will have no issue increasing the amount and issuing a new bond with a signed contract.



5645 Moresau River Access Rd

Office: 575-425-8905 Fax: 575-422-4255 republicservices.com

## Statement of Services-

### Detailed Services

**Base Proposal:** Residential solid waste services will be one (1) time per week service with 95-gallon cart. Centralized single stream recycle container will be serviced two (2) times per week (Mon, Fri – this decision is based off current tonnages and monitoring of the container capacity on all days)

**Alternate Proposal 1:** Residential solid waste services will be one (1) time per week services with 95-gallon cart. Centralized single stream recycle container will be serviced two (2) times per week (Mon, Fri – this decision is based off current tonnages and monitoring of the container capacity on all days) Commercial services will be based on customer needs.

**Alternate Proposal 2 with options:** Residential solid waste services will be one (1) time per week services with 95-gallon cart. Curbside Single Stream Recycling will be one (1) time every other week services with a 65-gallon cart. Commercial and Industrial services will be based on customer needs.

### Bulky Item Collection & City Clean-Up Day

Republic Services will provide at no additional charge to the residents of the City of Ashland a curbside Spring Clean-up. The proposed schedule of service will be mutually agreed upon prior to initiation of the City Clean-up program.

The City Clean-up service will consist of items limited to bulky waste, including furniture and similar items; however, car bodies, other large parts and state banned items will not be allowed for collection. Republic Services will provide all materials and equipment for the City Cleanups collection.

Residents that would need a special bulky pick-up other than the Spring Clean-up will be able to contact Republic Services to schedule the bulky item pick-up and removal.



This service will be for a fee depending on the size and amount of the bulky items that the resident wants picked up and removed. Bulky item collection services will be provided for residential homes.

### **City Services**

Republic Services will provide at no charge to the City of Ashland solid waste to the following city facilities: City Hall, City Park, City Pool, Public Works, Water Treatment Plant, and 601 E Broadway

### **Carts**

Republic Services will provide each Resident with a 95-gallon trash cart. Republic Services agrees to provide handicap and elderly service as mutually agreed upon between contractor and the customer at the same rate as other residents.

### **Hours and Days of Operations**

All residential collections shall be picked up between 6:00 a.m. and 6:00 p.m. Monday, Tuesday, Thursday, Friday, except in time of emergency or to maintain schedules due to holidays or weather.

### **Holiday Schedules**

For holiday collection schedules, residential and commercial collection days will be moved back one day on New Year's Day, Memorial Day, Independence Day, Labor Day, Thanksgiving, and Christmas. For example: For a Monday holiday, the Monday Customer would have their collection day moved to Tuesday, Tuesday Customer would have Wednesday collections, Wednesday Customer would have Thursday collections, Thursday Customer would have Friday collections, and Friday Customer would have Saturday collections.

### **Trucks, Equipment and Personnel**

All of Republic Services trucks are equipped with company direct connect cellphones, cameras, backup alarms and all other standard safety equipment.

Republic Services shall always have available highly trained personnel, back-up trucks and equipment needed to perform the duties required to meet the solid waste needs of the City of Ashland.

Republic Services will provide the City with highly trained personnel and equipment to provide high quality solid waste management services to perform the duties as outlined in this proposal in an efficient and adequate manner. Republic Services and personnel have the experience and equipment to fully satisfy the requirements. Lillian Kinard (Manager, Municipal Services), Jeremy Sparks (Operations Manager), or other qualified personnel will be the assigned personnel-in-charge of operations in the City.

#### **Customer Service**

All complaints will be resolved within two working days. Republic Services will maintain a register at the local office recording all complaints and indicating the deposition of each. Such records will always be available for City inspection during business hours. The form will indicate the day and hour on which the complaint was received and the day and hour on which it was resolved.

Residential customers would contact City Hall directly for any service issues as the city assumes the billing, bad debt, and administrative duties regarding the weekly residential service. The City would contact Republic Services as they currently do directly to resolve.

Residential customers needing to schedule a bulk pick up, commercial, or industrial customers needing assistance with any needs would need to contact Republic Services customer service directly at 573-635-8805.

**Customer Billing**

Republic Services of Jefferson City agrees to bill the city for all residential customers serviced.

Commercial and permanent Industrial customers to be billed to the customer directly by Republic Services of Jefferson City.

**Rate Adjustments**

Republic Services will be entitled to increase its rates by 3% annually on the anniversary date of the execution of the contract.

**Additional Service Requests/Options**

Republic Services shall be agreeable to discuss and provide additional pricing for any other solid waste service options that the City may want to consider. It is Republic Services intent to work with the City to ensure that the City gets the type of service that they feel will best suite their service needs.



5605 Moreau River Access Rd

Office: 573-680-9405 Fax: 573-680-4255 [republicservices.com](http://republicservices.com)

**Landfill & MRF Locations:**

**Solid Waste:**

**Regulatory Status: Active Municipal Solid Waste Landfill**

**Jefferson City Landfill**  
5605 Moreau River Access Rd  
Jefferson City, MO 65101

**Owner: Republic Services, Inc.**  
**Operator: Republic Services, Inc.**  
**Landfill Manager: Curt Robertson**

**Recycle Material: Republic recently completed in early 2021 the construction of a transload facility at the landfill for our recycle material. The material is unloaded from the route trucks and packed into a tractor trailer that is then transported to our Material Recovery Facility in Hazelwood, MO.**

**Jefferson City Landfill**  
5605 Moreau River Access Rd  
Jefferson City, MO 65101

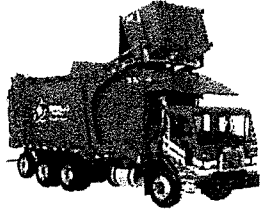
**Owner: Republic Services, Inc.**  
**Operator: Republic Services, Inc.**  
**Landfill Manager: Curt Robertson**  
**MRF General Manager: Brent Batliner**



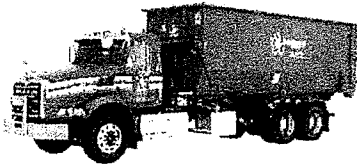
**REPUBLIC  
SERVICES**

5845 Monahan River Access Rd

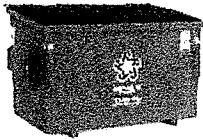
Office: 573-635-8505 Fax: 573-632-4285 [republicservices.com](http://republicservices.com)



Front Load



Roll Off



Front Load Container



95 gallon cart – msw



65 gallon cart – single stream recycle

**FORM B-1**  
**Base Proposal: Exclusive Contract Rate Schedules**  
**Exclusive contract for Residential Customers**

<b>Residential Monthly rates for once per week service</b>		
<b>Services</b>	<b>Monthly Rates Contractor Bills Customers</b>	
<b>Container Service Specify Capacity</b>	<b>Trash Service Only 1x/week</b>	<b>Trash Plus Curbside Recycling (Optional Service)</b>
<b>The below amounts should reflect "Base Rates"</b>		
Small Cart _____ gal.	N/A	N/A
Regular Cart <u>95</u> gal.	\$ 12.95	N/A
Large Cart _____ gal.	N/A	N/A
Charge for Additional Cart	\$ 3.00	N/A
<b>Show additional charges per month if the programs below are enacted</b>		
Curbside Bulky Item Pick-up Once Annually	No charge	N/A
Curbside Bulky Item Pick-up Twice Annually	N/A	N/A
Curbside Bulky Item Pick-up On-Call	\$ 25.00 / yard	N/A
Recycling Drop-off Containers and Service	2 pick ups per week MON, FRI No charge	N/A
City Facilities Solid Waste Services	No charge	N/A
Glass Recycling Service at Recycling Drop-off Center	N/A	N/A
Street Repair Contribution	N/A	N/A

**FORM B-2**  
**Alternate Proposal 1: Exclusive Contract Rate Schedules**  
**Exclusive contract for Residential and Commercial Customers**

<i>Residential Monthly rates for once per week service</i>		
<i>Services</i>	<b>Monthly Rates</b> Contractor Bills Customers	
<i>Container Service</i> <i>Specify Capacity</i>	Trash Service Only <i>1x/week</i>	Trash Plus Curbside Recycling (Optional Service)
<i>The below amounts should reflect "Base Rates"</i>		
Small Cart _____ gal.	N/A	N/A
Regular Cart <i>95</i> gal.	\$ 12.95	N/A
Large Cart _____ gal.	N/A	N/A
Charge for Additional Cart	\$ 3.00	N/A
<i>Show additional charges per month if the programs below are enacted</i>		
Curbside Bulky Item Pick-up Once Annually	No charge	N/A
Curbside Bulky Item Pick-up Twice Annually	N/A	N/A
Curbside Bulky Item Pick-up On-Call	\$ 25.00/yard	N/A
Recycling Drop-off Containers and Service	<i>2 pickups per week Mon, Fri No charge</i>	N/A
City Facilities Solid Waste Services	No charge	N/A
Glass Recycling Service at Recycling Drop-off Center	N/A	N/A
Street Repair Contribution	\$10,000 annually	N/A

**FORM B-2**  
**Alternate Proposal 1: Exclusive Contract Rate Schedules**  
**Exclusive contract for Residential and Commercial Customers**

Commercial Monthly Rates for Service Based on Need												
Container Type/Size	Contractor Bills Customers						City Bills Customers					
	1/week Scheduled Service		Each Additional Pick-up Per Week Scheduled Service		On-Call Pick-up (Unscheduled)		1/week Scheduled Service		Each Additional Pick-up Per Week Scheduled Service		On-Call Pick-up (Unscheduled)	
	Trash Service Only	Recycle Service	Trash Service Only	Recycle Service	Trash Service Only	Recycle Service	Trash Service Only	Recycle Service	Trash Service Only	Recycle Service	Trash Service Only	Recycle Service
<i>The below amounts should reflect "Base Rates"</i>												
Cart (size?) _____ gal.		N/A		N/A		N/A		N/A		N/A		N/A
Cart (size?) <u>95</u> gal.	27.56		See Attached Additional Rates		\$ 20.00							
1 cu yd	36.07				\$ 50.00							
2 cu yd	49.44				\$ 55.00							
3 cu yd	65.10				\$ 60.00							
4 cu yd	79.72				\$ 65.00							
5 cu yd												
6 cu yd	112.02				\$ 70.00							
8 cu yd	141.32				\$ 75.00							





3640 Moreland River Access Rd

Office: 573-635-3805 Fax: 573-632-4253 republicservices.com

Commercial – Monthly Rates and Service

Container Size	1x/week	2x/week	3/week	4x/week
95-gal cart	\$ 27.56	\$ 41.35	\$52.40	
1yd	\$ 36.07	\$ 60.79	\$85.53	
2yd	\$ 49.44	\$ 87.49	\$125.54	
3yd	\$ 65.10	\$ 116.46	\$167.86	
4yd	\$ 79.72	\$ 144.47	\$209.20	
6yd	\$ 112.02	\$ 203.43	\$297.37	\$396.89
8yd	\$ 141.32	\$ 259.42	\$377.48	\$502.82

Commercial – Additional service charges (per occurrence)

<u>Commercial Additional Services</u>	<u>Rate</u>
Container Delivery	\$25.00
Container Exchange	\$25.00
Container Relocate	\$55.00
Container Removal	\$25.00
Extra Yards	\$25.00

**FORM B-3**  
**Alternate Proposal 2: Exclusive Contract Rate Schedules**  
**Exclusive contract for Residential, Commercial, and Temporary Construction and**  
**Demolition Roll-off Customers**

<i>Residential Monthly rates for once per week service</i>		
<i>Services</i>	<b>Monthly Rates</b> Contractor Bills Customers	
<i>Container Service</i> <i>Specify Capacity</i>	<b>Trash Service</b> Only <i>1x/week</i>	<b>Trash Plus</b> Curbside Recycling (Optional Service) <i>1x/ every other week</i>
<i>The below amounts should reflect "Base Rates"</i>		
Small Cart <u>65</u> gal.	N/A	*rate included in monthly trash rate # 0
Regular Cart <u>95</u> gal.	\$ 15.50	N/A
Large Cart _____ gal.	N/A	N/A
Charge for Additional Cart	\$ 3.00	N/A
<i>Show additional charges per month if the programs below are enacted</i>		
Curbside Bulky Item Pick-up Once Annually	No charge	N/A
Curbside Bulky Item Pick-up Twice Annually	N/A	N/A
Curbside Bulky Item Pick-up On-Call	\$ 25.00/yard	N/A
Recycling Drop-off Containers and Service	N/A	N/A
City Facilities Solid Waste Services	No charge	N/A
Glass Recycling Service at Recycling Drop-off Center	N/A	N/A
Street Repair Contribution	\$ 15,000 annually	N/A

**FORM B-3**  
**Alternate Proposal 2: Exclusive Contract Rate Schedules**  
**Exclusive contract for Residential, Commercial, and Temporary Construction and**  
**Demolition Roll-off Customers**

Commercial Monthly Rates for Service Based on Need												
	Contractor Bills Customers						City Bills Customers					
Container Type/Size	1/week Scheduled Service		Each Additional Pick-up Per Week Scheduled Service		On-Call Pick-up (Unscheduled)		1/week Scheduled Service		Each Additional Pick-up Per Week Scheduled Service		On-Call Pick-up (Unscheduled)	
	Trash Service Only	Recycle Service	Trash Service Only	Recycle Service	Trash Service Only	Recycle Service	Trash Service Only	Recycle Service	Trash Service Only	Recycle Service	Trash Service Only	Recycle Service
<i>The below amounts should reflect "Base Rates"</i>												
Cart (size?) ___ gal.		N/A		N/A		N/A		N/A		N/A		N/A
Cart (size?) <u>95</u> gal.	27.56		<i>See attached additional Rates</i>		20.00							
1 cu yd	36.07				50.00							
2 cu yd	49.44				55.00							
3 cu yd	65.10				60.00							
4 cu yd	79.72				65.00							
5 cu yd												
6 cu yd	112.02				70.00							
7 cu yd												
8 cu yd	141.32				75.00							

**FORM B-3**  
**Alternate Proposal 2: Exclusive Contract Rate Schedules**  
**Exclusive contract for Residential, Commercial, and Temporary Construction and**  
**Demolition Roll-off Customers**

<b>1. Rates for Temporary Construction and Demolition Roll-off services</b>				
<i>Container Size</i>	<i>Delivery Fee</i>	<i>Scheduled Haul Fee</i>	<i>On Call Haul Fee</i>	<i>Disposal Fee</i>
20, 30, + 40yd.	\$ 65	\$ 165	\$ 165	\$ 50
*see also additional rates attached				



5745 Moreau River Access Rd

Office: 573-625-3600 Fax: 573-621-4255 [republicservices.com](http://republicservices.com)

**Commercial – Monthly Rates and Service**

<b>Container Size</b>	<b>1x/week</b>	<b>2x/week</b>	<b>3/week</b>	<b>4x/week</b>
<b>95-gal cart</b>	<b>\$ 27.56</b>	<b>\$ 41.35</b>	<b>\$52.40</b>	
<b>1yd</b>	<b>\$ 36.07</b>	<b>\$ 60.79</b>	<b>\$85.53</b>	
<b>2yd</b>	<b>\$ 49.44</b>	<b>\$ 87.49</b>	<b>\$125.54</b>	
<b>3yd</b>	<b>\$ 65.10</b>	<b>\$ 116.46</b>	<b>\$167.86</b>	
<b>4yd</b>	<b>\$ 79.72</b>	<b>\$ 144.47</b>	<b>\$209.20</b>	
<b>6yd</b>	<b>\$ 112.02</b>	<b>\$ 203.43</b>	<b>\$297.37</b>	<b>\$396.89</b>
<b>8yd</b>	<b>\$ 141.32</b>	<b>\$ 259.42</b>	<b>\$377.48</b>	<b>\$502.82</b>

**Commercial – Additional service charges (per occurrence)**

<b><u>Commercial Additional Services</u></b>	<b>Rate</b>
<b>Container Delivery</b>	<b>\$25.00</b>
<b>Container Exchange</b>	<b>\$25.00</b>
<b>Container Relocate</b>	<b>\$55.00</b>
<b>Container Removal</b>	<b>\$25.00</b>
<b>Extra Yards</b>	<b>\$25.00</b>

**Industrial – Additional service charges (per occurrence)**

<b><u>Industrial Additional Services</u></b>	<b>Rate</b>
<b>Dry Run</b>	<b>\$150</b>
<b>Overage (add'l per ton charge at 10 tons and over) (legal road limit is 10 tons)</b>	<b>\$25/ton</b>

Industrial compactors (perm) – rates will vary due to presses, type, size, and cost of purchase. These will be worked out individually between customer & Republic Services, Inc.





5015 Moreau River Access Rd

Office: 878-630-8805 Fax: 878-630-4259 [republicservices.com](http://republicservices.com)

## ANNUAL SOUTHERN BOONE COUNTY SCHOOL DISTRICT SCHOLARSHIP

An annual scholarship opportunity would be available to the Southern Boone County School District with the following proposals:

Alternate 1 Proposal - \$1000.00

Alternate 2 Proposal - \$2000.00



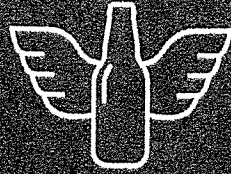
6548 W. Main River Access Rd

Office: 573-625-8105 Fax: 573-622-4255 [republicservices.com](http://republicservices.com)

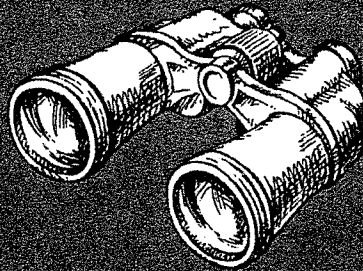
#### GLASS RECYCLING:

Republic Service does not currently provide glass recycling in Central Missouri. However, we do have municipalities that have partnered with Ripple Glass for this service and we would be happy to discuss more with you in regard to this type of service. I am happy to introduce you to the representative from Ripple Glass.





THE Ripple Glass  
**FIELD  
GUIDE**  
TO RECYCLING\*



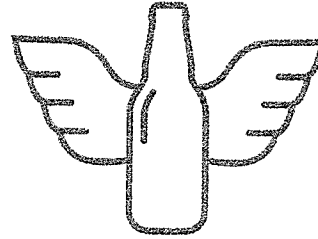
\*Or, Everything You Always Wanted to Know About Recycling But Were Afraid to Ask

**HOW TO:**

PARTNER WITH RIPPLE GLASS | COLLECT GLASS  
STORE GLASS | SHIP GLASS | GROW YOUR PROGRAM

# WELCOME!

We are excited to partner with you! We've filled this Field Guide with information you may find useful in launching a glass recycling program. If you have questions, please e-mail us at [info@rippleglass.com](mailto:info@rippleglass.com).



## HOW MUCH GLASS DOES YOUR COMMUNITY GENERATE?

Recycling glass can have a big impact on your community's diversion rates! Let's crunch some numbers. Across all ages and lifestyles, residents generate, on average, approximately 70 pounds of waste glass each year. Use the example below to calculate the glass diversion from your city.

<b>10,000</b>	<b>X</b>	<b>70</b>	<b>=</b>	<b>700,000 LBS</b>
<b>PEOPLE</b>				<b>OF GLASS GENERATED EACH YEAR</b>
<i>Example community population*</i>		lbs of glass per person each year		

\* Don't forget to include any outlying communities that may utilize your drop-off centers.

### YEAR 1

Diversion Estimate:  
**35,000 LBS**

*A conservative estimate is 5% of glass generated. Good education programs, separate curbside collection, and commercial recycling would increase this number.*

### YEAR 3

Diversion Estimate:  
**70,000 LBS**

*We have found that by year 3, most programs reach 10% diversion or greater.*

### YEAR 5

Diversion Estimate:  
**140,000 LBS**

*Drop-off programs can typically divert 20% of a material, though robust programs can exceed that rate.*

**ONE RECYCLED BOTTLE  
EQUALS ONE NEW BOTTLE.**

---

**714 RECYCLED BOTTLES  
EQUALS ENOUGH FIBERGLASS  
INSULATION TO INSULATE  
AN ENTIRE ATTIC.**

### **TYPES OF GLASS ACCEPTED:**

- Glass food and beverage containers
- All colors. No sorting required
- Labels and caps can remain on the glass
- Glassware, such as wine or pint glasses.
- Plate glass when pre-approved by Ripple—all hardware, framing, casings and spacers must be removed, and we cannot accept laminated glass

### **NOT ACCEPTED:**

- No windshields
- No ceramic, porcelain, or milk glass
- No boxes or bags
- No laminated glass
- No mirrors

### **CONSOLIDATION OF GLASS:**

We recommend utilizing a concrete storage bunker to store glass for shipment. If one is not available, the materials to build a bunker 20' wide x 24' deep x 8' tall should cost around \$4,000 plus delivery fees. Please see pictures and examples beginning on page 4.

### **LOADING OF GLASS:**

Ripple will arrange for a semi truck with an end-dump trailer to pick up the glass, up to 25 tons per load. In most cases, this service is free of charge, but you will need a front-end loader and operator to top-load the glass. Some recyclers without a storage bunker use Gaylord boxes or IBCs to hold the glass, and load the trailer with a forklift equipped with a rotator attachment. (Note: a Bobcat does not have the height clearance needed to load into an end-dump trailer; if a Bobcat must be used, we recommend pairing it with a dock or ramp to make up the height differential.)

### **BENEFITS:**

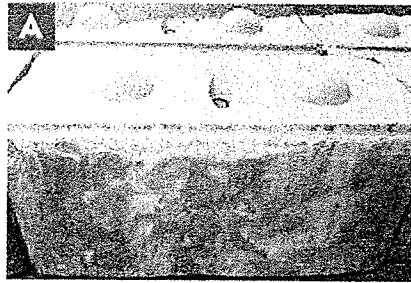
- Glass is heavy! Recycling reduces landfill tipping fees paid by city residents.
- Each year, Ripple selects a program to receive a donation of fiberglass insulation that can be used in your local winterization program or donated to Habitat for Humanity. See page 6 for more details.
- Increase your glass diversion year over year to receive cash incentives.
- Ripple can provide marketing assistance when desired, including signage, limited advertising, and help in soliciting businesses to participate in the program.

## BUNKER RECOMMENDATIONS AND EXAMPLES:

We recommend building a bunker 20' wide x 24' deep x 8' tall, or about 4,000 cubic feet. This will hold approximately 25 tons of glass, and allows for some overflow in case of transportation delays. A larger bunker will increase your flexibility.

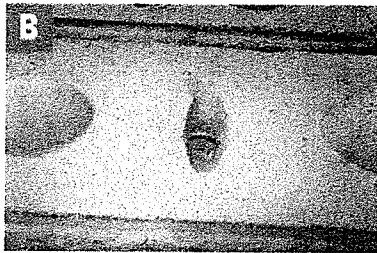
A 20' x 24' x 8' bunker requires around 40 concrete blocks, each 2' x 2' x 6'. The total number depends on how the open ends are treated. You may want a finished blunt end that requires half-blocks, or stepped side walls that can reduce the total number needed. See images D, E, and F.

You'll need to build your bunker on a concrete apron to keep loader tires out of the mud and eliminate the risk of loading gravel and soil with the glass. About 1,200 square feet of concrete is required to support a 20' x 24' x 8' bunker.

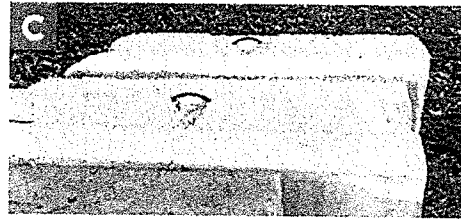


◀ Blocks: Typically 2' X 2' X 6', weighing about 2,500 lbs. each (some are larger).

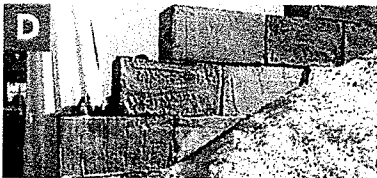
These generally cost about \$50 plus delivery fees; a local company may provide more competitive pricing.



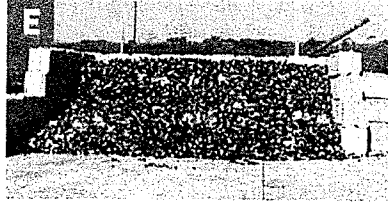
▲ Bunker block with rebar "hook" for stacking and moving.



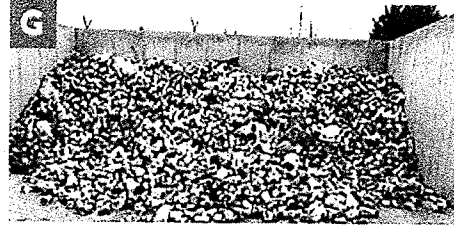
▲ Slightly different design with male ridge across the top of block and female groove along bottom; each concrete company has their own molds.



◀ Stair-stepped side wall of bunker, eliminating the need for half-blocks.



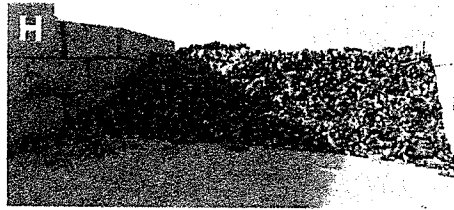
▲ The back wall and most of each side wall of this bunker are 8' tall, then stepped down towards the front.



▲ Formed walls were used to build this bunker, 8' all around.



▲ Straight front (blunt) bunker walls. Note that wooden 2x4s are used as a 'stop' to prevent rolling bottles; these boards are easily removed for loading.

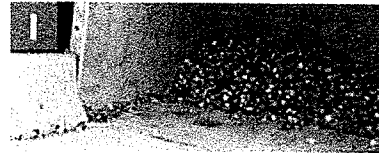


▲ The bunker dimensions shown here are 42'L x 25'W x 5'D. The third course of blocks along the outside is used for other material storage on the adjoining bunkers. A full load takes up 13' x 25' x 5'. The dimensions of the blocks are 72"L x 35"W x 30"H.

## LOADING EXAMPLES:



▲ A front-end loader makes quick work of loading glass from a bunker. Partnering with a local municipal crew may gain access to the use of a loader when you are ready to ship.



▲ Back wall of this bunker is the exterior of existing warehouse.



▲ In this picture, a forklift rotator and clamps are used to dump gaylord boxes of glass into our trailer.



▲ The loader pictured is a Deere 524K WH high-lift loader—height to hinge pin, 13'8". Trailer height as measured is 10'3". The trailer is a 66" sided trailer by 40' long.

# GLASS RECYCLING PROGRAM OF THE YEAR



Ripple Glass rewards municipal programs and businesses that are truly making a difference in their communities, annually recognizing the best all-around program as the "Glass Recycling Program of the Year."

## REWARD

Ripple Glass will deliver a full semi-trailer load of fiberglass insulation (a \$10,000 value), material that can be used in municipal projects or donated to a local organization.

## HOW TO QUALIFY

- Significant growth in total tons collected
- Strong educational and marketing efforts
- An ongoing commitment to new and innovative recycling efforts
- A high and rising community-wide glass recovery rate

Each year, applications are distributed in January. Submissions will be reviewed and scored by a panel of industry experts, and the winner announced towards the end of Q1.



# INCENTIVE BONUS

Is your community program growing by leaps and bounds? Ripple Glass wants to reward you for your hard work.

## HERE'S HOW TO PARTICIPATE

§ Achieve 5% year-over-year growth and earn \$1 per ton for every net new ton recycled.

§§ Achieve 10% year-over-year growth, and earn \$3 per ton for every net new ton recycled.

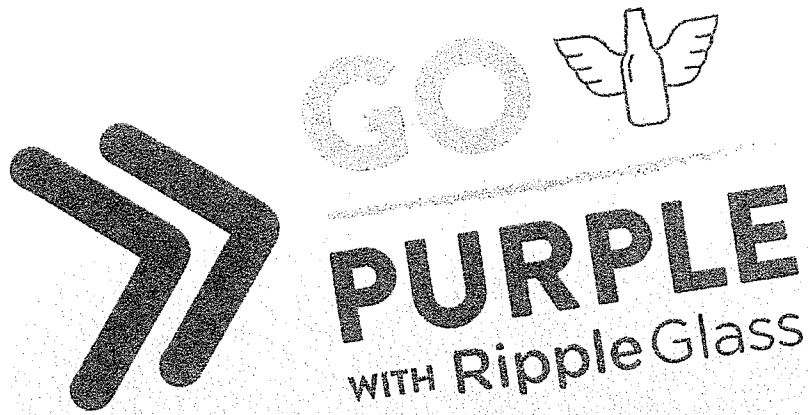
§§§ Achieve 20% or greater year-over-year growth, and receive \$5 per ton for every net new ton recycled.

## EXAMPLE

Rippletown USA recycled 1,000 tons of glass in Year 1. In Year 2, they conducted an awareness campaign for their drop-off centers that attracted new recyclers and resulted in the collection of 1,300 tons of glass. Since Rippletown experienced 30% year-over-year growth, they qualify for \$5 per ton for each of the 300 net new tons recycled. This \$1,500 incentive reward can be put back into their program or donated to a local organization.

## TERMS

This program is available to municipalities that have participated two full consecutive calendar years.



**WOULD YOU LIKE ASSISTANCE IN BUILDING  
YOUR PROGRAM AND GROWING YOUR GLASS  
RECYCLING RATES?**

Ripple Glass would like to provide partial funding for communities to purchase new bins (of any size) for glass-only collection. Ripple will also provide paint and decals to brand these bins. For existing glass collection dumpsters, we will provide partial funding for re-branding and marketing. Bins must be painted "Ripple purple" and include Ripple Glass artwork. We will work with you to produce a mutually agreeable bin design.

**HERE'S HOW TO APPLY:**

Submit an application with a detailed plan including:

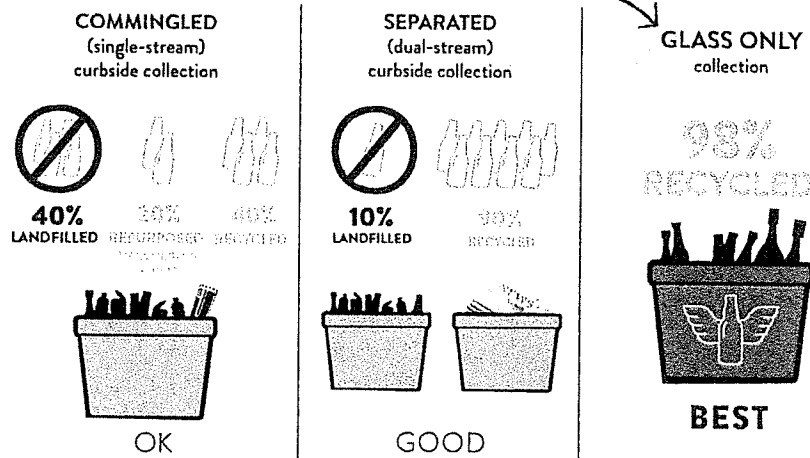
- Number of bins requested
- Proposed or existing location of bins
- Total population that the bins will service
- Process of emptying bins to central location
- Central location where glass will be emptied and loaded into a truck provided by Ripple Glass

Applications will be released in January, accepted on a rolling basis and will be reviewed and approved first come, first serve. Funds will be released in the quarter following the approval.

## NOT ALL GLASS RECYCLING IS THE SAME!

How you collect glass matters! Glass that is collected separately from other materials is recovered at the highest rate. Due to high contamination levels, Ripple Glass generally cannot process glass from single-stream commingled systems. See the graphic below for more information.

Out of the three common ways to collect glass for recycling, **ONLY ONE** has a 98% recovery rate.



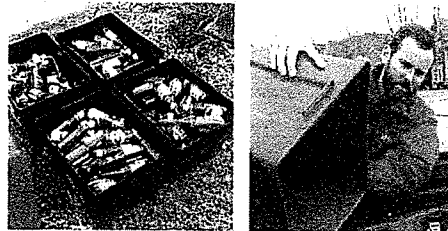
Source: "Understanding Economic and Environmental Impacts of Single-Stream Collection Systems," Container Recycling Institute, 12-2009

## COLLECTING GLASS: AT THE CURB

Dedicated curbside glass collection is a great way to make residents happy, but it does have its challenges. When applied to small groups of residents, it can often be successfully done in a very low-tech manner. A person or two, a truck, and some collection bins are all you need! Successful curbside glass programs exist all across the Midwest. Read on to learn about a few.

### Atlas Glass and KC Curbside Glass, Kansas City

Both Atlas Glass and KC Curbside Glass are independent Kansas City businesses that provide 13- to 18-gallon bins to customers, and offer a variety of pick-up options. Weekly, semi-monthly, and monthly pick-up is available on a subscription basis, with cost ranging from \$5 to \$20 per month.





## COLLECTING GLASS: AT THE CURB (CONTINUED)



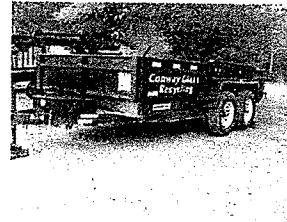
### **Momentum Recycling, Salt Lake City, Utah**

Our friends at Momentum Recycling in Salt Lake City have developed an interesting partnership with the City. Optional curbside glass pick-up is provided for residents, who can sign up through their city water bill. Momentum provides customers with a 35-gallon cart serviced monthly for \$7 per month.

### **City of Conway, Arkansas**

The City of Conway found that residents were more inclined to recycle their glass if it was easy. Currently available in the city of Conway, nearly 2,400 households and businesses now participate. Residents can request a free 18-gallon bin, which they then fill with glass food and beverage containers and put on the curb on their normal collection day. A glass-only truck picks up the recycled material with a trailer proudly proclaiming "Even Glass Deserves a Second Chance."

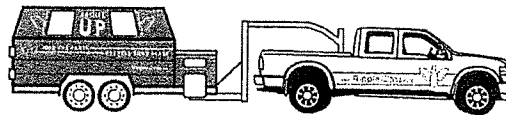
After two years, the curbside route is collecting around 100 tons of glass each year, and participation continues to grow.



## COLLECTING GLASS: AT BUSINESSES

### **Ripple Glass Commercial Program, Kansas City**

Ripple Glass has rolled out a new program that will allow businesses in the area to recycle their glass with ease. With the purchase of a new truck and mobile collection container, the business will be able to efficiently collect glass from locations all over the city. The company will begin with routes in select areas of town, and expand as their routing and collection ability grows to meet the demands of metro businesses. Ripple will offer both 65 and 96 gallon sized carts.



## COLLECTING GLASS: AT BUSINESSES (CONTINUED)

### Old Market District, Omaha, Nebraska

In this entertainment district, a local group took a novel approach to collecting recyclables. InCOMMON, a non-profit dedicated to job creation in downtown Omaha, began picking up recyclables on heavy duty bikes pulling small trailers. Charging a monthly fee, they pick up materials from 1-2



establishments at a time, then deliver them to a nearby drop-off center. The drop-off center is sponsored by the local Community Improvement District, Ripple Glass, and a local recycling provider. Job creation and increased diversion? We'll call that a win/win!

## COLLECTING GLASS: AT DROP-OFF POINTS

In Greater Kansas City, Ripple Glass has placed over 100 roll-off containers throughout the metro, many at retail destinations such as grocery and liquor stores. We locate containers in visible, well-lit areas to promote awareness and avoid contamination.



The purchase or re-purposing of roll-off containers is a budget consideration, as is servicing the containers. We recommend closed top 30- or 40-yard containers with six cut-out windows approximately 49 inches off the ground to allow recyclers to easily deposit glass in the bin.

If you do not have a truck that can handle roll-off containers, the service can be sub-contracted to a local hauler. Prices can vary widely depending on distance and other factors – haulers typically reward frequency and reliability with lower pricing.

## **SUCCESS STORY:**

### **PURPLE IS THE NEW GREEN IN SIOUX CITY, IOWA**

Residents of Sioux City, Iowa have recently embraced a change in their glass recycling. When the City decided to end glass recycling as a part of its single stream recycling program at the end of 2016, they came up with a new solution for residents. That solution was partnering with Ripple Glass to offer glass only drop-off bins around town.

When the company who processes Sioux City's recyclables decided to phase glass out of their facility, the City found Ripple Glass as a solution to their glass problem. We worked closely with the City and the Sioux City Environmental Advisory Board to come up with a plan that worked best for residents of Sioux City. Change is hard, so convenience for residents was key. Based on Sioux City's population of around 83,000, the decision was made to place six bins around town. The group decided that grocery stores would be the most convenient locations, and the City got to work recruiting bin hosts. The response was great and soon, six locations were confirmed.

Beginning January of 2017, glass was no longer accepted in the City's curbside recycling containers and residents were instructed to recycle glass at one of six drop off locations. Efforts to relay the message to residents included new bus signage, regular updates on the program to local news outlets, social media posts, and speaking to residents in person at various outreach events.

Additionally, updating the City's website and Solid Waste & Recycling Guide reinforced the change. Nine months later, almost 70 tons of glass has been recycled into fiberglass insulation and new bottles and jars!



#### **Locations:**

##### **Hy-Vee**

2827 Hamilton Blvd.  
Sioux City, Iowa 51104

4500 Sergeant Rd.  
Sioux City, Iowa 51106

3301 Gordon Dr.  
Sioux City, Iowa 51105

##### **Fareway**

4040 War Eagle Dr.  
Sioux City, Iowa 51109

4016 Indian Hills Dr.  
Sioux City, Iowa 51108

##### **Sioux City Citizen's Convenience Center**

5800 28th St.  
Sioux City, Iowa 51108



### **ABOUT US:**

Since 2009, Ripple Glass has worked with individuals, businesses, and organizations to recycle more than 1 billion bottles and jars. Recycling glass is an easy way to reduce waste, conserve landfill space, protect the environment, and support area businesses.

### **LEARN MORE:**

- Visit [rippleglass.com](http://rippleglass.com)
- Email [info@rippleglass.com](mailto:info@rippleglass.com)

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