



September 3, 2020

Town of Berry
9046 State Road 19
Mazomanie, WI 53560
Email: twnberry@chorus.net

Dear Town Board Supervisors:

On behalf of Advanced Disposal Services Solid Waste Midwest, LLC, I thank you for the opportunity to submit a proposal for your Solid Waste Collection and Disposal Services the Town of Berry. The enclosed proposal from Advanced Disposal has one overriding goal— *to provide exceptional environmental integrity, superior customer service, and measurable economic value to the Town of Berry.*

We are strong stewards of the environment and work with our surrounding neighborhoods to become part of the community. We view our services as vital infrastructure needs that all cities and counties must be able to provide through public-private partnerships, contractual agreements, and the like. Through this bid process, we look forward to fulfilling the scope of work for the Town of Berry's Solid Waste and Recycling Collection and Disposal Services.

Thank you for your consideration of Advanced Disposal's proposal for the Town of Berry. Please see the following pages that address your proposal requirements and present details on Advanced Disposal's company profile and sound solutions for collection and disposal programs.

Advanced Disposal is very excited about this opportunity and the continuing a beneficial, long-term working relationship with the Town of Berry. If you have any questions regarding our proposal, please do not hesitate to contact me at (262) 893-9156 or email at Jason.johnson@advanceddisposal.com.

Sincerely,

Jason Johnson
District Municipal Market Manager



Company Overview

Advanced Disposal is a company that brings fresh ideas and solutions to the business of a clean environment. It is our people who make the difference and leave the world a cleaner, more beautiful place. We are proud to provide cost-effective and environmentally-sound solutions for waste and recycling collection, transportation, processing and disposal. But we do much more than collect garbage. We truly are an environmental services company.

We provide:

- Waste and recycling reduction solutions for homes and businesses.
- Safe disposal facilities with state-of-the-art engineering and construction techniques to protect the Earth.
- Efficient and effective recycling processing facilities to preserve our natural resources.
- Cleaner operating trucks and equipment utilizing lower sulfur fuels, more efficient oils, and more responsible maintenance practices.
- Support to those communities we serve in particular through environmental and beautification projects and education.

Advanced Disposal has the operational expertise, management strengths, financial capabilities and commitment to quality that few publicly traded or independent companies can rival. Our independent status frees us from the bureaucratic structure of a national company so that decisions that are important to you can be made quickly and implemented effectively.

Our success can be measured through the strong partnerships between our employees and the customers we serve. Whether our customers are municipalities, commercial businesses, construction and demolition companies, industries or individual homeowners, we look forward to creating and building our relationships by providing quality service at a fair price.

Locations:

Advanced Disposal has operations in 17 Eastern states including: Alabama, Florida, Georgia, Illinois, Indiana, Kentucky, Maryland, Michigan, Minnesota, Mississippi, Missouri, North Carolina, Pennsylvania, South Carolina, Tennessee, Vermont, Wisconsin and the Bahamas.

Facilities:

- 91 Collection / Hauling Facilities
- 42 MSW and C&D Landfills
- 72 Transfer Stations
- 25 Recycling Facilities

Customers:

- More than 2.3 million residential customers including 746 exclusive city and county contracts
- More than 302,000 commercial & industrial and construction & demolition customers

Solid Waste and Recyclables Collection and Disposal Services



Fleet:

- More than 3,034 vehicles running routes on a daily basis; 160 run on CNG (compressed natural gas)

Disposal Volumes:

- Collects more than 7.7 million tons of waste annually
- Safely disposes of more than 15 million tons of waste annually in our landfills

Recycling Volumes:

- Collects approximately 594,000 tons of recyclables annually
- Processes approximately 184,000 tons of recyclables annually

Employees:

- Approximately 5,373 people

Industry Standing:

- Advanced Disposal is the largest privately-owned environmental services company in the U.S.

Financials:

- As a publicly-traded company, Advanced Disposal posts its financial information on our website, and with the Securities Exchange Commission
- Please visit our website at <http://ir.advanceddisposal.com/investors/overview/default.aspx>

Environmental Integrity

Advanced Disposal is deeply committed to ensuring a clean and safe environment for our employees, our customers, and our communities. We consider environmental stewardship of utmost importance and believe that our true business is making the world a cleaner, more beautiful place to live, work and play.

We approach all of our operations with a keen eye on safety and environmental care. Our landfills are built with state-of-the-art engineering designs and materials. We use extreme caution when constructing these sites to ensure the integrity of the design and materials are maintained. Daily operations are just as important as construction. Advanced Disposal uses only state certified, experienced equipment operators and a certified landfill operator is always on site when the facilities are accepting waste. We fully comply with all local, state and federal regulations and our sites are inspected annually at a minimum. With forty-two landfills to maintain, operate and potentially expand, we will always remain vigilant to the protection of our natural environment while providing an integral infrastructure asset for the safe and healthy disposal of the community's waste.

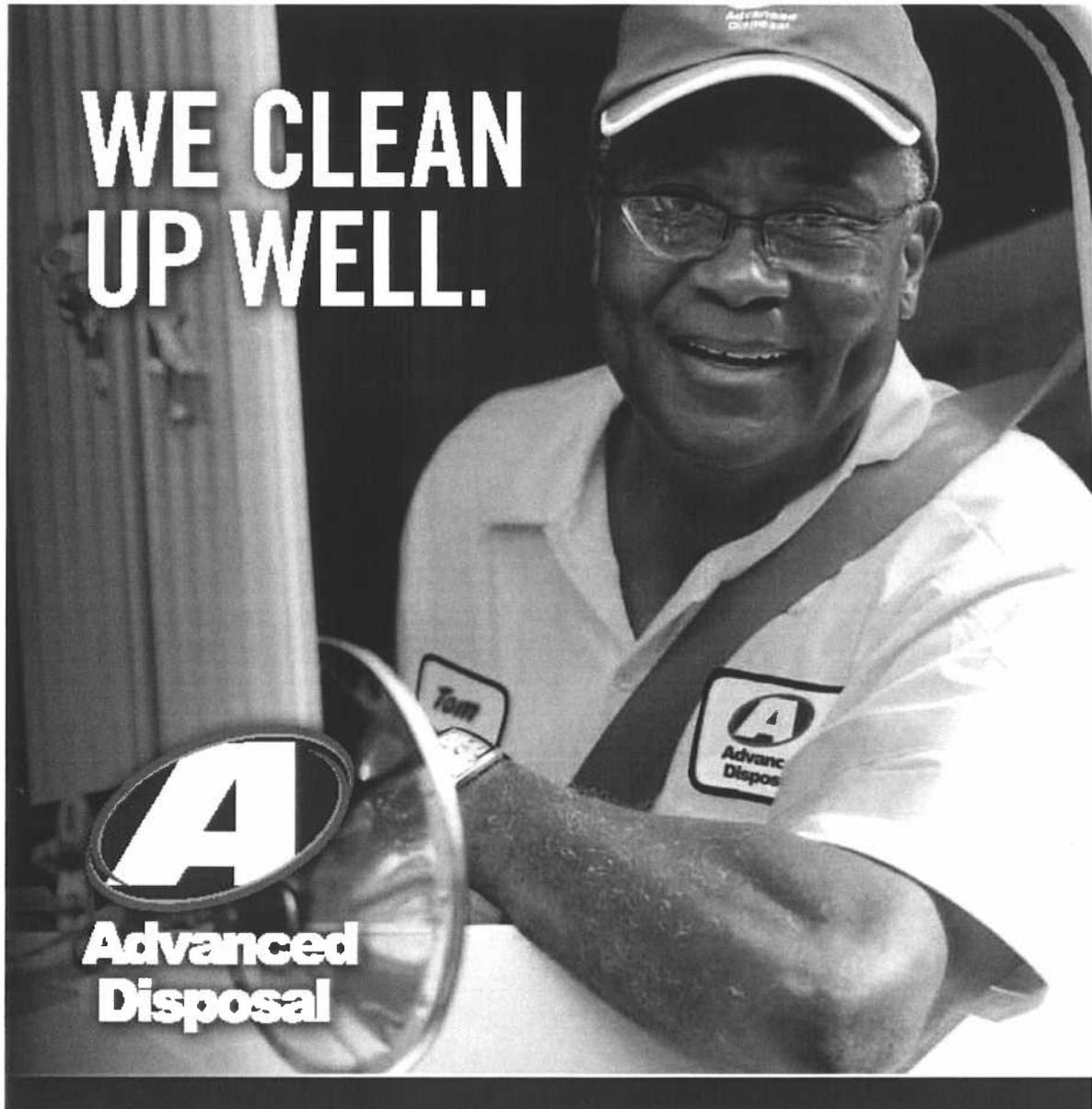
Environmental compliance is equally important in our collection operations. Advanced Disposal operates a fleet of more than 3,000 trucks that must be operated and maintained in an environmentally sound manner. Advanced Disposal follows all local, state and federal regulations in regards to its operating fleet. The trucks are maintained nightly with rotating schedules to make



sure all parts of the truck are operating in a safe and proper way. Only approved fuels are used and alternative fuels such as compressed natural gas (CNG are being evaluated and implemented for use in new and existing engines). All waste generated in the maintenance of our fleet are disposed of in a proper manner with the necessary documentation of proper disposal.

Lastly, Advanced Disposal has always had a strong commitment to recycling through our extensive residential and commercial collection operations. All offices participate in some sort of recycling program, whether it's recycling paper, aluminum cans, plastics or a combination of all. Many of Advanced Disposal's recent acquisitions and milestones stem from our goal to be a fully integrated environmental services company and prove our commitment to a cleaner, greener world. We own and/or operate twenty-five recycling processing facilities throughout the Eastern United States and consistently look for opportunities to create a more sustainable workplace for our customers and ourselves in regards to environmental care and economies.

In a business where the end results are clean and safe communities, Advanced Disposal takes its environmental stewardship responsibilities very seriously. Our employees, our neighbors and our families live in the communities we service. We believe it is our primary job to ensure that these communities are clean, safe and healthy for many years to come.



Solid Waste and Recyclables Collection and Disposal Services



ADVANCED DISPOSAL LOCATIONS

LANDFILL

ALABAMA

Cedar Hill Landfill
Ragland • (205) 338-7821
Eagle Bluff Landfill
Tuscaloosa • (205) 553-0529

Prattville Landfill
Prattville • (334) 361-6832

Star Ridge Landfill
Moody • (205) 640-1799

Stone's Throw Landfill
Tallassee • (334) 252-1210

Turkey Trot Landfill
Citronelle • (251) 866-7787

FLORIDA

Bridgeway Acres Landfill
St. Petersburg • (727) 572-7675

Cypress Acres Landfill
Ocala • (352) 629-3500

Jones Road Landfill
Jacksonville • (904) 768-5363

Nassau County Landfill
Jacksonville • (904) 768-5363

Old Kings Road Landfill
Jacksonville • (904) 768-5363

Pasco Lakes Landfill
West Chapel • (352) 588-4958

Sarasota County Landfill
Nokomis • (941) 486-0085

GEORGIA

Caruthers Mill Landfill
Monroe • (770) 207-6640

Eagle Point Landfill
Ball Ground • (678) 341-7140

Evergreen Landfill
Valdosta • (229) 293-8157

Rogers Lake Landfill
Lithonia • (770) 482-4983

Wolf Creek Landfill
Dry Branch • (478) 945-6713

ILLINOIS

Orchard Hills Landfill
Davis Junction • (815) 874-9000

Valley View Landfill
Decatur • (217) 963-2976

Zion Landfill
Zion • (847) 623-3870

INDIANA

Blackfoot Landfill
Winslow • (812) 789-2647

Hoosier Landfill
Claypool • (260) 839-0300

KENTUCKY

Blue Ridge Landfill
Irvine • (606) 723-5552

Morehead Landfill
Morehead • (800) 888-3244

MASSACHUSETTS

South Hadley Landfill
South Hadley • (413) 535-3095

MICHIGAN

Arbor Hills Landfill
Northville • (888) 443-1717

MINNESOTA

Rolling Hills Landfill
Buffalo • (320) 963-3158

MISSISSIPPI

Coastal Recyclers Landfill
Biloxi • (228) 392-0690

Firetower Landfill
Pass Christian • (228) 586-6005

MISSOURI

Maple Hill Landfill
Macon • (660) 773-5459

PENNSYLVANIA

Chestnut Valley Landfill
McClellandtown • (724) 892-2199

Cumberland County Landfill
Newburgh • (717) 423-9953

Greentree Landfill
Kersey • (814) 265-1744

Lancaster Landfill
Elizabethtown • (717) 653-4686

Mostoller Landfill
Somerset • (814) 444-0112

Sandy Run Landfill
Hopewell • (814) 928-5001

Western Berks Landfill
Birdsboro • (610) 375-1516

TENNESSEE

Eco Safe Landfill
Blountsville • (423) 574-1900

VERMONT

Moretown Landfill
Waterbury • (802) 244-1100

WISCONSIN

Cranberry Creek Landfill
Wisconsin Rapids • (715) 421-3939

Emerald Park Landfill
Muskego • (414) 529-1360

Glacier Ridge Landfill
Horicon • (920) 387-0987

Hickory Meadows Landfill
Hilbert • (920) 853-8553

Mallard Ridge Landfill
Delavan • (262) 724-3257

Seven Mile Creek Landfill
Eau Claire • (715) 830-0284

BAHAMAS

Pine Ridge Landfill
Freeport, Bahamas • (242) 352-9721

RECYCLING

ALABAMA

Summerdale Material
Recycling Facility
Summerdale • (251) 979-9684

FLORIDA

Jacksonville Material
Recycling Facility (not operating)
Jacksonville • (904) 731-3440

Ocala Recycling Facility
Ocala • (352) 351-8886

Old Kings Road Landfill
(Yard Waste Recycling)
Jacksonville • (904) 768-5363

GEORGIA

Atlanta Material Recycling Facility
Alpharetta • (678) 710-2070

Cobb County Transfer Station
Marietta • (770) 485-8940

Welcome All Transfer Station
College Park • (404) 761-9464

MINNESOTA

Rochester Recycling Facility
Rochester • (507) 281-5850

MISSISSIPPI

Biloxi Material Recycling Facility
Biloxi • (228) 396-1527

Sumrall Material Recycling Facility
Sumrall • (601) 758-0378

NEW JERSEY

Totowa Transfer Station
Totowa • (973) 812-1015

NEW YORK

Millenium Paper Recycling
Airmont • (845) 369-3111

PENNSYLVANIA

DuBois Brockway Recycling Facility
Brockway • (814) 265-1975
(800) 338-8971

WISCONSIN

Chilton Recycling Facility
Chilton • (920) 694-3524

Cranberry Creek Landfill (Composting)
Wisconsin Rapids • (715) 421-3939

Eau Claire Recycling Facility
Eau Claire • (715) 839-9553

Horicon Recycling Facility
Horicon • (920) 387-0987

Kenosha Recycling Facility
Kenosha • (262) 652-6967

Marshfield Recycling Facility
Marshfield • (715) 387-6275

Medford Transfer Station
Medford • (715) 384-4805

Minocqua Recycling Facility
Minocqua • (715) 356-9089

Portage County
Material Recovery Facility
Plover • (715) 345-5969

Seven Mile Creek Landfill (Composting)
Eau Claire • (715) 830-0284

Wausau Recycling Facility
Schofield • (715) 359-6637

Wisconsin Rapids Recycling Facility
Wisconsin Rapids • (715) 421-3939

TRANSFER STATION FACILITIES
NOT LISTED



Advanced Disposal



ADVANCED DISPOSAL LOCATIONS



AdvancedDisposal.com • f

REGIONAL OFFICE/ HEADQUARTERS

**Advanced Disposal -
Corporate Headquarters**
Ponte Vedra, FL • (904) 737-7900

**Advanced Disposal -
South Regional Office**
Roswell, GA • (678) 341-7144

**Advanced Disposal -
Midwest Regional Office**
Batavia, IL • (630) 313-1100

**Advanced Disposal -
Eastern Regional Office**
Charlotte, NC • (704) 900-3434

COLLECTION

ALABAMA

Advanced Disposal - Alexander City
(334) 252-0458

Advanced Disposal - Lincoln
(205) 763-0286

Advanced Disposal - Linden
(334) 295-8800

Advanced Disposal - Luverne
(334) 252-0458

Advanced Disposal - Mobile
(251) 443-8555

Advanced Disposal - Montgomery
(334) 834-5580

Advanced Disposal - Moody
(205) 640-7000

Advanced Disposal - Tallassee
(334) 252-0458 • (866) 252-0458

FLORIDA

Advanced Disposal - Apopka/Oriando
(407) 464-0664

Advanced Disposal - Central Florida
(407) 992-8927

Advanced Disposal - Clay County
(904) 695-0500 • (866) 779-2529

Advanced Disposal - Columbia County
(386) 752-1275

Advanced Disposal - Fort Myers
(239) 334-1224

Advanced Disposal - Islamorada
(305) 853-3433

Advanced Disposal - Jacksonville
Commercial
(904) 783-7000 • (904) 731-3440

Advanced Disposal - Jacksonville
Residential
(904) 421-7373

Advanced Disposal - Ocala
(352) 351-8886

Advanced Disposal - Panama City
(850) 914-2112

Advanced Disposal - St. Johns County
(904) 827-1005

Advanced Disposal - Stateline
(904) 879-2301 • (800) 523-3861

Advanced Disposal - West Palm Beach
(561) 471-6110

GEORGIA

Advanced Disposal - Albany
(229) 432-0760

Advanced Disposal - Americus
(229) 928-1170

Advanced Disposal - Atlanta North
(770) 887-6063

Advanced Disposal - Augusta
(706) 790-7920

Advanced Disposal - Cordele
(229) 273-4536

Advanced Disposal - Houston County
(478) 987-1377

Advanced Disposal - Jackson
(770) 775-1001

Advanced Disposal - Macon
(478) 405-5000

Advanced Disposal - Middle Georgia
(478) 453-4435

Advanced Disposal - Norcross
(770) 381-6420

Advanced Disposal - North Georgia
(706) 632-6519

Advanced Disposal - Valdosta
(229) 244-2466

ILLINOIS

Advanced Disposal - Batavia
(630) 587-8282

Advanced Disposal - Charleston
(217) 429-0020

Advanced Disposal - Decatur
(217) 429-0020

Advanced Disposal - Melrose Park
(708) 409-9700

Advanced Disposal - Northbrook
(847) 272-4145

Advanced Disposal - Rockford
(815) 874-8431

Advanced Disposal - Waukegan
(847) 623-3870

INDIANA

Advanced Disposal - Claypool
(260) 839-0300

Advanced Disposal - Evansville
(812) 868-1100

Advanced Disposal - Monticello
(888) 583-8727

Advanced Disposal - Winslow
(812) 789-2647

KENTUCKY

Advanced Disposal - Lexington
(859) 881-6041

Advanced Disposal - Morehead
(800) 888-3244

MARYLAND

Advanced Disposal - Western Maryland
(301) 777-1360

MICHIGAN

Advanced Disposal - Pontiac
(888) 443-1717

Advanced Disposal - Detroit
(888) 443-1717

MINNESOTA

Advanced Disposal - Central Minnesota
(320) 251-8919

Advanced Disposal - Rochester
(507) 281-5850

Advanced Disposal - St. Paul
(651) 487-8546

MISSOURI

Advanced Disposal - Bethany
(660) 425-6960

Advanced Disposal - Bonneville
(660) 882-7595

Advanced Disposal - Macon
(660) 773-5459

MISSISSIPPI

Advanced Disposal - Gulf Coast/Biloxi
(228) 328-1820

NORTH CAROLINA

Advanced Disposal - Charlotte
(704) 596-9428

NEW JERSEY

Advanced Disposal - Jersey City
(201) 830-3250

Advanced Disposal - Paterson
(973) 742-6789

NEW YORK

Advanced Disposal - New York Northern
(845) 572-3300

Advanced Disposal - Sloatsburg Central
(845) 753-8021

PENNSYLVANIA

Advanced Disposal - Clarion County
(800) 338-8971 • (814) 226-4602

Advanced Disposal - DuBois Brockway
(800) 338-8971 • (814) 265-1975

Advanced Disposal - Eastern PA
(610) 440-3700 • (866) 342-5497

Advanced Disposal - Harrisburg
(800) 338-8971 • (717) 423-5383

Advanced Disposal - Lehigh Valley
(610) 440-3700 • (866) 342-5497

Advanced Disposal - McClellandtown
(724) 437-7336 • (800) 437-1759

Advanced Disposal - State College
(800) 338-8971 • (814) 237-3713

Advanced Disposal - Warren County
(800) 338-8971 • (814) 563-4225

Advanced Disposal - Western PA
(814) 444-0112 • (800) 437-1759

SOUTH CAROLINA

Advanced Disposal - Columbia
(803) 256-7276

WISCONSIN

Advanced Disposal - Chilton
(920) 694-3524

Advanced Disposal - Door County
(920) 983-3341

Advanced Disposal - Eau Claire
(715) 839-9553

Advanced Disposal - Fort Atkinson
(920) 563-4505

Advanced Disposal - Green Bay
(920) 983-3341

Advanced Disposal - Hartland
(262) 367-6040

Advanced Disposal - Horicon
(920) 387-0987

Advanced Disposal - Madison
(608) 251-7878

Advanced Disposal - Marshfield
(715) 421-3939

Advanced Disposal - Minocqua
(715) 356-9089

Advanced Disposal - Muskego
(262) 679-0860

Advanced Disposal - Omro
(920) 685-6666

Advanced Disposal - Sheboygan
(920) 458-6030

Advanced Disposal - Wausau
(715) 359-6637

Advanced Disposal - Wisconsin Rapids
(715) 421-3939



Solid Waste and Recyclables Collection and Disposal Services



When you choose Advanced Disposal as your solid waste and recycling provider, something remarkable happens.

To start, you get a cleaner business, a greener community and a city that shines. At Advanced Disposal, our drive to do things better means creating an enhanced environment for all of us. And that's something of which we're proud. Because a cleaner environment means a better world and a brighter future for individuals, businesses and governments alike.

- **We take more than garbage. We take pride in our work and have a strong sense of values.**
- **We take care of our customers. They are our highest priority.**
- **We take ownership. We act as owners, not just employees.**
- **We take care of the environment.**
- **We work smart.**

Our company was founded on the belief that customer service is paramount, that it is every employee's responsibility to care for our customers with unfailing responsiveness and reliability. More importantly, we believe that when we serve a community, we become part of it.

Earth is a precious resource that deserves our constant care and attention. To ensure that we all have a chance to do our part to help preserve and protect our treasured natural resources, Advanced Disposal offers comprehensive environmental solutions that balance your needs for environmental responsibility and a strong bottom line.

MAKE YOUR MOTHER PROUD

The first step in a clean and healthy community is ensuring discarded materials are picked up in a timely, efficient and safe manner – something our Advanced Disposal environmental heroes do every day. Second is effectively managing these materials for ultimate reuse, recycling and/or disposal in a sustainable and realistic manner to truly make Mother Earth proud.





Advanced Disposal



UNIVERSAL 96 GALLON CART

CART TYPE

- 96 gallon universal cart

CART MANUFACTURING PROCESS

- Injection molded with High Density Polyethylene (HDPE)
- UV stabilized against long term effects of the sun

RECYCLABILITY

- Carts are 100% recyclable

ANSI TEST RESULTS

- Meets or exceeds all performance standards

CART DIMENSIONS

- Height: 46"
- Width: 26"
- Depth: 34.5"

WHEELS

- 10" injection molded or 12" blow molded snap-lock wheels
- Plastic tread for a quieter roll

WEIGHT & LOAD RATING

- 40 pounds with a load rating of 336 pounds

AXLE

- Manufactured from high strength low alloy steel
- Hot dipped galvanized to prevent rust
- Diameter / Length: .844" diameter – 23" length

LIFT AREAS

- In-molded upper saddle lift area
- Rustproof, high strength composite lower lift bar
- The lift bar is stronger than standard steel, has 360° rotation, and is easily replaceable

BOTTOM ABRASION PROTECTION

- Molded in wear strips

IMPRINTING

- In-mold asset management (bar code, RFID)
- Custom in-mold graphics on lid
- Custom hot-stamp on lid and body

CONTAINER SHIPMENT

- Truckload capacity is 522 carts with lids assembled

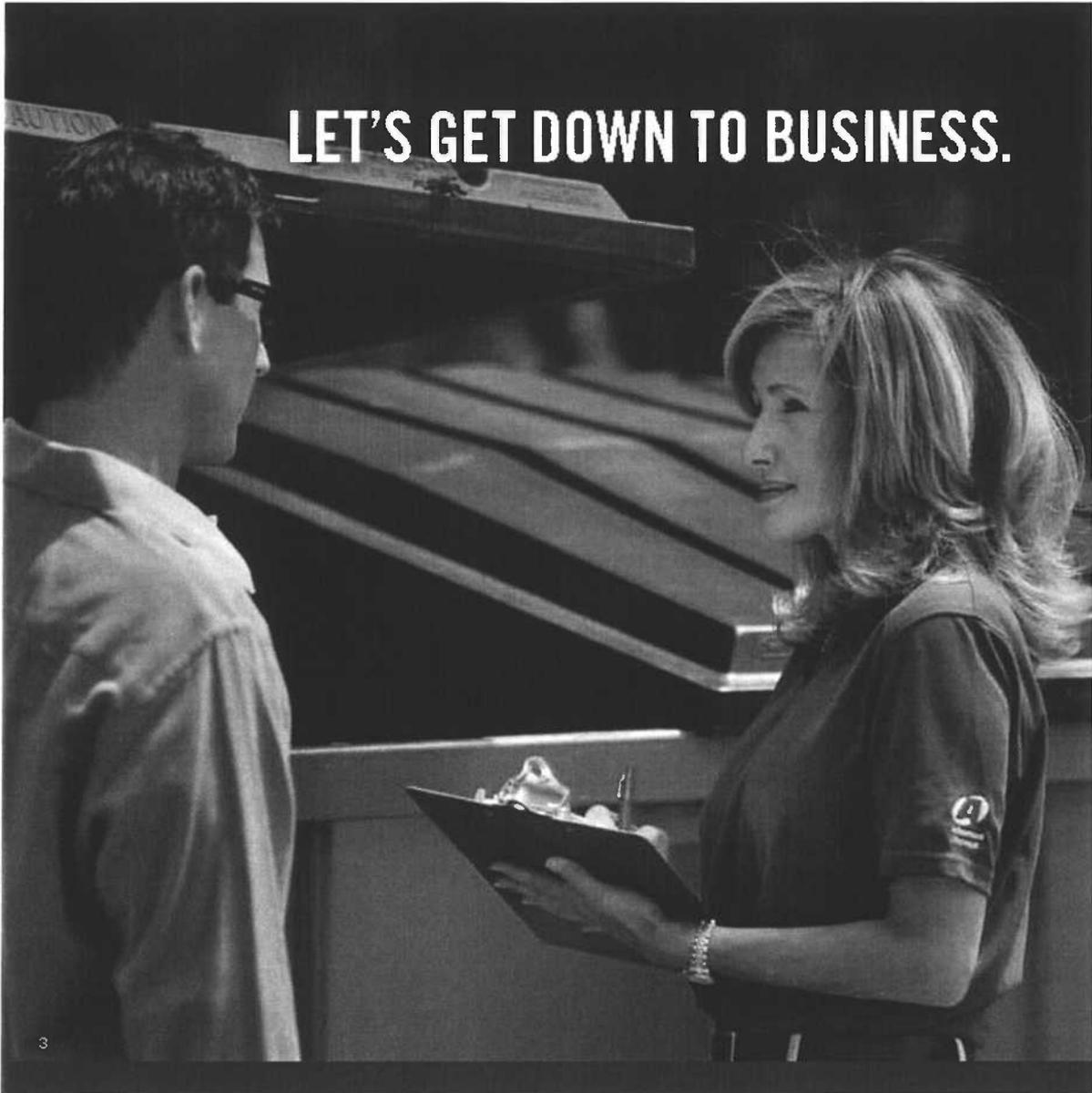
STANDARD COLORS

- Gray • Black • Green • Brown • Blue • Burgundy
- Custom colors available upon request



*Cascade Universal
96 Gallon Cart*

4950 Thirty-Seventh Street S.E. • Grand Rapids, MI 49512
800-968-2278



Solid Waste and Recyclables Collection and Disposal Services



Automated Services with Carts

As good as the current waste collection program is currently, Advanced Disposal knows that there is always room for improvement. Untapped opportunities may present the possibility to improve the current method collections and improve upon service efficiencies.

We are experts at identifying ways to improve our customer's programs. We propose to implement the following:

- Provide all household units with (1) 95gal cart for trash and (1) 95gal cart for recycling materials
- Implement automated services for collection
- Weekly trash and either weekly or bi-weekly recycling collection
- Carts make it easier for residents to get their materials to the curb while at the same time improving Town aesthetics and image on collection day.
- Increased recycling capacities ensures that the Town remains in compliance regarding recycling rates for the WIDNR recycling grant

PROPOSED COLLECTION PROGRAM

Advanced Disposal will collect all refuse and recycling materials from all eligible units as described in the RFP within the Town of Berry as included in the RFP.

Advanced Disposal will provide automated services for both refuse and recycling in 95GAL carts for refuse and recycling. All units within the Village not yet built or occupied shall be covered under this contract once they are built and occupied and added on a per unit per month charge.

TRASH SERVICES

1. Advanced Disposal will provide all residents with 95gal carts (65gal also available)
 - a. Carts shall remain the property of Advanced Disposal
 - i. In the event a cart is damaged or lost due to negligence, stolen or any other reason, the replacement charge per cart is \$65
2. Services will be provided on a weekly basis
 - a. Carts must be placed curbside, or near the driveway/parking space if lacking curb and gutter, and will be emptied via automated service
 - b. All materials for collection shall be placed inside cart for collection; items not placed inside cart shall not be collected.



RECYCLING SERVICES

1. Advanced Disposal will provide all residents with 95gal carts
 - a. Carts shall remain the property of Advanced Disposal
 - i. In the event a cart is damaged or lost due to negligence, stolen or any other reason, the replacement charge per cart is \$65
2. Services will be provided on an every-other-week (EOW) basis
3. Recycling services will be “single-stream” recycling.
 - a. Resident will place all recyclable materials into the recycling cart for collection
 - i. Plastic (1-7 containers), glass containers, metal/aluminum containers, cardboard, mixed paper, newspaper, juice boxes, milk cartons, etc.

BULK COLLECTION

1. Advanced Disposal will provide a quarterly bulk item collection for Berry residents
2. Advanced Disposal will provide (1) 30yd container per collection event
3. The following items are eligible for disposal
 - a. Furniture, including, but not limited to:
 - i. Couches
 - ii. Chairs
 - iii. Tables
 - iv. Mattresses
 - v. Box-spring
 - vi. Cabinet
 - b. Carpet Roll (must be rolled and tied, not to exceed 4ft length or 12” diameter)
 - c. Countertop, not to exceed 4ft length or 36” wide
 - d. Doors
 - e. Windows
 - f. Loose lumber or construction material
 - g. Other items that are too large to fit into carts
4. Materials EXCLUDED from Bulk Collection event
 - a. Appliances (can be dropped off at ADSW Waunakee, at no charge (1 per month)
 - b. Automotive tires (can be dropped off at ADSW Waunakee, at no charge (1 per month; Limit of 4 per month, not to exceed 8 per year)
 - c. Automotive and Marine batteries



- d. Electronic items (TVs, DVD players, VCRs, stereos, computer equipment, office equipment, etc)
 - a. Ewaste items may be dropped off at ADSW Waunakee, charges as follows:
 - i. Non-CRT TV/monitor, etc \$25 per
 - ii. CRT TV/Monitor, etc \$50 per
 - iii. Any other Ewaste item: \$10 per item

TOWN HALL

1. Advanced Disposal shall provide collection of the following at no additional charge to the Town
 - a. Town Hall and Town Garage

E-WASTE COLLECTION (OPTIONAL)

1. Advanced Disposal will provide an annual electronic waste collection event
2. Advanced Disposal will provide one 30yd container for placement of electronic waste for Village residents
3. Container shall be placed at a centralized location mutually acceptable to Contractor and Village
4. The cost for this service is \$1000



PRICING PROPOSAL

Weekly Trash, EOW Recycling and Centralized Bulk

	Trash \$/Home/Month	Recycling \$/Home/Month	Total \$/Home/Month
2021	\$9.80	\$6.54	\$16.34
2022	\$10.05	\$6.70	\$16.75
2023	\$10.30	\$6.87	\$17.17
2024	\$10.56	\$7.04	\$17.60
2025	\$10.82	\$7.21	\$18.04

*Rates shall be adjusted due to any changes in local, county, state or federal rules or regulations, fees, ordinances or statutes during the term of the contract. For example, the WI State Tipping Fee of \$13/ton

**There shall be no Fuel Surcharge during the term of the contract



REFERENCES

Town of Fulton	Connie Zimmerman, Clerk	608-868-4103
Town of Middleton	Heidi Reynolds, Clerk	608-833-5887
City of Monona	Daniel Stephany, DPW Director	608-222-2525
Village of Windsor	Christine Capstran, Clerk	608-888-0066
Town of Cottage Grove	Kim Banigan, Clerk	608-839-5021

Advanced Disposal Services Solid Waste Midwest, LLC provides refuse and recycling collection to over 125 municipalities in Southern Wisconsin.



LISTING OF FACILITIES

List information relative to all facilities to be utilized in performance of this contract. List offices, landfills, transfer stations, garages, composting facilities, and processing and sorting facilities separately.

Facility	Address City, State, ZIP	Usage
Advanced Disposal Hauling Company	300 Raemisch Road Waunakee, WI 53597	Terminal for collection vehicles
Advanced Disposal Transfer Station	300 Raemisch Road Waunakee, WI 53597	Transfer station for off-loading of municipal solid waste and recyclables collected in Sullivan for shipping to landfill or recycling facility
Advanced Disposal Recycling MRF	300 Raemisch Road Waunakee, WI 53597	Material Recovery Facility for recyclable products
Advanced Disposal Glacier Ridge Landfill	N7296 County V Horicon, WI	Landfill for disposal of MSW collected in the Town of Berry
Advanced Disposal Mallard Ridge Landfill	W8470 Hwy 11 Delavan, WI	Landfill for disposal of MSW collected in the Town of Berry



Advanced Disposal



RECYCLABLE MATERIALS COLLECTION LIST

	Material	Collection		Proposed Buyer and Location of Market
		Yes	No	
1.	Newspaper	X		Processed at Advanced Disposal MRF in Waunakee and Plover, sold to various markets in the Midwest
2.	Mixed Paper	X		
3.	Corrugated Cardboard	X		
4.	Glass	X		
5.	Aluminum Cans	X		
6.	Steel Cans	X		
7.	PET Containers	X		
8.	HDPE Containers	X		
9.	PVC Containers		X	
10.	LDPE Containers	X		
11.	PP Containers	X		
12.	PS - Rigid	X		
13.	PS - Foam		X	
14.	OTHER Containers	X		Aseptic packaging (juice boxes, etc)



EQUIPMENT INVENTORY

Contractor's Unit Number	Owned/Leased	Manufacturer	Fuel	Year	Body Type	Capacity (Cubic Yards & GVWR)	Fuel Miles per gallon	Estimated Useful Life
272017 For trash/recy	Owned	Mack	CNG	2013	FEL	28yd 76,000	4.5 <u>GPH</u>	<u>10yrs</u>

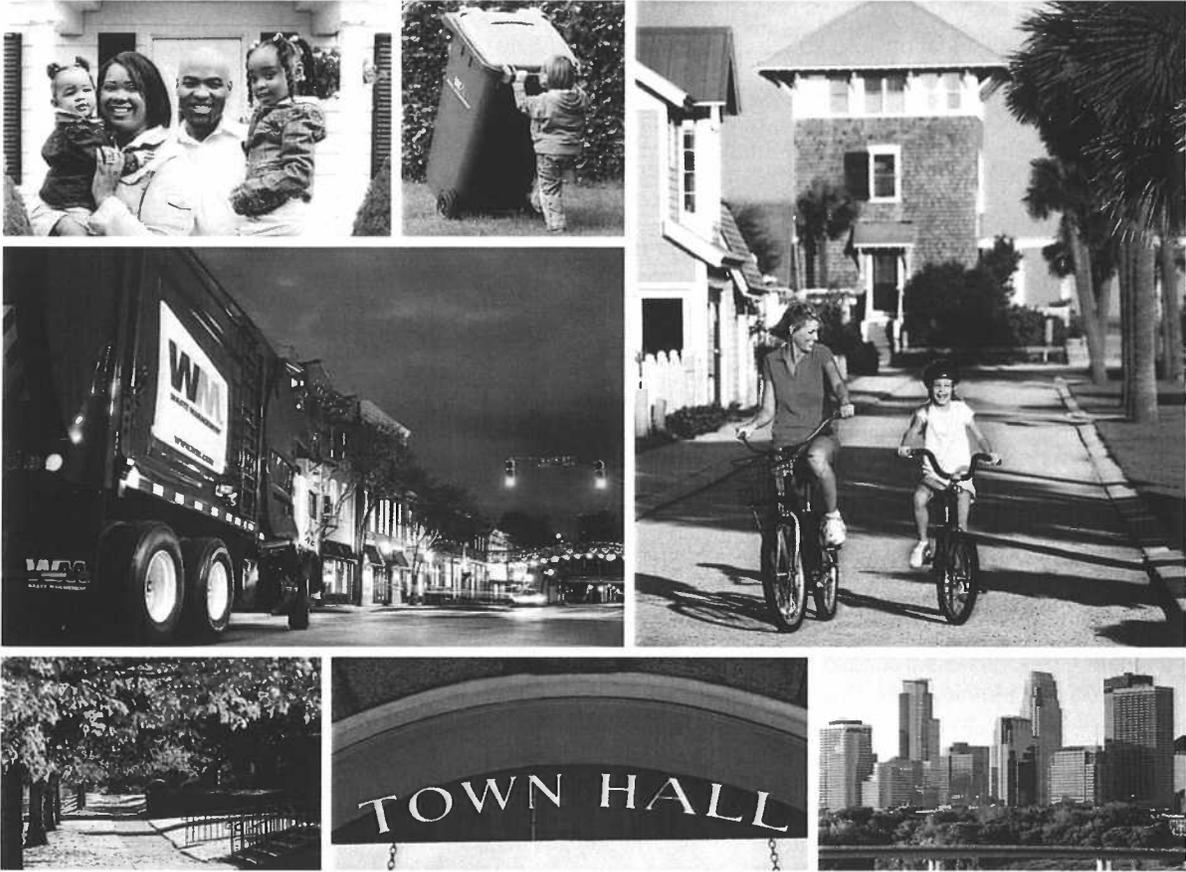
***Advanced Disposal will be utilizing a co-collect truck for the performance of this contract. This truck allows for the collection of both trash and recycling into separate material bodies, onto one collection vehicle. This reduces the heavy truck traffic by over 33%**



REPORTING REQUIREMENTS

Advanced Disposal shall provide all tonnage reports for municipal solid waste and recycling collected within the Town to Town Staff as requested for Wisconsin DNR Recycling Grants or any other information. These tonnage reports are generated by scale tickets at our disposal or transfer facilities based on the route and community. This information can be provided monthly, quarterly, bi-annually or annually via email. Advanced Disposal also retains call logs for issues, missed pickups, or any other calls to our Customer Service Center for review.

PUBLIC SECTOR SOLUTIONS



Community and Environmental Stewardship at its Best.

**Proposal for Solid Waste and Recycling Collection and
Disposal for the Town of Berry, WI**

Prepared for: Town Staff & Board Members

Prepared by: Tony Knoeck

262-844-6212



THINK GREEN®

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Waste Management of Wisconsin, Inc.

September 1, 2020

Town of Berry
Town Staff and Board Members
9046 State Rd 19
Mazomanie, WI 53560

Proposal for Residential Solid Waste and Recycling Collection Services

Dear Town Staff and Board Members:

Waste Management is pleased to submit this proposal for the residential recycling and solid waste collection needs of the Town of Berry. Waste Management is committed to providing outstanding and cost effective refuse and recycling service to the Town and its residents. We continue to be the leader in safety and environmental performance in your community, the state of Wisconsin, and nationwide.

As you know, we currently provide service to residential, industrial, retail, and commercial accounts, in yours and the surrounding areas; and believe we have done so in a courteous and professional manner. We appreciate the opportunity to demonstrate our willingness and ability to provide the same high level of service to the residences in the Town of Berry.

Community partnerships are important to Waste Management. We will work shoulder-to-shoulder with your community to understand its needs, customize municipal programs, and build in cost efficiencies. You can rely on us for high-quality solutions to protect your residents, comply with increasingly complex government regulations and benefit local businesses and non-profit organizations. We can be your environmental services partner, offering a comprehensive suite of services.

The offerings and service enhancements detailed in this proposal are available through Waste Management, the nation's leading environmental performance company. The process used to create this response has entailed much more than putting words on paper—Waste Management has taken an active interest in understanding the unique circumstances associated with servicing your community.

We are very excited about this opportunity and look forward to creating a beneficial, long-term working relationship with the Town of Berry and its residents. If there are any questions or items requiring clarification, please do not hesitate to contact me at tknoeck@wm.com or (262) 844-6212.

Regards,

Tony Knoeck
Public Sector Services
Waste Management of Wisconsin, Inc.



Statement of Qualification

Waste Management has been a recognized leader in the environmental services industry for 48 years. The current Waste Management organization resulted from a 1998 merger between USA Waste of Houston, Texas and what was then Waste Management, Inc., headquartered in Oak Brook, Illinois.

The original Waste Management, Inc. began operations in 1968, bringing together numerous solid waste companies, including some dating from the late 1880s. Waste Management became a public company in June 1971. From 1971 to 1990, Waste Management grew from a \$16 million regional firm serving six states into an international corporation servicing over 30 countries. Waste Management made over 1,000 acquisitions in the 1980s and 1990s.

The company's capabilities expanded to include a wide range of environmental services such as clean and waste water treatment, energy production, and engineering and consulting. In 1992, the company's increasing size and diversity prompted a strategic response to changing competitive and regulatory environments. The name of the company changed from Waste Management, Inc. to WMX Technologies, Inc., recognizing the company's transformation from a U.S.-based solid waste disposal company into a global, diversified environmental services corporation. The company has been recycling since the early 1980s.

In 1998 Waste Management refocused on the company's core business - being the premier provider of solid waste services in North America - and merged with USA Waste. USA Waste had begun operations in 1987 and grew rapidly through the acquisition of numerous solid waste companies.

The 1998 merger between USA Waste and Waste Management increased efficiencies to maximize customer cost savings through:

- Route consolidation
- Elimination of duplicate facilities
- Better utilization of transfer stations
- Consolidation of corporate and support functions

Waste Management's record is one of accomplishment through the innovation, hard work, dedication, and professionalism of its employees. The company employs a talented staff of drivers, managers, environmental professionals, financial and administrative specialists, computer and systems professionals, and a myriad of specialists to sustain company dedication and growth.

The company's growth from 528 employees and \$16.8 million in revenue in 1971 to more than 40,000 employees and assets in excess of \$20 billion in 2015 testifies to more than four decades of sustained and steady growth.

Waste Management is the largest publicly owned company providing integrated environmental services in North America and the industry leader in providing comprehensive waste management services. Waste Management serves commercial, industrial, municipal, and residential customers throughout the United States, and Canada.

Waste Management is headquartered in Houston, Texas, employs more than 40,000 people and operates an extensive network that includes:

- 262 Active solid waste landfill disposal sites
- 5 Hazardous waste landfill sites
- 390 Collection operations
- 137 Beneficial-use landfill gas projects
- 118 Material recovery facilities, including 46 single stream recycling facilities

- 310 Transfer stations
- 36 Organics processing facilities

These resources allow Waste Management to offer a wide range of environmental services to almost 21 million customers nationwide.

Waste Management's resources and organizational structure make it possible to respond quickly and tailor our services to meet the Town of Berry's needs. Waste Management makes a total commitment to environmental compliance, assuring our customers that their wastes will be managed safely, in compliance with laws and regulations, and, most importantly, in a manner protective of the public's health and natural resources.

Local Capabilities

Waste Management's local servicing district in Madison, WI offers the operational and reserve resources, outstanding past performance, regulatory compliance and safety history, and management and financial capabilities necessary to efficiently and effectively meet the requirements of this solicitation. Some of Waste Management's advantages for local service include:

- 31 front-end load trucks
- 24 roll-off trucks
- 4,300 front-end load containers
- 650 roll-off containers
- 70 employees



Solid Waste Collection Plan

Waste Management is pleased to offer the following residential collection services to Berry, in accordance with the requirements of the RFP.

Residential Collection

It is this dependable service that more than 25 million people count on every week, making us North America's leading environmental solutions provider. Your community is our community — we live and work there, too.

Residents can rely on Waste Management for:

- Modern, automated collection vehicles, many running on low-polluting alternative fuels
- Up the Drive, manual collection vehicles
- Safe, friendly drivers
- Professional customer service staff able to answer all your service-related questions.

Waste Diversion

Waste Management is pleased to offer the following services to help you achieve your waste diversion goals.



Recycling

In addition to the services we are currently proposing on, we offer many other exciting services such as our solar-powered compactors, which can help keep your parks and recreation centers litter-free, as well as community education and partnership initiatives. Sustainability is key at Waste Management—we are committed to the diversion of recyclables from landfills to Material Recovery Facilities (MRF).

We operate and maintain a national fleet, and over 1,500 municipalities rely on us for their recycling needs, including over 700 cities that take advantage of our single stream program. We have seven public operating contracts nationwide and deploy an expert team in North America to provide local support for procurement of all public recycling issues. Waste Management also participates on panels and government task forces dealing with recycling legislation and regulation. We have the most experienced team in North America and provide expert speakers for recycling topics in national, state, and local information gathering efforts.

By taking advantage of Waste Management's comprehensive recycling services, our customers can improve participation, promote environmental stewardship, and tap into revenue from collected recyclables. The following is a summary of the advantages offered by Waste Management's recycling programs.

Turnkey Services

We offer expertise in site selection and permits, engineering, site LEED certification, construction, traffic control, pricing, contract and project management, operations, Lean Manufacturing techniques, safety, logistics, maintenance, environmental management, personnel, training, reporting, and start-up for all recycling applications.

Customized Reporting of Diversion Efforts

Waste Management regularly reports recycling and diversion efforts for municipalities. We report state-required participation and tonnage numbers in formats designated by the customer. We keep a regular dialogue with public agencies to ensure the greatest impact and accuracy from reporting practices.

Material Marketing

As the world's top marketer of recyclable material, we have close to 30 years of proven experience obtaining commitments from the best available material markets throughout North America and the world. Approximately 7.6 million tons of commodities move through our nationwide network annually. We recycle close to 4,000,000 municipal tons per year. Waste Management offers expertise for accommodating paper, plastics, metals, glass, hard to handle items such as wood and other C&D materials, and electronics. Our goal is to find beneficial end uses for even the most challenging recyclable materials.



Cutting Edge Diversion Technologies Clearinghouse

Waste Management has facilities with the latest technology for all viable recycling material streams. Besides curbside recycling, we act as the recognized clearinghouse for total program landfill diversion systems nationwide. In many instances, we offer free tours to municipal and public officials of these facilities. We are also the leading C&D recycler with over 25 working facilities, as well as North America's

largest recycler of green waste and municipally generated white goods, and one of the top fluorescent bulb recyclers. We have a network of North American eCycling processing centers and subcontractors. Waste Management directs inquiries regarding these technologies to the proper expert for follow up.

Community Support

Waste Management participates on a national scale in numerous Earth Day, America Recycles Day, and national government association events. We also work with organizations such as the National Wildlife Foundation, SWANA, and Keep America Beautiful. We have more than 20 integrated education centers at our recycling facilities, and we support hundreds of local organizations.



Single-Stream Recycling

Single-stream recycling allows customers to dispose of recyclable paper, plastic, and glass using a single cart or bin. No more separating recyclables! Residential single-stream recycling programs have greatly increased recycling rates, often boosting the volume of diverted waste up to 40 percent. Plus, Waste Management is continuously working to advance these easy recycling programs, along with specialized recycling programs, for commercial applications. Waste Management can provide recycling options that do not require customers to pre-sort their recyclables into different material types. By saving time and hassle for end users, the process encourages higher recycling volumes—recovering as much as three times the amount of recyclable materials.

Solar Powered Compactors

Municipalities work hard to offer their communities safe, aesthetically pleasing parks and public facilities. Keeping those areas clean encourages more traffic and community involvement. With cities facing dire financial conditions and federal and state governments tightening environmental regulations, it is critical to find the most cost-effective and environmentally sound options available to keep parks and public facilities clean. Such solutions not only demonstrate fiscal responsibility and environmental stewardship, they help establish good will and trust with an increasingly green-minded citizenry.



Through a partnership with Waste Management, the Town of Berry can accomplish its civic, environmental, and budgetary goals. Our Solar Powered Compactor offers you a better way to keep public spaces clean. Ordinary trash barrels often overflow, but the enclosed design of the Solar Powered Compactor eliminates overflowing litter and the problems associated with it, including illegal dumping, wind, rodents, pests and seagulls.

Because it has five times greater capacity, the compactor can reduce the number of collection trips by 80%, requiring significantly less labor, and fewer pickups, reducing CO2 emissions. Lease, rental, or purchase options are available for the Solar Powered Compactor, and it will pay for itself over time through its cost-effective benefits. The cost of the unit can be offset by qualifying for state and federal grants and through ad revenues generated by the ad panels and laminate wraps available for the unit.

The compactor includes receptacles for collecting plastic bottles, newspapers, glass and other recyclables to make recycling easier. Choosing compaction versus collection via the Solar Powered Compactor improves recycling rates, helps keep recyclables clean, preserves valuable resources, and

reduces CO2 emissions, fostering compliance with increasingly stringent regulations and enhancing LEED and sustainability initiatives.

Universal Waste Collection

In the past, proper handling of household hazardous waste has required residents to transport it to specific drop-off sites prepared to safely handle such materials as batteries, fluorescent light bulbs, and sharps. Waste Management offers Berry residents and businesses specialized disposal solutions for this special, difficult to handle waste.



Waste Management Tracker® Programs

Waste Management created our line of waste trackers to provide a convenient solution for recycling of wastes that are normally not included in a curbside service. This offering is not currently available from other solid waste competitors, and complies with regulations in those states that prohibit land filling of these wastes.

- **MedWaste Tracker®.** Waste Management offers a safe, convenient solution for residents who inject medications from home. It is the kind of system recommended by the Environmental Protection Agency (EPA) for safe needle disposal—a total system, providing for containment, collection, and destruction of used needles. MedWaste Tracker® allows residents to safely contain the sharps and lancets used in their personal healthcare programs. When the Tracker is full, customers simply mail them back to Waste Management for environmentally correct treatment and disposal. The kit comes complete with everything they need—including box, postage, and label.
- **LampTracker®.** This program provides residents and businesses with specially designed boxes, including an option that reduces the risk of mercury vapor exposure when handling broken bulbs. Customers ship the full boxes directly to Waste Management for safe disposal and recycling of the reusable elements. Types of bulbs recycled include fluorescent tubes, U-bents, CFLs, HIDs, and UV bulbs. Recycling of compact fluorescent lamps. Holds up to 13 13-watt CFLs. Includes our patented Mercury VaporLok® bags which prevent leakage of mercury vapor if bulbs break during storage or transport. Prepaid postage to our recycling facilities for tracking and recycling.
- **BatteryTracker® and BallastTracker®.** These programs facilitate recycling of alkaline, NiCD, NiMH, silver oxide, mercury, or non-spillable lead acid batteries and non-PCB lighting ballasts. Recycling of consumer batteries from homes. Holds up to 4 pounds of dry cell batteries. Includes prepaid postage to our recycling centers for certified tracking and recycling.
- **MercuryTracker®.** Our MercuryTracker® enables recycling of electrical and medical equipment and devices such as thermostats and thermometers.
- **e-Waste Kits.** Three sizes of e-waste boxes are available for recycling of home electronics including cell phones, PDAs, keyboards, mice, stereos, radios, speakers, CRTs, CDs, DVDs, electronic toys, TVs and more. The largest kit will hold up to 70 pounds. Includes prepaid shipping and recycling.
- **Bottle, Can and Paper Recycling Kits.** Offers single stream recycling for residents that don't have a curbside offering. There is no need to separate recyclables and includes a return shipping label to a recycling facility.

Key Personnel

Waste Management proposes the following persons to serve as key personnel in the performance of this contract. For further detail, please see the summaries of qualifications included below.

Name	Position/Title	Subcontractor (Y/N)
Jeff Mjelde	Sr. District Operations Manager	N
Cristal Clements	District Operations Manager	N
Sean Quinn	Residential Route Manager	N
Mark Knuese	Container Shop Manager	N
Tony Knoeck	Public Sector Services	N

Municipal References

Area or Municipality Served:	Period From: To:	Responsible person to contact Name: Phone#:
1. Town of Menomonee Falls	2002 - Present	Arlyn Johnson, 262-532-4700
2. City of Fond du Lac	1994 - Present	Jordan Skiff, 920-322-3407
3. Town of Germantown	1997 - Present	Janice Wick, 262-250-4777
4. City of Cedarburg	1992 - Present	Tom Wiza, 262-375-7609

Financial Stability

As an Environmentally conscious company, instead of printing our Annual Financial Statement, we ask that you please visit this link:

<http://investors.wm.com/phoenix.zhtml?c=119743&p=irol-financiallanding>

Equipment

At Waste Management, we watch our equipment closely and replace it whenever it fails to meet our high operational and aesthetic standards. Our drivers continuously survey compactors, bins, containers, and other equipment and immediately call in repair or replacement orders when they identify damaged or defaced equipment.



When a maintenance issue is reported for one of our owned compactors, we dispatch a maintenance technician to analyze the performance of the unit and repair it on site as quickly as possible. Depending on the market, the maintenance is performed by a Waste Management technician or a qualified contractor. All maintenance services, from preventive service to adjustments to major overhauls, can be coordinated through Waste Management for any piece of compaction and baling equipment.

Fleet

With almost 21,000 vehicles, Waste Management has taken significant steps to ensure that our fleet addresses environmental and safety issues.

- All new residential and commercial trucks are equipped with back-up cameras for improved visibility and safety.
- The hydraulic systems and components on Waste Management trucks have been redesigned and refined to reduce the potential for leaks and spills.
- Waste Management is working to develop standardized, low-speed hydraulic systems for fuel and noise reductions.
- Our fleet of more than 800 heavy duty natural gas trucks is the largest natural gas fleet in the US.
- Waste Management is among the leaders in the industry with respect to the investigation of hybrid truck and alternative fuel technologies. We are working with state and federal agencies in the development and testing of emission-efficient vehicles and components.
- Waste Management has worked with fluid and oil suppliers to determine the longest lasting fluids and lubricants. We have tested and incorporated the use of synthetic fluids and have developed processes and maintenance practices for extending fluid drain intervals to reduce lubricant purchases and disposal volume.
- Spill kits are required on all trucks to facilitate site clean-up.
- The best available engine air cleaner technology is utilized in vehicles and equipment, ensuring that engines run cleaner and longer.
- On-board fire suppression systems are utilized on the majority of landfill equipment to significantly reduce the potential for major fire damage or fire impacts.
- Waste Management is participating in voluntary diesel retrofit projects which are under development in New York, Wisconsin, and Pennsylvania. All are aimed at determining the best available emission control technology.

Preventive Maintenance Program



Waste Management is committed to maintenance excellence. Our preventive maintenance (PM) program establishes a standard to minimize vehicle failures by monitoring the current condition of the equipment and correcting defects before they develop into safety concerns or costly repairs. The program establishes a systematic procedure to inspect, lubricate, and maintain all vehicles owned and/or operated by Waste Management. These procedures reduce breakdowns and accidents within our fleet, and provide us with trouble-free, safe and efficient operations. Our company goal and objective is to provide the Town of Berry with the safest, cleanest, and most reliable equipment in operation. The following is a summary of our PM program.

Scope

This PM program applies to all of Waste Management's collection vehicles. As changes occur, Technical Service Bulletins may be issued to amend this process. Our inspection program encompasses the mandatory Department of Transportation (DOT) inspection criteria set forth in section 396 of the Federal Motor Carrier Safety Regulations (FMCSR). This serves as the inspection process for Waste Management's equipment. Any vehicle found that does not meet these minimum standards will not be operated until those defects that violated these standards have been properly corrected. We perform quality control audits and self-inspections for compliance of our maintenance programs. This enables us to identify areas of improvement and correct deficiencies.

Preventive Maintenance Intervals

The Preventive Maintenance Program for collection operations is based on vehicle utilization by hours and/or days. Prescribed service intervals must meet the minimum requirements set by Waste Management. If severe operating conditions exist, the Market Area Fleet Manager may request, in writing, to the appropriate Fleet Director an increase in the frequency of preventive maintenance service intervals for a specific site. The Vice President of Fleet Services and Logistics is the only approving authority for any changes extending preventative maintenance inspection (PMI) intervals. Any changes to the frequency of PMI service intervals must be documented and included in the vehicle or equipment's maintenance file. For specialty collection equipment, it is very difficult to establish company-wide PMI frequency schedules. If you have specialty or an odd piece of equipment that requires periodic inspections, follow the manufactures recommended PMI and service schedules accordingly.

The PM program will adhere to the following cycle. Each vehicle will receive three (3) PM 150s consecutively, and then receive a PM 600. The annual basic cycle will appear as below:

- (PM 150) - (PM 150) - (PM 150) - (PM 600) - (PM 150) - (PM 150) - (PM150) - (PM 600 & 1200)
- (PM 150) - (PM 150) - (PM 150) - (PM 600) - (PM 150) - (PM 150) - (PM150) - (PM 600 & 1200 & 2400)

The acceptable variance for PMI compliance is 015 hours or 5 days (whichever occurs first) for collection PM 150, and 5% (hours) or 10 days for all other inspection intervals. For example, a PM 600 has a variance of 30 Hours or 10 days. California sites subject to Biennial Inspection of Terminals (BIT) cannot exceed 90 days between PMI intervals. The federal annual inspection must never expire. If allowed to expire, the vehicle will not be used until the inspection and appropriate documentation is complete.

Fluid Sampling and Filter Change Intervals

All heavy vehicles with diesel engines receive an oil change, along with new filters and sampling every 600 hours. All other components (transmissions, Hydraulics, and Axles) are sampled every 1200 hours. Fluid samples are taken according to the preventive maintenance-sampling schedule in the appropriate TSBs. Records of analysis will be retained in the unit's history file or by electronic means in the Castrol web-based information system (LABCHECK at www.castrolusa.com). Samples must be sent to Waste Management's approved sampling services supplier on a timely basis (the next business day).

Mandated Annual Inspection

The 150 and 600-hour PMI sheets include inspection elements required to meet state, provincial or federal annual inspection in accordance with section 396 to subpart B of 49 CFR. The items on the 150 and 600-hour sheets that are gray shaded must meet minimum inspection criteria as outlined in appendix G of subpart B, 49 CFR, before the inspection can be certified as a federal annual inspection. Each commercial motor vehicle subject to DOT shall have this inspection performed annually and documentation of the last inspection shall be with the vehicle. Some states require documentation of this mandated inspection at increased intervals (six months). Therefore, it is extremely important that the Fleet Manager is familiar, and complies, with State/Provincial regulations

Inspector Training, Certification, and Qualification

Each technician performing inspections shall be trained and qualified to properly complete a Waste Management preventive maintenance inspection in accordance with the inspection methods contained within this manual. Each technician performing mandated federal annual inspections shall meet the qualifications as stated in Para. 19, section 396, subpart B, 49 CFR. Evidence and documentation of the qualifications of an inspector shall be retained for the period during which that individual is performing inspections and one year thereafter.

Waste Management has in this market area over 400 vehicles from which to draw from in case of a catastrophic event. Local repairs are performed in house by a skill Waste Management technician. In case of breakdowns, the driver will call into the shop for a road call repair. If the truck is not repairable, it will be towed to the shop and spare will be given to the driver. Thirty minutes would be typical down time for either of these situations.

Quality Control

At Waste Management, we have made a company-wide commitment to quality in every facet of our operations. We understand the trust placed in us by the communities we serve, and everything we do to become a better, stronger company is aimed at ensuring we provide cities like yours with the highest quality environmental services possible.

In every collection operation, we employ rigorous standards for managing and measuring each detail of customer service. We've asked customers how we can improve, and we've made changes and standardized procedures according to their feedback. Focusing on improvement in every step of the process has taken our quality of service to new heights.



Programs

Waste Management's on-going programs and measurement systems contribute to the high quality service for which we are known. Our quality programs include:

- **Service Machine®.** This program is designed to ensure that every Waste Management hauling company provides high levels of service. Service Machine® requires each hauling company to meet specific standards of operational proficiency. The district is accountable to report each week on how well they have performed in the key service performance metrics on a web-enabled Scorecard program. Results are communicated from the senior leadership team throughout the organization on Weekly Activity Reports.
- **Mission to Zero (M2Z).** The goal of this safety program is to make Waste Management the safest company in our industry. This is equally important to both Waste Management and our customers. M2Z means zero tolerance for unsafe actions, decisions, conditions, equipment, and attitudes. At the core of our commitment to improving safety is an extensive three-phase certification program that engages all Waste Management operating managers and employees in the quest for safe and responsible operational excellence.

Employees

Waste Management looks to hire only employees who perform at the high quality levels we require. The recruitment process includes internal and external screenings, comprehensive interviews, reference and background checks, education and employment verification, and drug testing. We thoroughly interview candidates and make every effort to ensure we hire only those qualified to provide high service levels.

Training

Once we have hired the highest-quality personnel, we provide training to ensure they perform at their peak. Dozens of training programs are available through the Waste Management Learning Center (WMLC). Programs vary depending on the role of the employee and whether the employee works in the field or from an office. Topics are organized into eight areas:

- Customer Care
- Ethics and Compliance
- Finance
- Human Resources
- Health and Safety
- Information Technology
- Legal
- Operations

Safety



Dedication to safety is at the top Waste Management's list of core values. Our comprehensive safety program ensures that our employees and the communities we service remain protected at all times. We focus on safety throughout our operations. From our employee screening process on, we ensure that our staff receives the information necessary to remain safe in all aspects of their jobs.

The safety programs and equipment Waste Management provides our employees and furnishes on the route trucks will enhance the safety of the citizens in [Municipality]:

- Extensive new employee background investigation checks
- Three day orientation training for all new hires
- 90 day on the job training and evaluation program
- A District Driver Trainer at each transportation location
- Random Alcohol and Drug Testing
- Monthly Driver Safety Meetings
- Operations Supervisor conducts monthly on the job observations
- Hazardous Waste Identification
- Environmental Storm Water and Spill Response Training

Waste Management facilities must meet or exceed industry and government safety standards. We have implemented a comprehensive program to meet the requirements of Employee Right-To-Know, Community Right-to-Know, and Emergency Response regulations of U.S. Department of Transportation (DOT), OSHA, and the U.S. Environmental Protection Agency (EPA).

No other waste company in the nation has an OSHA TRIR rating better than Waste Management. OSHA has recognized Waste Management for our progress and ongoing effort to eliminate unsafe work behaviors.

Employee Screening

We begin by ensuring that we hire the highest quality drivers—we do not hire applicants with poor driving records, and we review motor vehicle reports for employees every six months. For the life of each driver's employment with Waste Management and for three years after, we maintain a Driver Qualification File (DQF). Candidates for employment at Waste Management landfills, hauling operations, and recycling facilities must successfully complete a comprehensive background check and drug test before being hired. Employees who will perform safety sensitive functions or driving waste collection vehicles must complete medical exams.

Employee Training

After we have approved new employees for hire, we properly trained them to operate safely. Waste Management's two-phase safety training program includes classroom and on-the-job training, route observation, safety data gathering, and driver training. Phase one provides classroom training that shows workers how to safely perform day-to-day tasks while working the route. These courses standardize the company's safety practices and illustrate exemplary everyday operations—such as how to safely operate trucks, compactors, and other equipment and how to pick up garbage safely. We hold training courses at Waste Management locations across the country.

Phase two of our training program offers classroom as well as on-the-job training for drivers and helpers. They learn how to safely operate their vehicles, mount and dismount equipment, and move and lift containers. They also learn how to work in hot and cold weather.

We are also able to draw from our corporate offices to offer the latest in safety and environmental training. Waste Management, Inc. conducts regular health and safety programs for its employees throughout the country. These programs provide guidance to the operating locations in meeting the compliance requirements safety standards of OSHA, the EPA and the DOT. We frequently conduct in-depth training programs on local issues or on issues of regional concern including: hazard communication, employee right-to-know, asbestos management, industry specific defensive driving, quality customer service, integrity of ethics, code of conduct, control of hazardous energy (Lock Out/Tag Out), confined spaces, and emergency response.

Incident Reviews

When safety incidents occur, Waste Management responds quickly and thoroughly to lower the risk of repeat occurrence. We create, distribute, and safety advisory notices to the company intranet site when serious safety incidents occur. These reader-friendly write-ups are posted by managers who sign off and indicate the date that the newsletter was posted. We also hold meetings at the sites to ensure the information is conveyed to the drivers.

A safety advisory includes a description of the safety problem that was encountered and the steps that must be taken to prevent the problem from recurring across the company. Each safety alert includes a statement reminding readers that corrective actions are not optional and full compliance is required.

Reporting

Waste Management requires employees to report any unsafe conditions in the workplace. We have developed and implemented reporting procedures and policies for safety incidents that are integrated throughout our business. One example is Waste Management's customer service program, Service Machine®, discussed earlier in the Quality Management section of this proposal.

We require our employees to report and track all injuries and accidents in the Accident & Injury Management System (AIMS). AIMS is used by sites to track incidents, which include any unplanned work-related event resulting in, or which could result in: personal injury, vehicle damage, property damage, loss of assets, fires, explosions, spills, releases, or adverse publiCity, regardless of severity. AIMS reporting allows Waste Management to fulfill its regulatory requirements, provides data for making informed management decisions, and is important in helping Waste Management provide a safe work environment for all employees. Waste Management requires that all incidents be entered into the AIMS system within 48 hours of occurrence and to our insurance carrier within 24 hours of the first report of the incident.

We issue a new safety report each week and archive all safety reports on the company intranet website. Details of any accidents in the past week are provided, often with photos. Information includes the location of the accident, the driver's years of service, and any follow up action being taken. These reports serve to inform employees of safety incidents and failures while reminding all readers to carefully observe safety rules and avoid committing the mistakes that can cause accidents.

Safety Manual

Waste Management has prepared a Health, Safety and Transportation Manual that contains guidelines for safe operations of solid waste facilities. A self-audit checklist has been prepared to guide Safety and Department Managers through these requirements. Waste Management's Division Safety Managers monitor the performance of their divisions. Division Safety Managers or other regional safety personnel schedule and carry out safety audits.

Accident Response

Waste Management has a Spill Prevention, Control, and Countermeasure (SPCC) Plan designed to train our drivers to handle non-hazardous spills while on route. Each vehicle is equipped with a spill kit that has various absorbent materials that contain spills while a crew is dispatched for immediate clean up. Waste Management has on site, at its facility, a mobile spill clean up trailer that is dispatched with trained personnel should a more thorough clean up be needed. We train our drivers to pick up spillage during collection and provide them with brooms and shovels on each vehicle.

Hydraulic Spill

Hydraulic spills caused by a mechanical failure on the truck would initially be handled by the driver following the procedure below:

- Our drivers are trained to contain spills to prevent them from spreading or entering a watercourse. Drivers would use the spill kit provided or available material, such as dirt, to create a barrier and absorb the spill.
- The driver would radio the Waste Management dispatch office and trained supervisory and maintenance personnel would respond with additional clean up materials.
- Spill and clean up material would be placed in our mobile clean up unit and disposed of properly, leaving the site as clean as possible.

Trash Spillage

To remedy trash spills caused by driver error or weak bags that burst, Waste Management drivers clean the area using the broom and shovel provided, leaving the area as clean as possible.

Disaster Management

Municipalities and their service providers must be prepared to respond appropriately and quickly in the event of a disaster to protect the community. Waste Management has proven disaster recovery processes in place to deal with potential service interruptions. We partner with state and local resources to assist in hauling debris and bringing community life back to normal after disastrous events.

Localized Disaster Response

As a front-line provider of refuse and debris removal services during disasters, Waste Management understands the requirements of maintaining and restoring local services during emergencies. In the event of an emergency, Waste Management staff, usually led by the market area vice president, draws upon personnel and equipment from neighboring Waste Management districts to execute an emergency support plan. External support to these operations continues until normal services can be re-established.

Regional teams frequently respond to earthquake, fire, flood, ice, and power outage situations, and Waste Management has been a vital partner during cleanup after a number of major hurricanes in recent years. Many local teams continue their response and continuity training year-round, including table-top exercises.

Business Continuity Plan Documentation

Waste Management's business continuity plan is fully documented. Major documents include:

- Group disaster plans for each of the four regions: Western, Southern, Eastern, and Midwestern
- Market area plans (26 throughout North America) with contact lists, communication plans, and customer prioritization
- Two-tiered hurricane plan covering the southern region, including plans to relocate critical functions to a remote site in order to provide continued support to the field
- Two-tiered pandemic flu plan, addressing risks and business impacts in the event of a pandemic, and a plan for providing continued operations while mitigating risk of continued spread of the virus. This plan includes providing for the needs of medical customers and other critical infrastructure/key resources
- Crisis communication plan providing for the need to communicate internally and externally during and after a disaster

Examples of Community Recovery

Waste Management's has a state-of-the-art Disaster Response Unit (DRU). The DRU is a 48-foot trailer converted into a mobile communications center that can be up and running in less than two hours. The DRU includes computers, satellite communications, wireless Internet connectivity, and a power generator that can provide power to a medium-size facility. Also included in the unit are four beds, a restroom, and a refrigeration unit.

Waste Management has direct experience handling many emergency situations. In May 2010, we helped assist in the clean up activities resulting from the leak at the oil well in the Gulf of Mexico. Waste Management is currently providing the manpower, equipment, and services to facilitate the ongoing shoreline cleanup effort.

Certification of Insurance

Waste Management will obtain and maintain all insurance required herein and, upon request, will furnish certificates of insurance evidencing:

- Commercial General Liability including Contractual Liability coverage: \$1,000,000 per occurrence limit for Bodily Injury and Property Damage
- Automobile Liability covering all owned, hired, and non-owned vehicles. Coverage to include pollution release during transportation: \$1,000,000 combined single limit for Bodily Injury and Property Damage.
- Excess Automobile Liability covering all owned, hired, and non-owned vehicles. Coverage to include pollution release during transportation: \$5,000,000 combined single limit for Bodily Injury and Property Damage excess of \$1,000,000
- Workers Compensation: Statutory for all states of operation
- Employers Liability \$3,000,000 each accident

All contracts of insurance shall provide 30 days' prior written notice of cancellation or non-renewal. In the event that Waste Management cannot maintain contracts of insurance in the above amounts due to coverages becoming commercially unavailable, we may be relieved of the above obligations upon 30 days' written notice to the customer of revised insurance coverages.

Customer Care Approach

Operations and Customer Service Representatives are trained in Waste Management processes through a variety of avenues. A dedicated, full-time professional Customer Service Trainer is on staff to deliver training programs. The Trainer and the Supervisors routinely monitor operations in our Call Center focused on Quality Assurance. All new CSRs undergo a six-week training course that includes classroom training, observation and one-on-one mentoring. The classroom training topics include, but are not limited to:

Topic	Description
Operations	CSRs do ride-alongs with drivers and are given detailed equipment familiarization training to include new product offering training.
Soft Skill Training	Customer service etiquette, listening, issue resolution
Service Machine	A set of standards governing service performance, recovery and tracking.
Knowledge	<ul style="list-style-type: none"> • A web based data repository of our service areas and contracts

Topic	Description
Base	<ul style="list-style-type: none"> • MAS Waste Management's accounts receivable system • Websites utilized in some area's to access local information • In addition to new hire training, CSRs are provided on-going training in daily, weekly, and on an as needed basis.
Daily Huddles	Each day is kicked off with a huddle to review the previous day, introduce new information and prepare for the new day.
Weekly Training	Held every week, all CSRs attend training on new Corporate initiatives, skill refreshers, and contract/site specific areas.
Performance Coaching	Performance coaching plans are developed, reviewed and implemented with each CSR with follow-ups occurring a minimum of once per month.
Quality Assurance	Each CSR has five telephone calls per month monitored and scored by a Customer Service Supervisor/Manager as well as five calls per month monitored and scored by an outside company. If areas of improvement are identified, additional training and coaching are provided.

Customer contacts including requests for service, change of status, change of service, status of service, complaints and compliments are recorded in the MAS Ticket System. Each ticket is created in an open status and requires closure upon completion of requested action and/or resolution. The timeframe for ticket closure is dependent upon the type of ticket opened. Local management and their teams are responsible for providing requested service and/or issue resolution and monitor tickets live in MAS.

- If an issue requires immediate attention and/or escalation, an email is also sent to the attention of the Operation Management Team.
- If a repeat issue occurs within two months, a ticket is also opened to alert the Management Team that a reoccurring problem exists.

Ticket creation, closure and tracking as well as service recovery falls under Service Machine Standards and are reported weekly and tracked Corporate-wide. Local management is responsible and accountable for these statistics.

Narrative Statement

Residential Waste and Recycling Collection

Automated Curbside Service

Trash collection will occur on a weekly schedule, whereas recycling collection will be every other week as shown in the proposal. The Town of Berry will provide, maintain, and retain ownership of residential waste and single sort recycling carts. Carts will be wheeled with lids, to prevent scatter and to defend from weather and animals. Automated Side Load trucks will be used for collection, with a spare ASL allocated to the Town service as well.

Municipal Waste and Recycling Disposal Facilities

Waste Management will use the following facilities for the Town’s trash and recycling services:

- WM Recycle America Material Recycling Facility (MRF)
 - o Located at W132N10487 Grant Drive, Germantown, WI 53022
- WM Deer Track Park Landfill
 - o Located at N6756 Waldmann Ln, Watertown, WI 53094

Proposal Summary

The following proposal is based on approximately 516 residential units and a 5 year contract for Automated Trash and Recycling Collection:

Fully Automated Collection Service (includes all state taxes, disposal and environmental fees):

Five Year Contract -

Weekly Trash Collection (WM provided carts)	\$ 14.95 per unit per month
Every-other-Week Recycle (WM provided carts)	<u>\$ 6.15 per unit per month</u>
	<u>\$ 21.10 per unit per month</u>

Only material inside the cart(s) will be collected.

Fuel Surcharge for Residential Curbside Collection ONLY

Fuel Surcharge will be on a \$3.50 Fuel Table:

If diesel fuel remains below \$3.50 per gallon, the fuel surcharge will be 0 percent. If diesel fuel is at or above \$4.00 per gallon, the following percentages will apply.

Diesel Fuel Price per Gallon	Fuel Surcharge
<\$3.50	0 Percent
\$3.50 to \$3.75	1 Percent
\$3.76 to \$4.00	2 Percent
For each additional \$0.25 increment, as shown above:	The fuel surcharge will increase by 1%

For example if fuel were \$3.72 per gallon, the surcharge would be one-percent of the total rate. The published index for determining monthly diesel fuel prices will be the Department of Energy's (DOE) "Weekly Retail On-Highway Diesel Prices" for the Midwest region. The prices can be viewed at the DOE's website: <http://tonto.eia.doe.gov/oog/info/wohdp/diesel.asp>.

Change in Rate:

Rates will be guaranteed for the first year. Starting in the second year and on the anniversary date of the contract, annual rate changes will be changed to include a five-percent (5%) increase. All other current taxes, and disposal and environmental fees are included in the rates above. Any increase in taxes or new taxes introduced that directly effect the disposal and/or service for the Town will be negotiated between Waste Management of WI, and the Town as outlined in the RFP response.

We thank you for your consideration of our proposal. We are very excited about this opportunity and look forward to fostering a beneficial, long-term working relationship with the Town of Berry and it's residents.

We thank you for your consideration of our proposal. We look forward to starting a beneficial, long-term working relationship with the Town of Berry and its residents.

Please contact me at (262) 250-8390, or tknoeck@wm.com, if you have any questions, comments, or concerns on the proposal provided above.

Best Regards,

Tony Knoeck

Public Sector Services

Waste Management, Inc.

collected in this program during any term of this Contract, the Contractor shall notify the Town, and the two parties agree to meet to negotiate a resolution to the problem.

- The Contractor shall provide the Town with a recycling summary detailing the weight of each recyclable material collected on a quarterly basis. Complaints from residents and from Contractor, shall be submitted on a quarterly basis. Contractor will assist the Town in educating residents on the proper way to recycle and proper procedures for solid waste disposal.
- The contractor provides garbage and recycling collection services to the Town Hall and the Town Garage at no additional charge.

Collection Equipment: An adequate number of vehicles shall be provided by the Contractor to serve in accordance with the terms of this Contract. All vehicles and other equipment shall be kept in proper repair and sanitary condition. Each vehicle shall bear, as a minimum, the name and phone number of the contractor plainly visible on both sides of the vehicle. All vehicles shall be sufficiently secure so as to prevent any littering of solid waste and/or leakage of fluid. No vehicles shall be willfully overloaded. The contractor may make private collections with the same vehicles used for contract collections provided that such use in no way impairs the delivery of service required under this Contract.

Indemnity: The Contractor will indemnify and save harmless the Town, agents, and employees from and against any and all suits, actions, legal proceedings, claims, demands, damages, costs, expenses, and attorney's fees resulting from a willful or negligent act or omission of the contractor, its officers, agents, servants and employees in the performance of this Contract; provided, however, that the Contractor shall not be liable for any suits, actions, legal proceedings, claims, demands, damages, costs, expenses and attorney's fees arising out of the award of this Contract or a willful or negligent act or omission of the Town, Board members and employees.

Insurance:

- In addition to worker's compensation insurance, the Contractor shall carry general public liability insurance with limits of not less than \$1,000,000 aggregate coverage, vehicle insurance with not less than \$1,000,000 aggregate coverage and an umbrella policy with not less than \$1,000,000 coverage. The contractor shall furnish the Town with a certificate to show that all required insurance policies are in force and effective for the term of the Contract.
- All insurance policies carried by the Contractor, required by the conditions of the contract, shall bear an endorsement or shall have attached thereto a rider providing that in the events of cancellation of such policies for any reason whatsoever, the Town shall be notified, in writing, by the carrier and contractor, at least thirty days prior to such cancellation.

Content of Bid:

- Background information about the submitter's organization
- Three references from current municipal customers
- Include as an exhibit, a typical municipal contract
- Please answer the following questions and submit with your proposal. (Answer the questions that are applicable to your company)

1) Monthly charge per household for weekly collection of residential **solid waste** with automated refuse collection. \$14.95 / home / month

What is the initial cost to purchase the containers? Included

What is the size(s) of the containers? 64 or 96 gallon

Would you be prepared to provide multiple container sizes at the option of the homeowner? 64 or 96 gallon only

2) Monthly charge per household for weekly collection of residential **recyclables** with automated collection. \$6.15 per home per month

What is the initial cost to purchase the containers? Included

What is the size(s) of the containers? 64 or 96 gallon containers

Would you be prepared to provide multiple container sizes at the option of the homeowner? 64 or 96 gallon only

3) Monthly charge per household for weekly collection of residential **solid waste** with residents using own containers or bags. No Bid

Is there a (number) bag limit per week? N/A

4) Monthly charge per household for bi-weekly collection of residential **recyclables** with residents using own containers or bags. No Bid

5) What is the fee for large items, such as TV's, appliance, furniture, etc.? (You may attach a price list)
No Bid

6) Please advise any other applicable fees and/or additional services (if any):
See proposal for applicable fees, rate changes, etc.

Proposals shall be submitted to: Town of Berry, 9046 State Road 19, Mazomanie, WI 53560
Contact Brenda Kahl, Clerk/Treasurer at 608-767-4152 or twnberry@chorus.net with questions.

