

HUNTINGTON PARK
California

CITY OF
PERFECT BALANCE



REQUEST FOR PROPOSAL FOR SOLID WASTE HANDLING SERVICES

Presented To

City of Huntington Park
6550 Miles Ave.
Huntington Park, CA 90255

Submitted By



Universal Waste Systems, Inc.

"Stewards of the Waste Stream"

May 22, 2014

2:00 PM



May 22, 2014

Letter of Transmittal

City of Huntington Park
6550 Miles Ave.
Huntington Park, CA 90255

RE: City of Huntington Solid Waste Handling Services

To Whom It May Concern:

Universal Waste Systems, Inc. (UWS), a comprehensive waste and recycling services provider spanning three generations, considers it a distinct honor to be in a position to submit this Proposal for the City of Huntington Park.

Please be assured that UWS fully understands the service requirements as specified in the Request for Proposal (RFP) document and has reviewed the scope of work. We are well able and prepared to receive the grant of the Exclusive Franchise for the City of Huntington Park.

Beyond affordable service rates that are both responsible as well as extremely competitive, UWS is prepared to demonstrate that all other expectations for service quality, cleanliness of equipment, customer satisfaction, responsible corporate citizenship, creativity, and financial stability will be aptly satisfied and/or surpassed. UWS takes great pride in our financial strength, and has managed to control our corporate debt. Community Bank is the only agency that is currently owed a debt that is even close to being more than 5% of our entity's total assets

I am designating my son, Matt Blackburn, UWS' Executive Vice President and General Manager, as the primary point of contact for the City of Huntington Park regarding this RFP process. His contact information is listed below.

Although Universal Waste Systems has grown into a regional carrier, it remains the embodiment of a true family enterprise, the fulfillment of the American Dream. UWS was founded in the tradition of what Mark's father, Harry Blackburn, set out to achieve when he opened the family's first waste collection company over 50 years ago.

On behalf of the Blackburn family and our valued employees, I thank you for the opportunity of tendering this Proposal to be of service to the City of Huntington Park.

Respectfully Submitted,

Mark Blackburn
President
Universal Waste Systems, Inc.

Primary Contact Person:

Matt Blackburn
Executive Vice President/General Manager
Universal Waste Systems, Inc.
Phone: (800) 631-7016 Fax: (562) 941-4915
Email: matt@uwscompany.com

COMPREHENSIVE TABLE OF CONTENTS

a)	Acknowledgment of Addendum	3
1)	Rate Schedule	4-16
2)	Exceptions to the Draft Agreement	17
3)	Proposer Business Information	18-25
	i. General Information	pg. 18
	ii. Past and Pending Litigation	pg. 19
	iii. Financial Statements	pg. 20
	iv. Key Employees	pg. 21-25
4)	Container Specifications	26-27
5)	Multifamily Dwelling Recycling Program	28-29
6)	Commercial Recycling Program	30-32
7)	Disposal or Diversion Facilities; Operating Facilities	33-38
8)	Confirming Use of Disposal or Diversion Facilities	39-43
9)	Implementation Plan	44-49
10)	Transition Experience	50-53
11)	Evidence of Ability to Perform	54-56
12)	Insurance and Surety Evidence	57-62
13)	Affidavit re Anti-Collusion & No Other Pending Legal Action	63
14)	Solid Waste Franchise Experience	64-65
15)	Diversion Rates	66
16)	Community Outreach	67-75
17)	Residential Sharps Collection Program	76-77
18)	Proposal Enhancements	78

1) Rate Schedule, Supporting Cost, and Operating Data

ATTACHMENT 4
RATE, SUPPORTING COST, AND OPERATING DATA PROPOSAL FORMS

Table of Contents

<u>Page</u>	<u>Contents</u>
4-A	Proposed Estimated First-Year Rate Revenue
4-B	Proposed Estimated First Year Residential Cart Service Revenue
4-C	Proposed Estimated First Year Bin and Commercial Cart - Proposed Rates
4-D	Proposed Estimated First Year Bin and Commercial Cart - Service Count
4-E	Proposed Estimated First Year Bin and Commercial Cart - Rate Revenue
4-F	Proposed Estimated First Year Roll-Off Box and Temporary Bin Revenue
4-G	Source Separated Commercial Recycling (if proposed)
4-H	Projected Revenue Requirement for First Twelve Months of Franchise Agreement
4-I	Projected Routes and Route Hours
4-J	Tonnage Diversion Plan

REVISED - 4/28/2014

City of Huntington Park

ATTACHMENT 4

PROPOSED ESTIMATED FIRST-YEAR RATE REVENUE

Proposing Company: **Universal Waste Systems Inc.**

Confirm that rate revenue is accurately reflected, based upon proposer's proposed rates.

Row	Service Category	Proposed First Year Annual Rate Revenue ⁽¹⁾	Reference
1	Residential Cart Service Revenue	\$ 890,232	Attachment 4-B, Row 8
2	Bin and Commercial Cart Revenue	\$ 4,587,720	Attachment 4-E, Row 24
3	Proposed Roll-off Box and Temporary Bin Rate Revenue	\$ 168,181	Attachment 4-F, Row 10
4	Total Annual Estimated First-Year Rate Revenue	\$ 5,646,133	

(1) Inclusive of all City fees.

Failure to complete and submit this form may deem the proposer's proposal non-responsive.

PROPOSED ESTIMATED FIRST YEAR RESIDENTIAL CART SERVICE REVENUE

ATTACHMENT 4

Proposing Company: Universal Waste Systems Inc.

Instructions: Propose monthly rate in bolded boxes for standard service, additional refuse cart, and "non-disabled" walk-out service. Senior rate shall be 90% of proposed standard rate. Other rates are pre-set at \$0.

Row	Service Category	Monthly Rate	Billing Count	Monthly Revenue	Annual Revenue
1	Standard Rate Per Dwelling Unit	\$ 11.98	6,126 billing units	\$ 73,389	\$ 880,668
2	Senior Rate	\$ 10.78	7 billing units	\$ 75	\$ 900
3	Additional Refuse Cart	\$ 6.75	107 carts	\$ 722	\$ 8,664
4	Additional Recycling Cart	\$ 3.00			
5	Additional Green Waste Cart	\$ 3.00			
6	Walkout Service - Disabled	\$ 2.00			
7	Walkout Service - Other/Paid	\$ 10.00			
8	Total Revenue				\$ 890,232

Failure to complete and submit this form may deem the proposer's proposal non-responsive.

Universal Waste Systems, Inc. /City of Huntington Park Solid Waste Handling Service
 May 17, 2014

PROPOSED ESTIMATED FIRST YEAR BIN AND COMMERCIAL CART - PROPOSED RATES

ATTACHMENT 4

Proposing Company: Universal Waste Systems Inc.

Instructions: Enter all proposed rates in bolded box.

Row	Container Type/Size	Proposed Rates						
		1	2	3	4	5	6	7
Outside District 1								
1								
2	Refuse Cart - 96 gallon	\$ 56.79	\$ 66.79	\$ 77.79	\$ 87.79	\$ 97.79	\$ 137.79	\$ 167.79
3	Refuse Bin - 1 Cubic Yard	\$ 125.14	\$ 200.14	\$ 260.14	\$ 320.14	\$ 380.14	\$ 440.14	\$ 605.14
4	Refuse Bin - 1.5 Cubic Yard	\$ 125.14	\$ 229.90	\$ 286.70	\$ 359.52	\$ 423.54	\$ 521.71	\$ 620.55
5	Refuse Bin - 2 Cubic Yard	\$ 147.83	\$ 250.23	\$ 307.86	\$ 383.51	\$ 478.84	\$ 573.93	\$ 675.07
6	Refuse Bin - 3 Cubic Yard	\$ 169.89	\$ 272.57	\$ 333.16	\$ 416.44	\$ 514.83	\$ 621.80	\$ 728.81
7	Refuse Bin - 3 Cubic Yard w/Compactor	\$ 517.93	\$ 958.80	\$ 1,399.67	\$ 1,840.51	\$ 2,281.38	\$ 2,722.28	\$ 3,163.26
8	Refuse Bin - 4 Cubic Yard	\$ 192.75	\$ 292.77	\$ 360.27	\$ 449.67	\$ 554.07	\$ 666.74	\$ 779.47
9	Refuse Bin - 4 Cubic Yard w/Compactor	\$ 566.74	\$ 1,033.70	\$ 1,474.54	\$ 1,915.41	\$ 2,356.27	\$ 2,797.12	\$ 3,238.13
10	Refuse Bin - 6 Cubic Yard	\$ 258.40	\$ 364.85	\$ 550.28	\$ 717.52	\$ 883.67	\$ 1,049.84	\$ 1,216.07
11	Locking Lid Service	\$ 4.56	\$ 6.56	\$ 8.56	\$ 10.56	\$ 12.56	\$ 14.56	\$ 16.56
District 1								
12								
13	Refuse Cart - 96 gallon	\$ 56.79	\$ 66.79	\$ 77.79	\$ 87.79	\$ 97.79	\$ 137.79	\$ 167.79
14	Refuse Bin - 1 Cubic Yard	\$ 128.57	\$ 200.14	\$ 260.14	\$ 320.14	\$ 380.14	\$ 440.14	\$ 605.14
15	Refuse Bin - 1.5 Cubic Yard	\$ 127.57	\$ 229.90	\$ 286.70	\$ 359.52	\$ 423.54	\$ 521.71	\$ 620.55
16	Refuse Bin - 2 Cubic Yard	\$ 154.36	\$ 234.87	\$ 307.88	\$ 383.51	\$ 478.84	\$ 573.93	\$ 675.07
17	Refuse Bin - 3 Cubic Yard	\$ 192.08	\$ 247.77	\$ 271.99	\$ 324.93	\$ 385.30	\$ 472.25	\$ 559.23
18	Refuse Bin - 3 Cubic Yard w/Compactor	\$ 517.93	\$ 958.80	\$ 1,399.67	\$ 1,840.51	\$ 2,281.38	\$ 2,722.28	\$ 3,163.26
19	Refuse Bin - 4 Cubic Yard w/Compactor	\$ 566.74	\$ 1,033.70	\$ 1,474.54	\$ 1,915.41	\$ 2,356.27	\$ 2,797.12	\$ 3,238.13
20	Locking Lid Service	\$ 4.56	\$ 6.56	\$ 8.56	\$ 10.56	\$ 12.56	\$ 14.56	\$ 16.56

Failure to complete and submit this form may deem the proposer's proposal non-responsive.

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A-C

City of Huntington Park

PROPOSED ESTIMATED FIRST YEAR BIN AND COMMERCIAL CART - SERVICE COUNT

Proposing Company: Universal Waste Systems Inc.

Service Count (1)

Row	Container Type/Size	Number of Collections per Week						
		1	2	3	4	5	6	7
Outside District 1								
1	Refuse Cart - 96 gallon	360						
2	Refuse Bin - 1 Cubic Yard	73	1		1			
3	Refuse Bin - 1.5 Cubic Yard	124	4	1				
4	Refuse Bin - 2 Cubic Yard	362	16	4	1	1	1	
5	Refuse Bin - 3 Cubic Yard	411	170	123	33	17	18	
6	Refuse Bin - 4 Cubic Yard w/Compactor	43	31	16	11	5	26	1
7	Refuse Bin - 6 Cubic Yard	6						
8	Refuse Bin - 6 Cubic Yard w/Compactor	156	32	14	1	3	7	
9	Locking Lid Service							
10	District 1							
11	Refuse Cart - 96 gallon	130						
12	Refuse Bin - 1 Cubic Yard	14						
13	Refuse Bin - 1.5 Cubic Yard	3						
14	Refuse Bin - 2 Cubic Yard	18	1	1				
15	Refuse Bin - 3 Cubic Yard	15	13	18	10	6	1	
16	Refuse Bin - 3 Cubic Yard w/Compactor							
17	Refuse Bin - 4 Cubic Yard w/Compactor							
18	Locking Lid Service	9	4	3	1			
19								
20								

(1) Hauler - provided estimated revenue-generating commercial cart and bin distribution. Scheduled City facility service deleted.

Failure to complete and submit this form may deem the proposer's proposal non-responsive.

Universal Waste Systems, Inc. /City of Huntington Park Solid Waste Handling Service
 May 17, 2014

ATTACHMENT 4

PROPOSED ESTIMATED FIRST YEAR BIN AND COMMERCIAL CART - RATE REVENUE

Proposing Company: Universal Waste Systems Inc.

Instructions: Rate Revenue should automatically calculate. Proposer should confirm calculations.

Row	Container Type/Size	Number of collections per Week							Estimated Annual Rate Revenue	
		1	2	3	4	5	6	7		
Outside District 1										
1	Refuse Cart - 96 gallon	\$ 20,444.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 20,444.00
2	Refuse Bin - 1 Cubic Yard	\$ 9,135.00	\$ 200.00	\$ -	\$ 320.00	\$ -	\$ -	\$ -	\$ -	\$ 9,655.00
3	Refuse Bin - 1.5 Cubic Yard	\$ 15,517.00	\$ 920.00	\$ 287.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 16,724.00
4	Refuse Bin - 2 Cubic Yard	\$ 53,514.00	\$ 4,004.00	\$ 1,231.00	\$ 384.00	\$ 479.00	\$ 574.00	\$ -	\$ -	\$ 60,186.00
5	Refuse Bin - 3 Cubic Yard	\$ 69,825.00	\$ 46,337.00	\$ 40,979.00	\$ 13,743.00	\$ 8,752.00	\$ 11,192.00	\$ -	\$ -	\$ 190,828.00
6	Refuse Bin - 4 Cubic Yard w/Compactor	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
7	Refuse Bin - 4 Cubic Yard	\$ 8,288.00	\$ 9,076.00	\$ 5,764.00	\$ 4,946.00	\$ 2,770.00	\$ 17,335.00	\$ 779.00	\$ -	\$ 48,958.00
8	Refuse Bin - 4 Cubic Yard w/Compactor	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
9	Refuse Bin - 6 Cubic Yard	\$ 1,550.00	\$ -	\$ 2,751.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,301.00
10	Locking Lid Service	\$ 711.00	\$ 210.00	\$ 120.00	\$ 11.00	\$ 38.00	\$ 102.00	\$ -	\$ -	\$ 1,192.00
District 1										
11	Refuse Cart - 96 gallon	\$ 7,383.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 7,383.00
12	Refuse Bin - 1 Cubic Yard	\$ 1,800.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,800.00
13	Refuse Bin - 1.5 Cubic Yard	\$ 383.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 383.00
14	Refuse Bin - 2 Cubic Yard	\$ 2,778.00	\$ 235.00	\$ 308.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,321.00
15	Refuse Bin - 3 Cubic Yard	\$ 2,881.00	\$ 3,221.00	\$ 4,896.00	\$ 3,249.00	\$ 2,312.00	\$ 472.00	\$ -	\$ -	\$ 17,031.00
16	Refuse Bin - 4 Cubic Yard w/Compactor	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
17	Refuse Bin - 4 Cubic Yard w/Compactor	\$ 41.00	\$ 26.00	\$ 26.00	\$ 11.00	\$ -	\$ -	\$ -	\$ -	\$ 104.00
18	Locking Lid Service	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
19	Monthly Revenue	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 382,310.00
20	x 12 months	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
21	Estimated Annual Revenue	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,587,720.00

Failure to complete and submit this form will deem the proposer's proposal non-responsive.

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4-E

City of Huntington Park

Universal Waste Systems, Inc. /City of Huntington Park Solid Waste Handling Service
 May 17, 2014

PROPOSED ESTIMATED FIRST YEAR ROLL-OFF BOX AND TEMPORARY BIN REVENUE

ATTACHMENT 4

Proposing Company: Universal Waste Systems Inc.

Instructions: Enter all proposed rates in the bolded boxes below.

Row	Container/Service Type	Customer Rate	Service Count	Estimated Rate Revenue
1	Roll-Off Service			
2	Service Component - including 6 tons disposal/processing, delivery and seven day rental			
3	Standard Roll-Off Box	\$ 498.29 per pull	208 pulls	\$ 103,644
4	Low Boy Roll-Off Box	\$ 498.29 per pull	40 pulls	\$ 19,932
5	Compactor (all sizes)	\$ 498.29 per pull	85 pulls	\$ 42,355
6	Total Service Component		333 pulls	
7	Per ton over 6 tons	\$ 50.33 per ton		
8	Total Estimated Roll-Off Rate Revenue			\$ 165,931
9	Temporary Bin 3 Cubic Yard	\$ 150.00 per dump	15 dumps	\$ 2,250
15	Other			
16	Other			
17	Other			
18	Other			
19	Other			
10	Estimated Annual Rate Revenue			\$ 168,181

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4-F

City of Huntington Park

SOURCE SEPARATED COMMERCIAL RECYCLING (if proposed)

Proposing Company: Universal Waste Systems Inc.

Instructions: Provide source separated commercial/multi-family recycling program estimates and attach supporting assumptions and computations for the following:

1	# of Customers with Recycling Containers	500	customers
2	Total Number of Recycling Containers:		
3	- Recycling Bins	200	bins
4	- Recycling Carts	300	carts
5	Total Yards per Week of Recycling Container Capacity (1)	745.0	yards/week
6	Estimated Reduction in Refuse Service Container Capacity	372.5	yards/week
7	Estimated Annual Recycling Rate Revenues (2)	\$ 203,868	per year
8	Estimated Annual Reduction in Refuse Service Rate Revenue	\$ (215,616)	per year
9	Net Annual Rate Revenue Increase (Decrease)	\$ (11,748)	per year

(1) Conversion Factor: 201.98 gallons/yard
(2) Billed at 50% of refuse rate.

**If Proposing a Source Separated Commercial Recycling Program -
Failure to complete and submit this form may deem the proposer's proposal non-responsive.**

Universal Waste Systems, Inc. /City of Huntington Park Solid Waste Handling Service
 May 17, 2014

ATTACHMENT 4

PROJECTED REVENUE REQUIREMENT FOR THE FIRST TWELVE MONTHS OF FRANCHISE AGREEMENT
 Proposing Company: Universal Waste Systems Inc.

Instructions: Fill in boxes outlined in bold.

Row	Residential Cart Service			Bin Service		Roll-Off Service	Bulky Item Pickup, Holiday Trees, Special Events, Clean-up Days, All Other	Total Annual Revenue Requirement
	Refuse	Recyclables	Yard Waste	Refuse	Recyclables			
1	Operations							
2	Truck Operating Costs (a)	252,992	252,992	252,992	781,687	107,944	133,400	\$ 1,813,272
3	Transfer Station, Transport, MRF costs				978,455		172,660	\$ 1,173,750
4	Green Waste Processing/Disposal Costs			52,300				\$ 52,375
5	Landfill Disposal Costs (b)							\$ -
6	Transformation Costs (WTE, if applicable)	501,804						\$ 501,804
7	Container Depreciation/Amortization Costs	40,476	40,476	40,476	74,265	11,449	12,857	\$ 219,999
8	Less Recyclable Material Sales Revenues		20,800			198,450		\$ 219,250
9	Subtotal: Operations Costs	\$ 795,272	\$ 314,268	\$ 345,768	\$ 1,834,407	\$ 317,843	\$ 318,917	\$ 3,980,450
10	General, Administrative and Profit							\$ 701,950
11	Annualized Administrative Fee							\$ 50,000
12	Bulky/Abandoned Item Cost Reimbursement							\$ 25,000
13	Annualized Auditing Fee (c)							\$ 20,000
14	Amortized City Contracting Fee (d)							\$ 21,429
15	Franchise Fee- 15%							\$ 846,852
16	Other							\$ -
17	TOTAL REVENUE REQUIREMENT							\$ 5,645,681
18	Tons Collected	9,468	832	2,092	21,387	7,938	3,560	45,779
19	Operations Cost Per Ton Collected	\$ 84.00	\$ 377.93	\$ 165.28	\$ 85.77	\$ 40.04	\$ 89.58	\$ 86.95
20	Revenue Requirement per Ton Collected							\$ 123.32

- (a) Includes vehicle maintenance, vehicle insurance, fuel, uniforms and other route costs.
- (b) Includes actual disposal costs at landfill, net of transfer, transport and processing to be included on Row 3.
- (c) Biennial audits annualized assuming one \$60,000 and two \$40,000 audits during the term.
- (d) \$150,000 amortized over the seven-year base term of the agreement.

Failure to complete and submit this form may deem the proposer's proposal non-responsive.

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4-H

City of Huntington Park

Instructions: Fill in boxes outlined in bold.

PROJECTED ROUTES AND ROUTE HOURS

Proposing Company: _____

Universal Waste Systems Inc. _____

Row	Route Type	Routes Per Day							Total Route Days/Week	Hours per Route per Day (1)	Total Route Hours Per Week (2)	# of Crew on Route
		Mon	Tues	Wed	Thurs	Fri	Sat	Sun				
1	Automated Refuse Routes	2.0	2.0	2.0	2.0	2.0			10.0	8.0	80	1
2	Automated Recycling Routes	1.0	1.0	1.0	1.0	1.0			5.0	8.5	43	1
3	Automated Green Waste Routes	1.0	1.0	1.0	1.0	1.0			5.0	8.0	40	1
4	Refuse Bin Routes	4.0	5.0	4.0	4.0	4.0	1.0	-	22.0	11.5	253	2
5	Recycling Bin Routes	1.0	1.0	1.0	1.0	1.0			5.0	2.0	10	1
6	Bulky Item Pickup Routes	1.0	1.0	1.0	1.0	1.0			5.0	3.0	15	2
7	Roll-Off Box Routes	1.0	1.0	1.0	1.0	1.0	1.0		6.0	2.0	12	1
8	Scout Vehicle Routes								*		*	
9	Other: _____								*		*	
10	Other: _____								*		*	
11	Total Routes	11.0	12.0	11.0	11.0	11.0	2.0	-	58.0		453	

(1) For example, 8, 9 or 10 hours per day.

(2) Total Route Days/Week multiplied by Hours Per Route per Day.

Failure to complete and submit this form may deem the proposer's proposal non-responsive.

TONNAGE DIVERSION PLAN
 Proposing Company: Universal Waste Systems Inc.

Instructions: Provide projected diversion. Fill in boxes outlined in bold. Confirm automatic calculations.

Row	Waste Stream	Annual Tons Collected (from 4H, row 18)	Annual Tons Diverted							Total Diverted	Tons Diverted as % of Tons Collected
			Commingled Recycling	Greenwaste	C&O	Transformation	Mixed Waste Processing	Food Waste	Other (1)		
1	Residential Cart Refuse	9,468				8,000				8,000	84%
2	Residential Cart Recyclables	832	758							758	91%
3	Residential Cart Greenwaste	2,092		2,092						2,092	100%
4	Bin Refuse	21,387					2,138			2,138	20%
5	Bin Recyclables	7,938	7,145							7,145	90%
6	Roll-Off Service	3,560		250	1,561					1,811	51%
7	Bulky Item Pickup/ Holiday Tree/Special Events/Clean-up Days/ All Other	503		3						3	1%
8	Total	45,779	7,903	2,345	1,561	8,000	2,138		2,138	24,085	53%
9	Minimum Recovery Rate for Processing Mixed Refuse (refuse loads only, excluding all source separated loads):										

Please see attachment for further clarification.

(1) Describe "Other" programs below:

100% diversion rate achieved for all programs receiving waste for all commercial customers, City and their seven agencies and four through their own being reserved for working all business and local recycling centers. 100% of all waste diverted to qualified facilities.

Failure to complete and submit this form may deem the proposer's proposal non-responsive.

Clarification of Attachment 4-J

UWS has proposed a source separated and mixed waste processing approach for commercial and multifamily customer. UWS has taken the approach of providing 96 gallon carts at no charge and commercial containers as requested. It is our opinion that in a full mixed waste processing approach paper, cardboard, newspaper, etc. can become contaminated. We feel that by giving customers a split system will help us increase diversion. UWS will send as much waste as necessary to transformation and MRF process to reach a 50% diversion. For purposes of form 4-J UWS is proposing to:

- Take 100% of residential waste to a Waste to Energy Facility for diversion credit.
- Take 100% of commercial waste to a MRF and estimating to receive 10% diversion credit for each ton disposed.
- UWS is also proposing to do complete and thorough waste characterization studies at all commercial and industrial properties. We estimate we can capture a minimum of 10% of the commercial industrial waste stream being recycled by other onsite programs.

UWS wants to make sure that this form is used as an estimate of tonnage. We are committed to assisting the City to meet their mandate of 50% currently and will look to other programs in the future as state laws change. UWS reserves the right to increase or decrease tonnage being sent to MRF or transformation as long as the city is meeting their recycling mandates.

2) Exceptions to the Draft Agreement

UWS has reviewed the franchise agreement and feel that we can agree to the terms set forth by the City of Huntington Park. We do have one concern regarding the residential billing and collection practices. UWS would like to reserve the right to further discuss residential billing options and possibilities of stricter collection practices.

3) Proposer Business Information

i. General Information

Business Structure

Universal Waste Systems, Inc. (UWS) is a privately held California Corporation in good standing with the Secretary of State's office; it currently does not operate under any other fictitious business names.

UWS is the legal entity that will submit its confidential financial information, and provide corporate guarantees as required by the City and/or its legal counsel.

UWS was formed in 1986 and is approaching its 28th year in business.

Mark and Anne Blackburn, UWS' founder, retains 60 percent of the voting shares of the corporation; Matt Blackburn, Mitch Blackburn, Mike Blackburn, and Jenese Blackburn hold the remaining 40 percent of the voting shares in equal distributions of 10 percent. In whole the Blackburn family owns and has owned 100 percent of the shares since inception in 1986.

Mark Blackburn serves as the Chief Executive Officer of the Corporation; Anne Blackburn as Corporate Secretary; Matt Blackburn as Executive Vice President.

UWS takes great pride in our financial strength, and has managed to control our corporate debt. Community Bank is the only agency that is currently owed a debt that is even close to being more than 5% of our entity's total assets

I am designating my son, Matt Blackburn, UWS' Executive Vice President and General Manager, as the primary point of contact for the City of Huntington Park regarding this RFP process. His contact information is listed below.

Corporate Headquarters

9016 Norwalk Boulevard
Santa Fe Springs, CA. 90670
Phone: (800) 631-7016 Fax: (562) 941-4915

Operating Facility

2460 e. 24TH St.
Los Angeles, CA 90058
Phone: (800) 631-7016 Fax: (562) 941-4915

Mailing Address

PO Box 3038
Whittier CA 90605

ii. **Information Regarding Past and Pending Litigation**

Has UWS been a party to any criminal proceeding of any sort, including within the last five years.

There is one pending litigation filed against UWS at the present time.

Case Name: See Attached**

Case Number: See Attached**

Final Disposition: UWS and the plaintiff have mediated the complaint, and are waiting on court approval.

**UWS is submitting the details of this case under separate sealed envelope as we consider it a trade secret due to the sensitivity of the pending case. Please treat this information as a confidential trade secret to the fullest extent possible. Please also, notify UWS if this information is forced to be disclosed at:

Universal Waste Systems Inc.
Attn: Matt Blackburn
PO Box 3038
Whittier, CA 90605

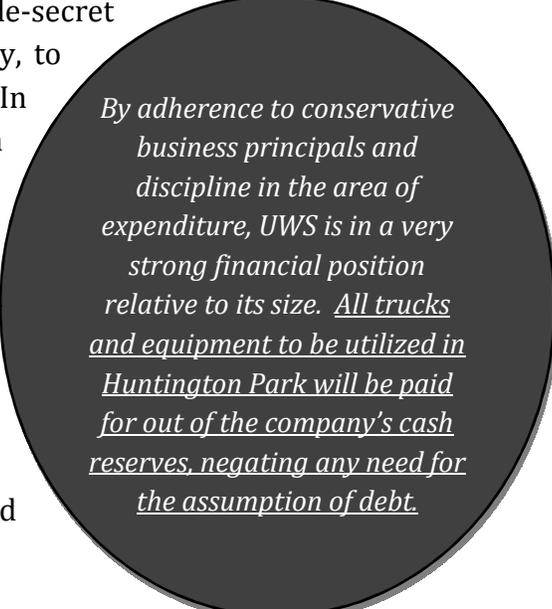


iii. Financial Statements

The City of Huntington Park should be assured that UWS is financially capable of providing the services sought in the RFP; and, that UWS has been found by other municipalities to be equal to or greater than the much larger rivals in regard to financial solvency based on UWS' superior leverage ratios and strong cash position.

Under separate sealed enclosure, marked "CONFIDENTIAL FINANCIAL INFORMATION", UWS has provided its most recent financial reports for the City's review. Regarding this information, which is considered a part hereof by reference, UWS respectfully requests that it be treated as confidential, proprietary trade-secret information; and, that it be returned, in its entirety, to UWS at the completion of the RFP process. In addition, while this information is in the possession of the City and its authorized agents, it should be deemed exempt from California's Public Records Act, pursuant to Government Code § 6254 et seq.; neither should this confidential financial information be duplicated.

All pertinent descriptive data, including the type of financial statements produced to leverage ratios and other analyses, can be found in the said enclosure.



By adherence to conservative business principals and discipline in the area of expenditure, UWS is in a very strong financial position relative to its size. All trucks and equipment to be utilized in Huntington Park will be paid for out of the company's cash reserves, negating any need for the assumption of debt.

The statement below by the President/CEO acting as the company's chief financial officer has been prepared in accordance with the RFP. The financial statements provided are a true and accurate accounting of the company's financial situation.

I, Mark Blackburn, certify that there have not been any material adverse changes to the information supplied in the balance sheets, cash flow statements, and income statements after the date of the most recent financial statements.

Signed,

Mark Blackburn
President / CEO

iv. Key Employees

UWS has built a highly qualified team of managers and staff members whose collective talents result in premier service to the customer with minimal error. UWS subscribes to the philosophy of servant leadership, coupled with inter-accountability. At all levels in the organization, from the President to the yard-hand, there is unity of purpose and commonality of cause.

UWS recognizes that City Council members and City administrative staff are charged with protecting the greater good of the electorate, functioning at all times in a fiduciary capacity in regard to executing the business affairs of the community. All municipal service providers, functioning as a quasi-government extension of the City, jointly need to uphold as well their duty of safeguarding the public trust.

The key management personnel of UWS and all employees who would be serving in the City of Huntington Park firmly embrace this philosophical understanding and warrant to fulfill their responsibility, first and foremost, to the citizens of Huntington Park

All services and work product rendered in Huntington Park will be based on this belief system.

The following UWS personnel will be directly involved in the management and operations of providing integrated solid waste management services in the City of Huntington Park.

**Mark S. Blackburn,
President and Chief Executive Officer**



Background: In 1986, after working 12 years for his father, Harry Blackburn, at Signal Hill Disposal, Mark Blackburn started Universal Waste Systems, originally headquartered in the City of Pomona. From a modest start of just a few vehicles and several employees, UWS has evolved into a regional carrier with over 100 employees, and multiple locations. The company provides commercial, residential, construction and demolition waste collection and recycling, portable toilet rentals, and storage boxes in Los Angeles, Orange, and San Bernardino Counties.

As the company's owner and its top executive, Mark personally handles all aspects of the business. With an admirable work ethic, Mark oversees the management team, holding each member accountable, while submitting also to cross accountability himself. With an affable demeanor, Mark is found to be friendly and approachable, often sharing his cell phone number with residential customers and others.

Mark works out of the company's Santa Fe Springs headquarters, but spends an equal amount of time in the field visiting customers and the company's other locations.

Mark is currently serving as President of the California Disposal Association. He has received numerous commendations over the years for his contributions to the industry; and, he is thought of as a champion for the cause of preserving integrity in the legislative arena as well the marketplace.

**Matthew Blackburn,
Executive Vice President/General Manager**

Background: As a third generation Blackburn pursuing a career in waste management, Matt Blackburn began working for UWS at an early age, learning every facet of the business under the tutelage of his father. After completing his education, Matt immediately became a full-time member of the UWS team, starting in the dispatch office routing trucks, while slowly acquiring more day-to-day management responsibilities. He is now an integral part of the inner workings of UWS, overseeing all daily aspects of maintaining and operating the business.



As Executive Vice President/General Manager, Matt is directly responsible for all collection operations of the company as well as customer service and billing, regularly coordinating service calls and ensuring customer satisfaction. In addition, he oversees “waste origin” reporting to ensure that diversion/recycling goals are being met in all reporting jurisdictions, collaborating with other managers on the design and implementation of new recycling programs to continually increase waste diversion.

Matt works out the Santa Fe Springs office.

**Michael Dye,
Vice President/Community Affairs**

Background: With over 25 years’ experience working in the solid waste industry, including with two large waste companies, Mike Dye has achieved a long and successful career, with a record of management responsibilities ranging from operations, sales, customer service and community relations, to recycling programs. His experiences at Waste Management (four years) and BFI (three years) give him world class experience. Mike joined UWS in 1994 and during the 20 years he has been with the company, his involvement in upper management, program development, customer service and community relations have proven instrumental in the company’s rapid growth.



Mike works directly in all operational areas of the business, although he now allocates a large percentage of his schedule to outside functions such as public relations and participation in civic and service organizations, including Chambers of Commerce, etc.

Mike spends a significant amount of time in the field, yet maintains an office at the Santa Fe Springs headquarters and Los Angeles facility.

**Tony Gonzales,
Regional Manager, Greater Los Angeles**

Background: Tony Gonzalez with thirty years of experience in the waste management industry came from humble beginnings with his Father’s trash company in the early 80’s. Tony learned hand in hand in his early years from his Father to give 100% to meet the customer’s needs in trash and recycling. From being a driver, a mechanic, working in container maintenance, and being an office Supervisor in daily operations, Tony expanded and grew in all areas of waste in the Los Angeles and Orange County areas. Tony has always believed that a person to have knowledge in all area of waste hauling, it requires him to be part of doing the job side by side with drivers and employee’s getting dirty if needed to complete the task at hand.

Tony has worked with the City of Beverly Hills as the Commercial Front-loader Supervisor for American Waste Industries, Assistant Transfer station Manager for Rainbow Disposal Inc, and Operation Manager for Calmet Services Inc. Tony Gonzalez is currently part of Universal Waste Systems family overseeing L.A. Commercial Division handling and meeting Customers trash and recycling needs.

Tony maintains his office in the Los Angeles Facility and will oversee the trucks servicing Huntington Park.

**Carey Merrill,
Special Projects Manager**

Background: Following his graduation from Cal State Fullerton Carey found a career working for a carpet recycling company in La Mirada. Carpet Recycling is a new technology and as general manager of the plant he was instrumental in new machines, new process, and trial and error. Carey oversaw the plant management, shipping and receiving, and the sale of products around the world.

Carey began his career with Universal Waste Systems Inc. in early 2013. Though new to the solid waste industry his professionalism, management, and hard work moved him up quickly and has made him an iatrical part of our team. Carey is in the process of assisting and managing the field work of our Mesa Heights Garbage District transition which has run on schedule and met every goal set. We are confident in his abilities and he would be a key player in our transition in the City of Huntington Park.

Carey maintains offices both in Santa Fe Springs, as well as a satellite facility in the City of Los Angeles.

**Harry Sabounjian,
Executive Sales Manager**

Background: Prior to joining UWS in 2008, Harry Sabounjian had worked in the solid waste industry for 20 years. His industry experience includes serving as Senior Business Development Manager in Landfill and Transfer Station operations, as well as Regional Sales Manager for Waste Management. In 1999, Harry joined Looney Bins as a junior partner and Division President where he pioneered the establishment of commercial front-loader operations in Antelope Valley, and subsequently in the Los Angeles metro area. Harry earned a Master's of Science Degree in Organic Chemistry, as well as an M.B.A. from Pepperdine. He received both his B.S. and M.S. degrees in Chemistry from California State University of Los Angeles, where he also conducted many research projects and published several white papers in various professional journals.



Harry spends two days a week in the field; the other three in Santa Fe Springs. Harry will be responsible for overseeing the commercial and multifamily customers. Harry and his team will meet with all customers, establish service, establish recycling goals, and conduct third party recycling reports.

4) Container Specifications

Residential Containers: UWS proposes the use of SSI Schaefer Systems or Rehrig Pacific brand of carts for all pertinent service applications in the City of Huntington Park. (Please Note: Should the City, for any reason, prefer any other brand of cart, UWS would be willing and pleased to provide it.)

Carts will be injection or rotational molded, meeting all performance and design standards as prescribed in the draft Franchise Agreement. Primary denominations will conform to within the following ranges (exact sizes fluctuate by manufacturer):

CART SIZES

- 32 gallons;
- 64 gallons, and;
- 96 gallons.



In regard to design and color criteria, UWS will defer to the City to ascertain and satisfy its preferences. Prior to actual procurement of the containers, UWS will meet with City staff and collaborate as to final design specifications.



UWS will plan to purchase and retain on-hand, throughout the term of the franchise, an overage of containers of at least an additional 10% beyond actual current or estimated total City-wide quantities in order to be, at all times, sufficiently prepared to meet current and future customer equipment demands. This surplus inventory will be maintained in the various sizes and colors ultimately chosen by the City of Huntington Park.

Commercial and Multifamily Containers: UWS manufactures all of our commercial and multifamily containers ranging from 1 cubic yard to 6 cubic yards. UWS will be manufacturing and assembling all of the “frontload” containers used in Huntington Park. UWS manufacturing is a great benefit to the customers that we service as we do manufacture both standard dimension containers, but we have the ability to customer build containers to fit any and all enclosure or specific needs at no additional cost.

Standard Commercial				
	Width	Length	Front Height	Back Height
1yd	22 inches	70 inches	27 inches	27 inches
2yd	34 inches	72 inches	33 inches	40 inches
3yd	42 inches	72 inches	33 inches	40 inches
4yd	50 inches	72 inches	39.5 inches	47 inches
Standard Roll Off Containers				
	Length	Height	Width	
10yd	15 feet	2 feet	8 feet	
40yd	20 feet	6 feet	8 feet	

5) Multi-Family Dwelling Recycling Program

Universal Waste Systems Inc. as an exclusive contractor to the City of Los Angeles for the entire San Fernando Valley has extensive experience with Multifamily Recycling Programs. UWS has been the prime contracting since 2007 servicing over 155,000 residential units at over 5,800 buildings per week. To date we



have collected and recycled over 27,000 tons of comingled recyclables for these multifamily properties this program has often been considered the most successful multifamily recycling program in the county. We are proud to be a part of that success and look forward to bringing our knowledge to the City of Huntington Park.

“UWS’ TRIAD AND TRUE PROGRAM”

For Commercial City-Wide Recycling



As the name implies, this reduced-cost program comprises three proven-to-be-true functions that synergistically yield great diversion results due to the fact that generators become responsible for their own actions through active participation in Source-Reduction. Source-Separation then becomes a natural corollary to Source-Reduction. Processing of the residual mixed waste is the final no-fault phase of the program that recovers the last remaining recyclables from the waste stream should they have escaped capture in the preceding Source-Separation phase. Self-accountability is the crux. Adherence to this mandatory three-step hierarchy, in lieu of simply processing all non-separated waste at a dirty MRF (*Material Recover Facility*), is the key to success.

Part 1) Source-Reduction

Prior to commencement of services under the new Franchise Agreement, UWS would mail out an introductory communiqué to all multi-family property owners and managers in the community as an initial greeting and discussion agenda of UWS’ “Triad-And-True” strategy for helping multifamily waste generators to achieve recycling objectives that yield ecological and economic advantages.

After January 1st, 2015, each multifamily property will be provided 1 free 96 gallon recycling cart for every 8 residential units. UWS will provide weekly service to the containers on the same collection day as the residential houses for that neighborhood. UWS has extensive success and experience in providing multifamily recycling utilizing this program.

Simultaneous with the above activities, UWS will initiate an ongoing “*Huntington Park Recycles*” public information and education campaign that will include mailings as well a series of public work-shops themed on the subject of the City of Huntington Parks waste diversion initiatives for the multifamily sector and City-wide.

Part 2) Source-Separation

Subsequent to completion of any research that would result from the direct customer consults spoken of above, using the template of Source Separation, UWS would proceed to physically revise service scenarios by the distribution of various sizes of recycling receptacles in order to capture valuable recyclables before they enter the waste stream.



Materials collected would then be shipped to State permitted recovery facilities that offer the most environmentally feasible reuse outlets, as well the best market prices for recovered commodities. *Source-Separation* is the most cost-effective means of recovering large percentages of recyclables from the waste stream by simple avoidance of the double-handling associated with processing all waste through a materials recovery facility.

Part 3) Residual Mixed Waste Processing

At this point, all that is theoretically remaining in the waste stream is the residual sub-stream that offers little more than single to low-double digit diversion potential. UWS would nonetheless collect this residual waste, at standard City authorized bin service rates, and then transport the materials to a Materials Recovery Facility or a Transformation Facility for final disposition, if necessary to guarantee diversion goals. If recycling requirements have been met that residual will be taken to landfill or transfer stations at the option of Universal Waste Systems Inc.

6) Commercial Recycling Program

In the City of Huntington Park all companies will be required to guarantee waste diversion results in an amount sufficient to fully hold harmless the City from any penalties arising out of non-compliance with AB 939's mandated diversion requirement of 50%, companies are also expected to submit their own proprietary concepts for achieving new, unprecedented levels of diversion with commercial waste generators.

Regulators in Sacramento already have plans afoot to expressly mandate that all Cities in California institute in the foreseeable future commercial recycling programs as an element of their City-wide waste diversion plan. UWS understands the implications of being unprepared in this regard.

UWS has an impressive resume pertaining to experience in providing commercial and industrial waste generators with source-reduction and recycling solutions that yield ecological as well as economic benefits. UWS works collaboratively with businesses throughout Los Angeles and Orange counties to the end of fulfilling their waste initiatives. Based on this experience, UWS recommends the following hierarchy comprising a triad ("three parts") of services be considered as a competent and proficient response to the State's impending mandate for commercial recycling.

"UWS' TRIAD AND TRUE PROGRAM"

Program details on the next page.

“UWS’ TRIAD AND TRUE PROGRAM”

For Commercial City-Wide Recycling



As the name implies, this reduced-cost program comprises three proven-to-be-true functions that synergistically yield great diversion results due to the fact that generators become responsible for their own actions through active participation in Source-Reduction. *Source-Separation* then becomes a natural corollary to Source-Reduction. Processing of the residual mixed waste is the final no-fault phase of the program that recovers the last remaining recyclables from the waste stream should they have escaped capture in the preceding Source-Separation phase. Self-accountability is the crux. Adherence to this mandatory three-step hierarchy, in lieu of simply processing all non-separated waste at a dirty MRF (*Material Recover Facility*), is the key to success.

Part 1) Source-Reduction

Prior to commencement of services under the new Franchise Agreement, UWS would mail out an introductory communiqué to all businesses in the community as an initial greeting and discussion agenda of UWS’ “Triad-And-True” strategy for helping commercial waste generators to achieve recycling objectives that yield ecological and economic advantages.

After January 1st, 2015, each business would be profiled in advance in regard to waste characterization tendencies based on business license information; then personal visits would be arranged with larger generators with the highest propensity for materials recovery and proactivity toward *Source-Separation*, which is step one in the program. Subsequently, in tiers, all remaining businesses in the City, large and small, will be contacted and visits conducted by no later than six months from the start of the new franchise services.

During these visits, vital information would be gathered to perform a more detailed waste characterization from which a program can be tailored to the specific business. The assistance to be provided centers primarily on education and re-evaluation of internal practices; things as simple as instituting more *environmentally preferable buying practices to extended producer responsibility* that tackles manufacturing processes as well as product shipping policies and methodologies.

Simultaneous with the above activities, UWS will initiate an ongoing “*Huntington Park Recycles*” public information and education campaign that will include mailings as well a series of public work-shops themed on the subject of the City of

Huntington Parks waste diversion initiatives for the commercial sector and City-wide.

Part 2) Source-Separation

Subsequent to completion of any research that would result from the direct customer consults spoken of above, using the template of Source Separation, UWS would proceed to physically revise service scenarios by the distribution of various sizes of recycling receptacles in order to capture valuable recyclables before they enter the waste stream.

Materials collected would be shipped to State permitted recovery facilities offer the most environmentally feasible reuse outlets, as well the market prices for recovered commodities. Source-Separation is the most cost-effective means of recovering large percentages of recyclables the waste stream by simple avoidance of the double-handling associated with processing all waste through a materials recovery facility.



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Part 3) Residual Mixed Waste Processing

At this point, all that is theoretically remaining in the waste stream is the residual sub-stream that offers little more than single to low-double digit diversion potential. UWS would nonetheless collect this residual waste, at standard City authorized commercial bin service rates, and then transport the materials to a Materials Recovery Facility or a Transformation Facility for final disposition if necessary to guarantee diversion goals. If recycling requirements have been met that residual will be taken to landfill or transfer stations at the option of Universal Waste Systems Inc.

7) Disposal or Diversion Facilities; Operating Facilities

UWS is the operator of the 24th Street Transfer Station in the City of Los Angeles (less than 3 miles from Huntington Park) and Green Wise Soil Technologies a composting facility in the City of South Gate (less than 5 miles from Huntington Park). UWS doesn't own any landfills. However, this is not a shortcoming as it pertains to servicing the collection and disposal needs of the City of Huntington Park. There is an abundance of publicly available waste disposal and processing capacity that is within reasonable proximity to Huntington Park that fully accommodates the regional waste shed. The facilities possessing this capacity, both publically and privately owned, are open to the public and therefore available for the benefit of all local municipalities, including Huntington Park.

What is operative in this regard is the abundance of facilities operated by the Los Angeles County Sanitation Districts. This is the key to neutrality among the companies, large and small, competing in this RFP process. It also assures long-term disposal capacity.

Moreover, the only advantage of the private facilities owned by the any of the larger companies participating in this RFP process is direct internalization of materials and the capture of a secondary profit stream through the process of vertical integration. The financial benefit inures solely to the benefit of the hauler, not the City.

Any and all economic advantage gained through the ownership of a facility, if passed on to the City, would have to be in the form of collection and disposal rates that are consequently lower. Therein lies the great equalizer; the rates tell the whole story.

The disposal costs incurred by UWS are typically passed through to customers without mark-up or surcharges. This way, the advantage would inure to the City of Huntington Park.



Puente Hills MRF



Downey Area Recycle and Transfer (DART)

The transfer facilities listed below are those that are designated to be most frequently used in the course of regular disposal of Huntington Park’s municipal solid waste. A number of other facilities exist or may be opened in the future; should the occasion warrant the use of alternative permitted facilities, then they would be used as necessary to ensure the proper disposal of the City’s waste (with prior City approval if required).

Publically Owned Facilities of the Los Angeles County Sanitation Districts

<u>Puente Hills MRF</u>	<u>Downey Area Recycling and Transfer (DART)</u>
13130 Crossroads Pkwy. City of Industry, CA. 91746 Phone: 562-908-4288	9770 Washburn Road Downey, CA. 90241 Phone: 562-622-3502
Price: \$45.75/Ton	Price: \$47.14/Ton
Accepted Material: MSW/ Comingled Recycling/ Green Waste	Accepted Material: MSW / Comingled Recycling / Green Waste
Diversion Credit: 0 up to 100%	Diversion Credit: 0 up to 100%

Alternative Facility (Privately Owned)

<u>24th St Transfer Station*** A Universal Waste Systems Inc. Facility</u>
2460 E. 24 th St. Los Angeles, CA 90058 Phone: 800-631-7016
Price: Internal Cost Owned By Universal Waste not open to the public No Gate Rate
Acceptable Material: MSW / Comingled Recycling
Diversion Credit: 0%



At the present time, UWS would plan to primarily use certain recovery facilities for processing of residential and commercial source-separated recyclables and green waste in conjunction with mandated transformation to achieve the highest diversion rates.

Comingled Recycling Facilities (Privately Owned)

<u>City Fibers</u>	<u>Downey Area Recycling and Transfer (DART)</u>
2500 S. Santa Fe Ave Los Angeles, CA. 90058 Phone: 310-327-6362	9770 Washburn Road Downey, CA. 90241 Phone: 562-622-3502
Price: Variable based on Market	Price: Variable based on Market and Tonnage
Accepted Material: Comingled Recyclables	Accepted Material: MSW / Comingled Recycling / Green Waste
Recovered Material: Same	
Diversion Credit: 100%	Diversion Credit: 0 up to 100%

Green Waste Facilities

<u>Green Wise Soil Technology*** A Universal Waste Systems Inc. Facility</u>	<u>Downey Area Recycling and Transfer (DART)</u>
10120 Miller Way South Gate, CA. 90280 Phone: 562-699-5204	9770 Washburn Road Downey, CA. 90241 Phone: 562-622-3502
Price: \$38.50/Ton	Price: \$38.50/Ton
Accepted Material: Green Waste	Accepted Material: Green Waste
Recovered Material: Same	Recovered Material: Same
Diversion Credit: 100%	Diversion Credit: 100%

***** All Universal Waste Systems Inc. facilities have sufficient capacity for Huntington Park**

C & D Reclamation Facilities (Privately Owned)

Direct Disposal

3720 Noakes Street
Los Angeles, CA. 90023
Phone: 888-551-7797

Price: \$48.50

Acceptable Material: Construction and Demolition Debris

Recovered Material: Construction and Demolition Debris

Diversion Credit: 70.105%

Transformation Facilities (Publically Owned by the LA Sanitation Districts)

(SERRE) Southeast Resource Recovery Facility

120 Pier S. Avenue
LONG Beach, CA. 90802
Phone: 562-570-7840

Price: \$53.00/Ton

Accepted Material: MSW

Recovered Material: N/A

Diversion Credit: 10%

Commerce Refuse-to-Energy Facility

5926 Sheila Street
Commerce, CA. 90040
Phone: 323-721-1278

Price: \$53.00/Ton

Accepted Material: MSW

Recovered Material: N/A

Diversion Credit: 10%



Operating Facilities – We are your Neighbor! Local and Easy Access for Customers!

UWS' Corporate Headquarters, comprising the company's administrative offices and primary operating yard, are conveniently located in South East Los Angeles County, at 9016 Norwalk Boulevard, Santa Fe Springs, California, 90670.



*UWS Corporate
Headquarters*

All executive and administrative functions pertaining to the ongoing operations of UWS are conducted at the Corporate Headquarters location. Finance, sales and operations are overseen from headquarters. This includes customer service and billing, dispatch, and public agency reporting; in addition, major equipment fabrication and repairs are performed on site.

Satellite Facilities are operated as well; they currently exist in three different auxiliary support locations, with the Lawndale local office becoming a fourth location, as follows:



City of Los Angeles Auxiliary Operating Yard: UWS operates an auxiliary yard in the City of Los Angeles to provide additional infrastructure to facilitate the success of its sizable contract for curbside recycling to over 150,000 residents in the City. UWS also commands a significant market position in the commercial sector of downtown Los Angeles necessitating that a local operating yard be sited. The facility is located at 2460 E. 24th Street, Los Angeles, CA. 90058. Truck parking and maintenance, as well as container storage, and a transfer station operation is now being handled from this satellite location. This will be the fleet yard and customer service center for the City of Huntington Park.

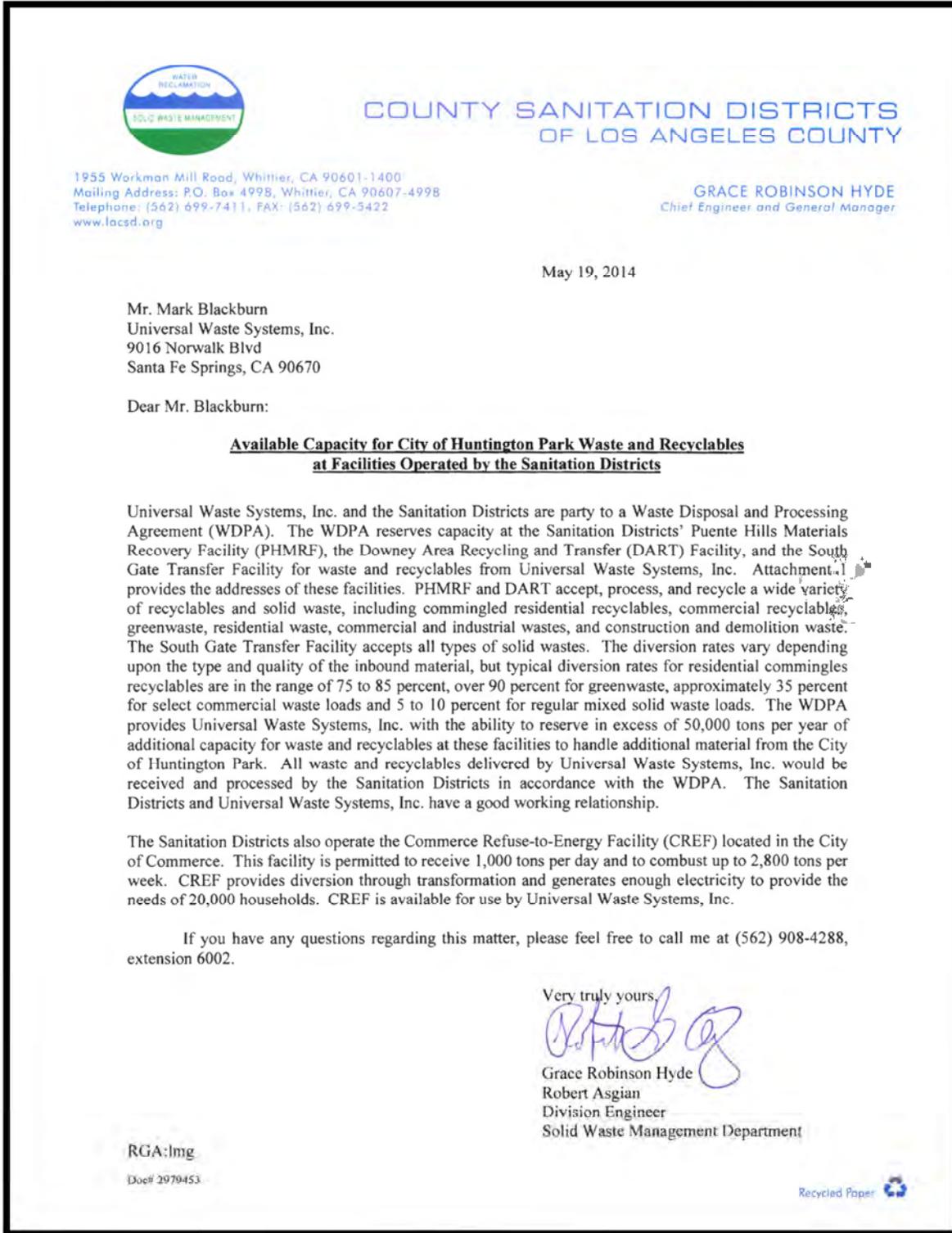


South Gate Composting and Storage Yard: UWS operates an auxiliary yard in the City of South Gate that will provide container storage, staging, repairs, and delivery operations. This site is also home to our sister company Green Wise Soil Technologies that will process all of the green waste and wood waste collected in the City of South Gate.

Universal Waste Systems Inc. operates two (2) facilities less than 5 miles away from the north and south border of Huntington Park giving customers easy access for bill payments, questions, and assistance.



8) Confirming Use of Disposal or Diversion Facilities



-2-

May 19, 2014

**ATTACHMENT 1
Facility Addresses**

Puente Hills MRF
2808 S. Workman Mill Road
Whittier, CA 90601

Downey Area Recycling and Transfer Facility
9770 Washburn Road
Downey, CA 90241

South Gate Transfer Station
9530 Garfield Avenue
South Gate, CA 90280



Universal Waste Systems, Inc.
P.O. BOX 3038 • WHITTIER, CA 90605 • (800) 631-7016
Telephone: (562) 941-4900 • Fax: (562) 941-4915

5/19/2014

To Whom it May Concern:

Universal Waste Systems Inc. owns the facility located at 2460 E. 24th St., Los Angeles CA 90058. The facility has the capacity to collect and transfer 149 tons per day 7 days per week. The facility is currently processing an average of 100 tons per day. UWS has the capability to move trash from that facility to other facilities in our network to ensure suitable capacity for the City of Huntington Park as a backup facility to the others proposed. UWS does plan to take accept the trash from the residential collection trucks at this site. If you have any questions we are available at (800) 631-7016.

Signed,

Matt Blackburn
Vice President
Universal Waste Systems Inc.

1 TO 6 YARD BINS • ROLL-OFF BOXES • STORAGE BOXES • PORTABLE TOILETS



5/19/2014

To Whom It May Concern:

Universal Waste Systems Inc. owns the facility located at 10120 Miller Way, South Gate. The facility has the capacity to collect process green waste 7 days per week. The facility is currently processing an average of 50 tons per day. UWS has the capability to process all of the material from Huntington Park at this facility. As a backup UWS has proposed the County facilities in City of Industry and Downey. UWS does plan to take accept the trash from the residential collection trucks at this site. If you have any questions we are available at (800) 631-7016.

Signed,

Matt Blackburn
Vice President
Universal Waste Systems Inc./ Green Wise Soil Technology



DIRECT > DISPOSAL

May 19, 2014

To whom it may concern,

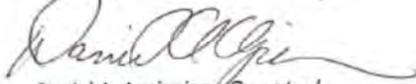
Direct Disposal is a Construction and Demolition Debris Recycling Facility. We receive all C&D waste at our facility which is brought in by our customers; then source separated. (OCC/Paper, Plastic, dirt, concrete, asphalt, drywall, metal, wood, aluminum & trash) We provide load analysis that provides a percentage of the materials brought in with a Certified Weight Ticket per Load.

We are open M-F 5: am to 4: pm / Sat 6: am to 12: pm

Facility Contact: Angie Acosta 323 262-1604 Emergency Contact: Dan Agajanian 714 936-8548

U.W.S. has been working with us for the past few years. Since they have opened their account; we have established a great working relationship with their company. We have been processing all of their C&D materials brought in with no problems. If you should have any questions or concerns I may be reached at the number below.

Sincerely;


Daniel A. Agajanian *President*
323 262-1604

**5901 Warner Ave. PMB 229 > Huntington Beach, CA 92649
714-848-4088 ph > 888-551-7797 toll free > 714-848-5056 fax**

9) Implementation Plan

UWS considers it an honor and a privilege to be in a position to responsibly compete for municipal franchises in jurisdictions such as Huntington Park.

UWS possesses the resources, technical expertise, and experience necessary to assume all responsibilities attendant with becoming the City of Huntington Parks exclusive, comprehensive waste and recycling services provider under long-term contract. The successful roll-out of new services and programs is paramount to establishing credibility with the community; thus, excruciating attention must be paid to every logistical detail so as to ensure that the new relationship starts off on the right foot, with no incidences or faux pas recorded.

As a growing company, UWS has fresh experience at transitioning jurisdictions from the previous incumbent company over to UWS. In little over the past several years, UWS has successfully transitioned into seven sizable service areas as exclusive provider of fully automated refuse, recyclables and green waste collection services under long-term contract, which activities included the purchase of new trucks, public education, as well as the procurement and distribution of automated carts. These service areas are in the jurisdiction of unincorporated Los Angeles County; i.e. West Whittier, North East Bay and Mountain, North West Bay and Mountain, Pioneer / Carson park, the Malibu Garbage District, Mesa Heights, and effective July 1, 2014 UWS will be transitioning the unincorporated community of South San Gabriel. Under these franchise agreements, UWS collects refuse, recyclables, green waste, CED's, and bulky items.

Based on these recent transitions, UWS has developed its own methodology and meter for rolling-out new services. Erring on the side of caution, UWS believes that it is at all times best to remain ahead of schedule in all phases of the transition, even if costly pre-purchased assets must remain idle until the actual date of deployment. To this end, UWS is fortunately in a position to procure all necessary equipment through internal funding (this includes trucks and containers); therefore, no delay will be necessary before orders are placed with vendors, leading to early procurement of equipment critical to the transition.

UWS will adhere to the proposed implementation schedule illustrated below to facilitate the transition to UWS' new services and programs for the City of Huntington Park.

IMPLEMENTATION SCHEDULE

August 2014	<ul style="list-style-type: none">• Franchise Award by Huntington Park City Council• Execute Franchise Agreement
August 2014	<ul style="list-style-type: none">• Meetings with City Staff/Adopt Implementation Schedule• Order/Procure all Equipment (Bins and Carts)
September 2014	<ul style="list-style-type: none">• Develop Route Maps and Schedules• Prepare all Customer Correspondence/Flyers
October 2014	<ul style="list-style-type: none">• Send Introductory Communique to all addressees in the City• Meet with City and Current Hauler
November 2014	<ul style="list-style-type: none">• Obtain all Customer Account Billing Information/Input Data• Conduct Town Hall Meeting/UWS Introduction to Community
December 2014	<ul style="list-style-type: none">• Hire and train all staff members for the City of Huntington Park. Positions will be for drivers and customer service agents.• Deliver/Exchange all Bins and Carts to all customers
January 2015	<ul style="list-style-type: none">• ALL SERVICES COMMENCE JANUARY 1st• Recieve Community Feedback/Report to City Staff

UWS has enough rolling stock (trucks) to service the City of Huntington Park currently in stock in our multiple operating facilities. The vehicles range from brand new to less than five years old and are compliant with the cities requirement to run CNG collection vehicles at all times.

The following table delineates the specific information required in the RFP pertaining to the actual vehicles that UWS would deploy for service on the streets of Huntington Park.

Vehicle Identification Table

Make	Model	Year	Fuel Type	Vehicle Type	Application	Quantity
Mack	MR	2012/2013	CNG	Front loader	Commercial/ Multifamily	5
Mack	LEU	2012/2013	CNG	Automated Side loader	Residential	4
Mack	MR	2012/2013	CNG	Roll Off	Roll Off Service	2
Mack	MR	2012/2013	CNG	Rear Loader	Bulky Item	1
Ford	F 150	2009	CNG	Pick Up	Field Supervisor	1
Ford	F150	2009	CNG	Scout Truck	Scout Service/Bin Delivery	1

Public Education: UWS has prepared and identified proven methods when it comes to public education campaigns with regard to the new communities. UWS will take the following approach in communicating and reaching the public. This table also will outline the involvement that UWS would recommend by City staff. UWS primarily will look to City staff for approval of documents.

i. Timetable for Customer Education implementation

Tasks	Responsibility Universal Waste Systems Inc. or City of Huntington Park	Date
City Council awards franchise agreement	City of Huntington Park	08/18/2014
Kick-Off Meeting	City of Huntington Park/ Universal Waste Systems Inc.	08/20/2014
Mail City's announcement letters	Universal Waste Systems, Inc.	09/01/2014
Complete submission of outreach materials and all documents required to execute the agreement	Universal Waste Systems Inc.	09/15/2014
Review and approve materials	City of Huntington Park	09/30/2014
Announcement notice mailed/hand delivered to each resident	Universal Waste Systems Inc.	09/15/2014
Community Meetings	Universal Waste Systems, Inc.	10/15/2014 through 10/30/2014
Cart Delivery Customer Education Brochure Attached	Universal Waste Systems Inc.	12/01/2014

STAFFING TABLE of Dedicated Positions

DEPARTMENT	POSITION/FUNCTION	NUMBER
Management	Executive V.P./General Manager and Operations Manager	2
Supervisory	Route Supervisor	1
Administration	Customer Service Representative	1
Administration	Billing Supervisor	1
Operations	Drivers and Equipment Operators	10
Operations	Swampers / Driver Helpers	5
Maintenance	Equipment Maintenance Technician	2

UWS human resources department conducts a thorough background check, driver’s record search, driver’s license monitoring through the DMV pull notice, pre-employment physicals, random drug and alcohol testing, and post-accident drug and alcohol testing. UWS understands the importance of hiring responsible employees to represent our company in the field. UWS plans to hire for customer service, drivers, and helpers. UWS proposes to offer these positions to Huntington Park residents and existing drivers first. If there is not enough interest UWS has between 15 and 20 prescreened drivers on standby for this contract. UWS will use existing management and maintenance staff.

Customer Service

UWS maintains that its *small-is-better* approach most notably distinguishes it from the larger companies in the context of customer service and customer satisfaction. For the same reasons that UWS would become a more *personal* new corporate citizen of the community through the Blackburn family’s personal engagement and ongoing role, UWS contends that its customer service policies are more effective as well. It comes down to the power of a personal guarantee; in this case, it takes on the form of a hands-on involvement of UWS’ owner, members of his family and key management personnel, that create the back-stop necessary to ensure that every single customer complaint or simple inquiry is resolved to the ultimate satisfaction of the customer.

Standard Operating Procedures (SOPs) are indeed observed by trained UWS staff to discharge customer inquiries and complaints. Adherence to these SOPs is mandatory.

However, UWS places a greater emphasis on subscribing to a canon of beliefs that transcend the limitations of perfunctory SOPs.

To this end, trained UWS staffs observe an official customer service complaint resolution protocol, as follows:

Customer Service Protocol

✓	<i>UWS adheres to the "CUSTOMER IS ALWAYS RIGHT" Credo</i>
✓	<i>Every Customer inquiry/complaint is deemed urgent/legitimate until proven otherwise</i>
✓	<i>Company resources should immediately be redirected to an expedient resolution of the matter</i>
✓	<i>Escalation of the matter is also an immediate option if needed to expedite resolution</i>
✓	<i>Relentless follow-up is expected to ensure resolution is achieved within 24 hours</i>
✓	<i>Post resolution Customer feed-back is deemed crucial and recorded to improve service quality</i>

*"Large Enough to service your disposal needs, yet
small enough to care"*

*This slogan sums our customer service commitment.
We have all of the capabilities of a large company,
but we offer the "personal" care that can't be beat. A
member of our ownership family will assist in every
aspect of the rollout and contract. Huntington Park
will not be just a number to UWS!*

*Our customers are #1, and we WILL personally
guarantee it!*

10) Transition Experience

The information that follows, classified by jurisdiction or service area, describes the relevant and comparable waste collection operations of UWS at the present time and conforms to the information guidelines specified above.

City of Los Angeles

July 2007 forward

Automated Multi-Family Recycling Service Exclusively Provided to the San Fernando Valley servicing over 155,000 units each week.

Service Abstract: UWS is currently the exclusive service provider to the City of Los Angeles operating a multifamily recycling program to the City's apartment buildings, condominiums, and townhomes throughout the entire San Fernando Valley. UWS has grown this program from 25,000 units in July of 2007 to over 155,000 units currently. UWS utilizes automated and rear-load collection vehicles to provide recycling services to the residents of these buildings. This program currently processes approximately 3,600 tons of recycling each year.

Contact Name: Michelle Mikesell, 1149 S. Broadway, 10th Floor, Los Angeles CA 90015
Phone: (213) 485-3884



City of Rancho Palos Verdes

* July 2004 forward*

Residential Collection Service for Solid Waste, Recycling, Green Waste, and Horse Manure.

Service Abstract: UWS currently provides curbside and backyard collection services to the City of Rancho Palos Verdes Residents on the Eastside of the City. UWS has been servicing this community since 2004, transitioning service from long-time small business owner Ron Ivy at Ivy Rubbish. During the first month of service, UWS consolidated collection days in the City from six per week to two per week, and implemented a green waste collection program for the residents at no additional cost. The addition of green waste collection has successfully assisted UWS in raising the diversion rate in the area from the low 20% range to over 50% currently, making it one of the most successful programs of its kind.

Contact Name: Lauren Ramezani, 30940 Hawthorne Blvd., RPV, CA 90275
Phone: (310) 544-5292

City of Malibu Garbage Disposal District

July 2008 forward

Automated Residential/Commercial Solid Waste, Recycling and Green Waste Collection Service.

Service Abstract: UWS has been servicing the Malibu Garbage Disposal District since July 2008. UWS also transitioned this community from one previous hauler. The community was already accustomed to automated collection service, so the transition seamless to the community with no interruption in service. Based on a variable size cart collection process, UWS currently provides volume based collection service to approximately 3,000 residents and around 100 businesses in the City of Malibu, with current diversion rates exceeding 55% currently.

Contact Name: Steve Milewski, 900 S. Fremont Ave., Alhambra CA 91803
Phone: (626) 458-3573



Unincorporated West Whittier

* April 2007 forward*

Automated Residential Collection Service for Solid Waste, Recycling, and Green Waste.

Service Abstract: UWS has been servicing the unincorporated community of West Whittier since April 2007. UWS transitioned this community from two previous haulers to become the sole hauler. Although the community was accustomed to unlimited manual collection, UWS was able to successfully make the transition to fully automated collection with no interruption in service. UWS currently provides service to approximately 5,600 residents in West Whittier, with current diversion rates reaching over 36%. This community is continuing to improve its diversion rates as a result of increased education.

Contact Name: Steve Milewski, 900 S. Fremont Ave., Alhambra CA 91803
Phone: (626) 458-3573

Unincorporated North West Bay and Mountain

** April 2008 forward**

Automated Residential Collection of Solid Waste, Recycling, Green Waste and Horse Manure

Service Abstract: UWS has been servicing the unincorporated community of North West Bay and Mountain, which is a combination of the unincorporated communities of Agoura Hills, Calabasas, Malibu, and Malibu Lakes, since April 2008. UWS transitioned this community from one previous hauler. The community was accustomed to automated collection service, facilitating the transition. UWS currently provides service to approximately 1,900 residents in North West Bay and Mountain. The current diversion rate in this community is approximately 55%, which is up from the county estimated middle to low range of 20% when UWS began services in 2008. UWS has reached this goal by providing unlimited green waste collection and implementing a very successful manure recycling program in the community.

Contact Name: Steve Milewski, 900 S. Fremont Ave., Alhambra CA 91803
Phone: (626) 458-3573



Unincorporated North East Bay and Mountain

** April 2008 forward**

Automated Residential Collection of Solid Waste, Recycling, Green Waste and Horse Manure

Service Abstract: UWS has been servicing the unincorporated community of North East Bay and Mountain, which is a combination of the unincorporated communities of Topanga, Calabasas, and Malibu, since April 2008. UWS transitioned this community from one previous hauler. The community was accustomed to automated collection service, facilitating the transition. UWS currently provides service to approximately 2,600 residents in North East Bay and Mountain. The current diversion rate in this community is approximately 55%, which is up from the county estimated middle to low range of 20% when UWS began services in 2008. UWS has reached this goal by providing unlimited green waste collection and implementing a very successful manure recycling program in the community.

Contact Name: Steve Milewski, 900 S. Fremont Ave., Alhambra CA 91803
Phone: (626) 458-3573

Unincorporated Pioneer / Carson Park

* October 2011 forward*

Automated Residential Collection of Solid Waste, Recycling, Green Waste

Service Abstract: UWS has been servicing the unincorporated community of Pioneer Carson Park, which is a combination of the unincorporated communities of Long Beach and Cerritos, since October 2011. UWS transitioned this community from one previous hauler. The community was accustomed to automated collection service, facilitating the transition. UWS currently provides service to approximately 600 residents in Pioneer Carson Park.

Contact Name: Steve Milewski, 900 S. Fremont Ave., Alhambra CA 91803
Phone: (626) 458-3573



Unincorporated Mesa Heights

* July 2013 forward*

Automated Residential, Commercial, and Industrial Collection of Solid Waste, Recycling, Green Waste

Service Abstract: UWS has been servicing the unincorporated community of Pioneer Carson Park, which is a combination of the unincorporated communities of Los Angeles bordering Marina Del Rey and Culver City, since July 2013. UWS transitioned this community from one previous hauler. The community was accustomed to automated collection service, facilitating the transition. UWS currently provides service to approximately 8,500 residents and business in Mesa Heights.

Contact Name: Steve Milewski, 900 S. Fremont Ave., Alhambra CA 91803
Phone: (626) 458-3573

11) Evidence of Ability to Perform

Universal Waste Systems Inc. feels confident that we can perform within the timeline allotted by this RFP. UWS has been diligently upgrading our fleet over the last several years and currently has brand new trucks being rolled out on existing routes with others in manufacturing. If awarded this contract UWS has enough “new” CNG vehicles that have recently been deployed to service the entire City of Huntington Park.

We are schedule to complete construction of our in-house CNG fueling station less than 5 miles from the City of Huntington Park. This facility will ensure fueling options for this contract.

UWS manufactures our own commercial containers, and our existing in house staff has the capability of manufacturing 200 containers per week. This in house operation insures us the ability to meet the demands of this contract.



UWS has pre-negotiated and arranged for our residential cart supplier to be on call for an order. We have scheduled a production slot in their schedule to ensure delivery of containers for a January 1, 2015 start date. UWS has also negotiated and tentatively scheduled our container delivery and distribution contractor for a January 1, 2015 start as well.

UWS was featured in 2012 as a “Mack” Success Story due to our large investment in upgrading our fleet to natural gas.

UNIVERSAL WASTE SYSTEMS CONTROLS COSTS WITH MACK

The move to improve air quality in California cities is raising costs among refuse haulers. One company is managing that situation with help from Mack Trucks.

“The challenges in California now are the air quality standards,” said Matt Blackburn, general manager of Universal Waste Systems in Santa Fe Springs, a suburb of Los Angeles. “We’re required with our contracts to have natural gas trucks. A lot of the cities are pushing toward compressed natural gas (CNG). Transitioning to the CNG trucks is a large expense. We’re putting in new infrastructure to fuel the trucks. We need to have enough capacity on the trucks so they can get through their daily routes. On top of that we’re taking trucks that are not fully amortized and transitioning them to run on CNG.”

Those requirements are costly to a growing firm like UWS. Blackburn’s father Mark Blackburn started the business in 1986 with one job and a single truck. Today the company has a 155-truck fleet with 150 employees and three operating facilities. UWS provides solid waste, recycling and green waste service to more than 15,000 single-family homes. (Green waste includes lawn trimmings and food items.) Under a contract with the City of Los Angeles the company offers multi-family recycling to the entire San Fernando Valley, collecting from more than 60,000 units each week. The company also transfers more than 65,000 tons of solid and green waste to local landfills each year.

Faced with a daunting capital budget, Matt Blackburn turned to Mack and its dealer, TEC of Southern California. UWS purchased 14 Mack® TerraPro™ models for collection work and five Pinnacle™ tractors for transfer operations. The TerraPro models run on CNG. The Pinnacle models average 50,000 – 75,000 miles a year between the company’s transfer station and landfills.

One of the keys to managing costs is Mack’s expertise in the refuse-hauling business. “Mack has come up with a lot of good programs and helped us get grant money to pay for the trucks,” he said.

The new models are also more efficient. “Our fuel mileage is great. We’re estimating fuel consumption of between 6 mpg and 8 mpg on the highway, and that’s in a lot of congestion. We’re saving about 2 – 3 mpg.”

In addition to buying new equipment, the company controls costs by building its own bodies and containers, supplying its own labor whenever possible. But savings isn’t the only reason UWS chose Mack.

“We’re happy with the overall quality of the trucks,” he said. “The drivers like the turning radius. They’re very happy with the comfort of the truck, and the visibility. We’re getting more trucks on the road a lot faster than we anticipated. Mack has helped our company be more successful.”



MACK SUCCESS STORY

Residential Cart Guarantee



SYSTEMS INTERNATIONAL, INC.

Michael L. Knaub
Senior Vice President
Managing Director
Waste Technology Division

10021 Westlake Drive
P.O. Box 7009
Charlotte, N.C. 28241
Phone: (704) 944-4500
Fax: (704) 731-1602
mike.knaub@ssi-schaefer.us
www.ssi-schaefer.us

May 20th, 2014

Mr. Matt Blackburn
Universal Waste Systems, Inc
PO Box 3038
Whittier, CA 90605

RE: Huntington Park, CA

Dear Mr. Blackburn:

Please accept confirmation that Schaefer Systems International, Inc. is prepared to meet your manufacturing requirements of January 1, 2015, for 8,000 black USD95M containers, 8,000 blue USD 95M containers and 8,000 green USD95M containers. We fully understand that the order may be placed on or around September 1, 2014.

All the best and much success with the Huntington Park, CA project. Please let us know if you need further assistance going forward.

Sincerely,

A handwritten signature in black ink, appearing to read 'Michael L. Knaub', written over a white background.

Michael L. Knaub
Sr. VP-Managing Director
Waste Technology division



AGENCY CUSTOMER ID: UNIVWAS-01

KPELUSO

LOC #: 1

ADDITIONAL REMARKS SCHEDULE

Page 1 of 1

AGENCY Alliant Specialty Insurance Services, Inc.		NAMED INSURED Universal Waste Systems, Inc. White House Sanitation (see attached for complete named insured) P.O. Box 3038 Whittier, CA 90605	
POLICY NUMBER SEE PAGE 1		NAIC CODE SEE P 1	
CARRIER SEE PAGE 1		EFFECTIVE DATE: SEE PAGE 1	

ADDITIONAL REMARKS

THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM,
FORM NUMBER: ACORD 25 FORM TITLE: Certificate of Liability Insurance

Remarks:

Named Insured
Complete Named Insured:
Universal Waste Systems, Inc.
Universal Waste, Inc.
White House Sanitation
OH Casey
Nu-Way Bin Rentals
Green Wise Soil Technologies



9200 Oakdale Avenue
8th Floor
Chatsworth, CA 91311

(818)428-3558

May 16, 2014

City of Huntington Park
Public Works Director/City Engineer
Attn: James Enriquez

Re: Universal Waste Systems, Inc.
City of Huntington Park RFP for Solid Waste Handling Services

Universal Waste Systems, Inc. has advised us of their interest in submitting a proposal for the captioned contract.

We would favorably consider a request from Universal Waste Systems, Inc. to provide a performance bond in the amount of \$500,000.00. Bond approval would be conditioned upon underwriting considerations such as, but not limited to, bond forms and favorable review and approval of the agreement terms and conditions and related underwriting criteria at the time of the request for the bonds.

The issuance of the performance bond is a matter between our client Universal Waste Systems, Inc. and Westchester Fire Insurance Company. We assume no liability to third parties or to you in conjunction with this letter. This letter is not an assumption of liability, nor is it a bid bond or a performance bond. It is issued only as a bonding reference, as requested by our client.

Sincerely,



Margareta T. Thorsen
Attorney-in-Fact

CALIFORNIA ALL-PURPOSE ACKNOWLEDGMENT

State of California }
County of Los Angeles }
On 5/16/14 before me, Sonia Vizcarrondo, Notary Public
Date Here Insert Name and Title of the Officer
personally appeared Margareta T. Thorsen
Name(s) of Signer(s)

who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.



I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.

Place Notary Seal Above

Signature: Sonia Vizcarrondo
Signature of Notary Public

OPTIONAL

Though the information below is not required by law, it may prove valuable to persons relying on the document and could prevent fraudulent removal and reattachment of this form to another document.

Description of Attached Document

Title or Type of Document: _____

Document Date: _____ Number of Pages: _____

Signer(s) Other Than Named Above: _____

Capacity(ies) Claimed by Signer(s)

Signer's Name: _____

Signer's Name: _____

Corporate Officer — Title(s): _____

Corporate Officer — Title(s): _____

Individual

Individual

Partner — Limited General

Partner — Limited General

Attorney in Fact

Attorney in Fact

Trustee

Trustee

Guardian or Conservator

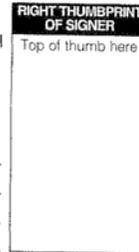
Guardian or Conservator

Other: _____

Other: _____

Signer Is Representing: _____

Signer Is Representing: _____



Power of Attorney

WESTCHESTER FIRE INSURANCE COMPANY

Know all men by these presents: That WESTCHESTER FIRE INSURANCE COMPANY, a corporation of the Commonwealth of Pennsylvania pursuant to the following Resolution, adopted by the Board of Directors of the said Company on December 11, 2006, to wit:

"RESOLVED, that the following authorizations relate to the execution, for and on behalf of the Company, of bonds, undertakings, recognizances, contracts and other written commitments of the Company entered into the ordinary course of business (each a "Written Commitment")

- (1) Each of the Chairman, the President and the Vice Presidents of the Company is hereby authorized to execute any Written Commitment for and on behalf of the Company, under the seal of the Company or otherwise
- (2) Each duly appointed attorney-in-fact of the Company is hereby authorized to execute any Written Commitment for and on behalf of the Company, under the seal of the Company or otherwise, to the extent that such action is authorized by the grant of powers provided for in such persons written appointment as such attorney-in-fact.
- (3) Each of the Chairman, the President and the Vice Presidents of the Company is hereby authorized, for and on behalf of the Company, to appoint in writing any person the attorney-in-fact of the Company with full power and authority to execute, for and on behalf of the Company, under the seal of the Company, or otherwise, such Written Commitments of the Company as may be specified in such written appointment, which specification may be by general type or class of Written Commitments or by specification of one or more particular Written Commitments
- (4) Each of the Chairman, the President and Vice Presidents of the Company is hereby authorized, for and on behalf of the Company, to delegate in writing any other officer of the Company the authority to execute, for and on behalf of the Company, under the Company's seal or otherwise, such Written Commitments of the Company as are specified in such written delegation, which specification may be by general type or class of Written Commitments or by specification of one or more particular Written Commitments
- (5) The signature of any officer or other person executing any Written Commitment or appointment or delegation pursuant to this Resolution, and the seal of the Company, may be affixed by facsimile on such Written Commitment or written appointment or delegation.

FURTHER RESOLVED, that the foregoing Resolution shall not be deemed to be an exclusive statement of the powers and authority of officers, employees and other persons to act for and on behalf of the Company, and such Resolution shall not limit or otherwise affect the exercise of any such power or authority otherwise validly granted or vested.

Does hereby nominate, constitute and appoint Margareta T Thorsen, all of the City of PASADENA, California, each individually if there be more than one named, its true and lawful attorney-in-fact, to make, execute, seal and deliver on its behalf, and as its act and deed any and all bonds, undertakings, recognizances, contracts and other writings in the nature thereof in penalties not exceeding Ten million dollars & zero cents (\$10,000,000.00) and the execution of such writings in pursuance of these presents shall be as binding upon said Company, as fully and amply as if they had been duly executed and acknowledged by the regularly elected officers of the Company at its principal office.

IN WITNESS WHEREOF, the said Stephen M. Haney, Vice-President, has hereunto subscribed his name and affixed the Corporate seal of the said WESTCHESTER FIRE INSURANCE COMPANY this 28 day of March 2013.

WESTCHESTER FIRE INSURANCE COMPANY



Stephen M. Haney
Stephen M. Haney, Vice President

COMMONWEALTH OF PENNSYLVANIA
COUNTY OF PHILADELPHIA

ss.
On this 28 day of March, AD 2013 before me, a Notary Public of the Commonwealth of Pennsylvania in and for the County of Philadelphia came Stephen M. Haney, Vice-President of the WESTCHESTER FIRE INSURANCE COMPANY to me personally known to be the individual and officer who executed the preceding instrument, and he acknowledged that he executed the same, and that the seal affixed to the preceding instrument is the corporate seal of said Company, that the said corporate seal and his signature were duly affixed by the authority and direction of the said corporation, and that Resolution, adopted by the Board of Directors of said Company, referred to in the preceding instrument, is now in force.

IN TESTIMONY WHEREOF, I have hereunto set my hand and affixed my official seal at the City of Philadelphia the day and year first above written.



COMMONWEALTH OF PENNSYLVANIA
NOTARIAL SEAL
KAREN E. BRANDT, Notary Public
City of Philadelphia, Phila. County
My Commission Expires September 24, 2014

Karen E. Brandt
Notary Public

I, the undersigned Assistant Secretary of the WESTCHESTER FIRE INSURANCE COMPANY, do hereby certify that the original POWER OF ATTORNEY, of which the foregoing is a substantially true and correct copy, is in full force and effect.

In witness whereof, I have hereunto subscribed my name as Assistant Secretary, and affixed the corporate seal of the Corporation, this 16 day of May 2014



William L. Kelly
William L. Kelly, Assistant Secretary

THIS POWER OF ATTORNEY MAY NOT BE USED TO EXECUTE ANY BOND WITH AN INCEPTION DATE AFTER March 28, 2015

THE BACK OF THIS DOCUMENT LISTS VARIOUS SECURITY FEATURES

THAT WILL PROTECT AGAINST COPY COUNTERFEIT AND ALTERATION.

[Back to search results](#)

Bureau Number: 1-20-64-85

Primary Name and Address:

UNIVERSAL WASTE INC
P O BOX 3038
WHITTIER CA 90605

Experience Modification(s):

Year	Mod	Type	Status
2014	139	Original	Previously Issued
2013	124	Revised	Previously Issued
2012	102	Revised	Previously Issued
2011	98	Original	Previously Issued
2010	107	Original	Previously Issued
2009	83	Original	Previously Issued
2008	121	Revised	Previously Issued
2007	111	Original	Previously Issued
2006	89	Original	Previously Issued
2005	91	Revised	Previously Issued
2005	90	Original	Previously Issued
2004	90	Original	Previously Issued
2003	110	Original	Previously Issued
2002	86	Original	Previously Issued

To receive an X-Mod Direct® automated email alert whenever action occurs for this Bureau Number, click [here](#)

To learn how to use X-mod Direct®, view the [video demonstration](#).

Bureau Assigned Classification(s):

Class Code	Suffix	Inspection Type	Description
8742	01	Inspected	Salespersons-Outside
8810	01	Inspected	Clerical Office Employees
9424	00	Inspected	Garbage, Ashes or Refuse Dump Operations

13) Affidavit re Anti-Collusion & No Other Pending Legal Action

Attachment 5

Affidavit Re Anti-Collusion and No Other Pending Legal Actions

THIS ATTACHMENT MUST BE COMPLETED IN ORDER FOR PROPOSER'S BID TO BE CONSIDERED.

The undersigned, being first duly sworn, deposes and says:

I have the legal authority to execute this affidavit on behalf of Universal Waste Systems, Inc. ("Proposer").

Proposer has not directly or indirectly induced, solicited, colluded with, or agreed with any other person, potential proposer(s), or actual proposer(s) to refrain from submitting a proposal, to control the price of a proposal, nor to limit the scope of a proposal or number of proposers.

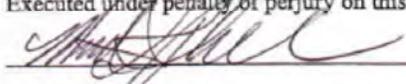
Proposer further has not and will not share the information to be contained in Proposer's sealed proposal to any other person, potential proposer(s), or actual proposer(s) until the sealed proposals are opened by the City of Huntington Park ("City"). The prohibition does not extend to those that have a partnership or other similar financial interest in Proposer.

Proposer has not directly or indirectly induced, solicited, colluded with, or agreed with any City official, officer, employee, or representative to as to the price or scope of services in the solid waste agreement, nor have there been any conversations between Proposer and any City official regarding the exchange of money or other things of value for special consideration in the award of said solid waste agreement.

Proposer has not made any payment, donation, nor agreed to pay or agreed to make a donation either directly or indirectly to any City official, officer, employee, or representative for special consideration in the award of said solid waste agreement.

Proposer is not aware of any other pending legal actions against Proposer with respect to contracts for solid waste handling services, alleged safety violations, including OSHA violations, and other alleged violations of applicable labor laws other than those Proposer disclosed in its Request for Proposal submittal.

Executed under penalty of perjury on this 21 day of MAY at SANTA FE SPRINGS CA.



BY: Mark Blackburn

TITLE: President

Subscribed and sworn to before me this 21st day of May, 2014.

(Seal of Notary)




Signature of Notary

2575030410-0010
5963350.4 #03/18/14

14) Solid Waste Franchise Experience

UWS currently provides exclusive municipal solid waste collection, disposal, and recycling services to seven (8) public agencies under long-term contract. The table below identifies the nature of each contract and the corresponding jurisdiction; additional operational data provided for each can be found herein under UWS’ response “Similar Services”.

<i>Nature of Service</i>		<i>Jurisdiction</i>
1	Automated Multi-Family Recycling Service (155,000 Units)	City of Los Angeles
2	Residential Collection Svc. for Solid Waste, Recycling/Green Waste, Manure	City of Ranch Palos Verdes
3	Automated Residential/Comm. Solid Waste, Recycling and Green Waste Svc.	Malibu Garbage Disp. District (<u>LA County</u>)
4	Automated Residential Collection Svc. for Solid Waste, Recycling/Green Waste	West Whittier (<u>LA County</u>)
5	Automated Residential Collection Svc. for Solid Waste, Recycling/Green Waste	North West Bay and Mountain(<u>LA County</u>)
6	Automated Residential Collection Svc. for Solid Waste, Recycling/Green Waste	North East Bay and Mountain(<u>LA County</u>)
7	Automated Residential Collection Svc. for Solid Waste, Recycling/Green Waste	Pioneer Carson Park (<u>LA County</u>)
8	Automated Residential Collection Svc. for Solid Waste, Recycling/Green Waste	Mesa Heights Garbage Disp. District (<u>LA County</u>)

**For a complete list of cities and points of contact please see list
on page 65.**

Universal Waste Systems, Inc. /City of Huntington Park Solid Waste Handling Service
May 17, 2014

City of Jurisdiction	Contact	Address	Phone #	Start Service	Residential	Commercial	Multifamily	Trash	Recycling	Green Waste	Manual	Automated	Exclusive	Non-Exclusive
Costa Mesa	Alfa Lopez	PO Box 1200 Costa Mesa, CA 92628	714-754-5024	3/1/2010		X	X	X	X	X				X
Newport Beach	Hortensia Maito	3300 Newport Blvd., Newport Beach CA 92658	949-644-3141	3/1/2010		X	X	X	X	X				X
Irvine	Mike Byrne	1 Civic Center Dr., Irvine CA 90606	949-724-6357	3/1/2010		X	X	X	X	X				X
Agoura Hills	Luis Celaya	30001 Lady Face Ct, Agoura Hills CA 91301	818-597-7314	4/1/2008		X	X	X	X	X				X
Los Angeles County Unincorporated	Saro Toutoujian	900 S. Fremont Ave., Alhambra CA 91803	626-458-5172	9/15/1986		X	X	X	X	X		X		X
LA County Pioneer/ Carson Park	Steve Milewski	900 S. Fremont Ave., Alhambra CA 91803	626-458-3573	10/1/2011		X	X	X	X	X		X		X
LA County West Whittier	Steve Milewski	900 S. Fremont Ave., Alhambra CA 91803	626-458-3573	4/1/2007		X	X	X	X	X		X		X
LA County NE Bay and Mountain	Steve Milewski	900 S. Fremont Ave., Alhambra CA 91803	626-458-3573	4/1/2008		X	X	X	X	X		X		X
LA County NW Bay and Mountain	Steve Milewski	900 S. Fremont Ave., Alhambra CA 91803	626-458-3573	4/1/2008		X	X	X	X	X		X		X
LA County Malibu	Terri Alex	900 S. Fremont Ave., Alhambra CA 91803	626-458-3529	7/1/2008		X	X	X	X	X		X		X
Garbage District LA County Mesa Heights Garbage District	Terri Alex	900 S. Fremont Ave., Alhambra CA 91803	626-458-3529	7/1/2013		X	X	X	X	X		X		X
City of Los Angeles Multifamily Recycling	Michelle Mikeseil	1149 S. Broadway, Los Angeles CA 90015	213-485-3884	4/1/2007			X		X		X	X		X
Bell Gardens	Veronica Sanchez	8327 Garfield Ave., Bell Gardens CA 90201	949-251-741	9/15/1986		X	X	X	X	X				X
Vernon	Dave Davis	4305 Santa Fe Ave., Vernon CA 90058	951-694-4001	9/15/1986		X	X	X	X	X				X
Glendale	Heartwell Dean	141 N. Glendale Ave., Glendale CA 91206	818-550-3485	9/15/1986		X	X	X	X	X				X
Burbank	Susan Langford	500 S. Flower St., Burbank CA 91502	818-238-5500	9/15/1986		X	X	X	X	X				X
Torrance	Debbie quach	20500 Madrona Ave., Torrance CA 90503	310-781-7605	9/15/1986		X	X	X	X	X				X
Commerce	Linda Wright	2535 Commerce Way, Commerce CA 90040	323-722-4805	9/15/1986		X	X	X	X	X				X
Long Beach	Amy Zeider	2929 E. Willow St., Long Beach CA 90806	562-570-2850	9/15/1986		X	X	X	X	X				X
Los Angeles	Karen Coca	1149 S. Broadway, Los Angeles CA 90015	213-485-3905	9/15/1986		X	X	X	X	X				X
Montebello	Destree Sicario	1700 W. Victory Blvd., Montebello CA 90604	323-887-4540	9/15/1986		X	X	X	X	X				X
Pasadena	Carmen Rubio	PO Box 7115, Pasadena CA 91105	626-744-7162	9/15/1986		X	X	X	X	X				X
Malibu	Rebecca Nelson	23825 Stuart Ranch Rd, Malibu CA 90265	310-456-2489	7/1/2008		X	X	X	X	X				X
Sancho Palos Verdes	Lauren Ramirez	30340 Hawthorne Blvd., RPY CA 90275	310-544-5024	2/1/2004	X	X	X	X	X	X	X	X	X	X

15) Diversion Rates

Universal Waste Systems Inc. has been providing solid waste and recycling service in Los Angeles County since 1986. UWS has always remained in compliance with all of our contracts, and we have adapted to changes in laws and regulations. As of our most recent reporting period approximately 90% of our cities are meeting or exceeding their diversion requirements. UWS due to our size and personal commitment is able to work within each service area to identify and customer tailor programs that are successful. UWS continues to work within each jurisdiction to meet their goals. Every service area and contract shows continual improvements. The below citations are examples of service areas that are meeting and exceeding statewide mandates:

- Los Angeles County NE and NW Bay and Mountain Contract: 63%
 - Residential Service Only
- Los Angeles County Malibu Garbage Disposal District: 59.3%
 - Commercial, Multifamily, and Residential
- City of Newport Beach: 55%
 - Commercial, Multifamily, and Roll Off Services
- City of Pasadena: 61%
 - Commercial, Multifamily, and Roll Off Services
- City of Rancho Palos Verdes: 50%
 - Commercial, Multifamily, Residential, and Roll Off Services

16) Community Outreach

Sample Public Outreach Material from UWS most recent transition:

YOUR CURRENT COLLECTION DAYS WILL NOT CHANGE



South San Gabriel Universal Waste Systems Inc.

The County of Los Angeles Board of Supervisors recently awarded a seven year contract to Universal Waste System Inc. (UWS) to provide trash collection and recycling services in carts to all single family and two-unit residential properties in the South San Gabriel Community beginning July 1, 2014. UWS and the County have worked together to provide additional services at a reduced rate. The information contained in this pamphlet should answer any questions that you may have. If you have any additional questions, please contact us at (800) 631-7016.

UWS is a comprehensive municipal solid waste and recycling company providing service to thousands of satisfied residential and commercial customers throughout Southern California. UWS is quickly celebrating its 28th anniversary. UWS remains true to its roots, operating in the tradition of providing excellent service at reasonable prices. UWS is also family based, with three generations of the Blackburn family owning and managing the company.

UWS is equipped with a wide range of physical resources and inventory sufficient to satisfy all service obligations. UWS currently operates five locations throughout Southern California, committed to operating clean-fuel collection vehicles that set the standard for safety, appearance, and environmental compliance.

UWS provides a broad range of residential, commercial, and industrial waste and recycling service. We are here to assist you with all of your waste and recycling needs. We look forward to offering you the highest quality of solid waste and recycling services at a competitive price.

“Large enough to service your disposal needs, yet small enough to care”

UWS Customer Service can be reached
Monday through Friday 8:00 a.m. - 5:00 p.m.
Saturday 8:00 a.m. - 12:00 p.m.

(800) 631-7016
www.uwssystem.com



Printed on Recycled Paper

WILL I BE USING MY EXISTING CARTS?
No, each household will receive three new carts. The BLACK cart is to be used for trash, the BLUE cart is to be used for recyclable material, and the GREEN cart is to be used for green waste. UWS will begin delivering your new containers on June 16, 2014. If you require smaller carts or to order additional carts, please contact our customer service after July 15, 2014.

WHAT WILL BE MY RATE UNDER THE NEW AGREEMENT?
The rates for Fiscal Year 2014-2015 will be \$18.32 per month for basic service and \$13.74 per month with senior discount (for qualifying seniors).

Basic service includes:

- One-a-week automated trash, recycling, and green waste collection service
- One 96 gallon trash cart, upon request
- One 96 gallon green waste cart, upon request
- One 96 gallon commingled recyclables cart, upon request
- Smaller and additional carts available, upon request
- Free Holiday Tree Collection Services
- Annual outside clean-up event (including certain electronic devices)
- Mulch and Compost Give Away Program
- Free SHARPS program to qualifying residents
- E-waste & Clothing Drop-off Program
- Used Motor Oil Collection Event
- Paper Shredding Event
- Roll-out service -- upon request, for qualifying elderly and disabled customers
- Six (6) on call pick-ups a year of bulky items in unlimited quantities, including:

WILL MY COLLECTION DAY CHANGE?
NO, your collection day will remain the same. Please continue to place your carts out on your current collection day.

WHEN DO I SET MY CARTS OUT?
Carts should be set out for collection, along curbside with handles facing your house, by 6:00 a.m. on your collection day. You may set your carts out the night before, but no earlier than 5:00 p.m. After collection, you should remove your carts from the curb by 8:00 p.m. the day of collection and store them in a convenient place near your house. IF YOUR TRASH PICKUP IS MISSED, call us at (800) 631-7016 and we will return the same day, at no additional charge, if you call before 3:00 p.m., or on the next day if you call after 3:00 p.m.

WHAT ABOUT ITEMS THAT WON'T FIT IN THE CART?
Universal Waste Systems, Inc. (UWS) will collect unlimited bulky items six times per year. To request this service, please contact customer service at (800) 631-7016 at least 24 hours in advance of your scheduled collection day. Examples of bulky items include discarded furniture (chairs, sofas, mattresses, box springs,); appliances (refrigerators, ranges, washers, dryers, water heaters, etc.)

WHAT IF MY CART IS DAMAGED OR STOLEN?
The carts are property of UWS and we expect residents to take reasonable care. They should not be painted, mutilated, altered or modified in any way. If the collection truck damages or destroys your cart, it will be replaced at no cost to you. If the responsibility for the damage of a cart cannot be determined, UWS will replace it free of charge.

Household Hazardous Waste/E-Waste

The County of Los Angeles offers FREE Household Hazardous Waste/Electronic Waste (HHW/E-Waste) Collection Events throughout the year to properly dispose of unwanted paint, pesticides, pool chemicals, used motor oil, etc. For more information on dates and locations, please call 1(888) CLEAN LA or you can visit www.CleanLA.com.

Temporary Bin Rentals

If you would like to rent a temporary bin for construction and demolition materials, please contact UWS at (800) 631-7016. We offer several different bin sizes and can fit your needs.

Holiday Schedule

UWS observes the following holidays:

When the holiday falls on a weekday, collection for the remainder of the week will be delayed by one day.





BLACK Cart is for Trash

- Bamboo
- Bagged pet waste & litter
- Broken glass
- Broken dishes
- Cactus
- Ceramic
- Cereal liners
- Chip bags
- Dirty or soiled paper
- Disposable diapers
- Drycleaner bags
- Egg cartons
- (Styrofoam)
- Empty motor oil & antifreeze containers
- Food waste
- Frozen food boxes
- Incandescent & halogen light bulbs only (no fluorescent tubes or bulbs)
- Garden Hoses
- Invasive plants
- Ivy
- Juice cartons and boxes
- Milk cartons
- Men's blinds
- Mirrors
- Palm Fronds
- Plastic Bags
- Plastic bakery trays
- Stretch wrap
- Styrofoam & packing peanuts
- Tissue paper
- (Styrofoam, etc.)
- Toys (plastic)
- Take-out containers
- Wax & plastic-coated cardboard
- Window glass

BLUE Cart is for Recyclables

- Aluminum trays, plates
- Bleach bottles (#2 plastic)
- Brown paper bags
- Cans (metal food and drink cans)
- Cardboard boxes (corrugated)
- Catalogues
- Cereal boxes (without liners)
- Cigarette packages
- Computer paper
- Cream bottles
- Detergent boxes (laundry)
- Dish soap bottles (#2 plastic)
- Egg cartons (paper)
- Envelopes
- Gift wrap (non-metallic)
- Glass bottles & jars & lids
- Juice bottles (#1 plastic)
- Junk mail
- Magazines
- Newspapers and Biers
- Office paper
- Paint cans (empty)
- Paper towel tubes
- Photocopy paper
- Pizza boxes (clean)
- Plastic containers
- Prescription bottles
- Salad dressing bottles (plastic)
- Shampoo bottles (#1 & #2)
- Shoe boxes
- Telephone books
- Tissue boxes
- Tear-paper tubes
- Tab containers (#1 - #7)
- Water jugs

GREEN Cart is for Green Waste

- Branches (less than 4 ft long and 4 inches in diameter)
- Brush
- Flower cuttings
- Flowers
- Garden trimmings
- Grass
- Hay
- House plants
- Lawn clippings
- Leaves
- Pruning
- Shrubbery
- Stems
- Tree Traps (less than 4 ft long and 4 inches in diameter)
- Woods
- Wood Chips
- Yard Waste
- ** No Rocks or Dirt

SCAVENGING OF RECYCLABLES IS ILLEGAL!

Help us reduce scavenging by reporting the vehicle type and license plate number to your local Sheriff's Department at (910) 452-4000.

CART GUIDE (Attached to all containers on delivery)

67 | Page

Universal Waste Systems Inc.



**Universal Waste Systems Inc.
9016 Norwalk Blvd.

Santa Fe Springs, CA 90670
(800) 631-7016**

Dear Customer:

The County of Los Angeles Board of Supervisors recently awarded an exclusive seven year franchise agreement to Universal Waste Systems Inc. (UWS) to provide trash collection and recycling services in carts to all single-family and two-unit residential properties within the South San Gabriel franchise area. Effective July 1, 2014, UWS will be the new waste hauler for your community. We look forward to providing you the highest quality of solid waste and recycling services.

Standard services will include three new 96-gallon carts: one black cart for household trash, one blue cart for recyclables, and one green cart for green waste at a monthly rate of \$18.32 per month, a savings of 32%. As a UWS customer, you are also entitled to curbside trash and recycling collections six times per year, holiday tree collection, curbside community cleanups, and drop-off events. Senior residents may be eligible for a 25% discount if they meet the criteria. Please contact our Customer Service Department for additional information or to request special services such as roll-out/back yard service, discounts (senior), smaller 64 or 32-gallon carts, or extra carts. UWS will distribute a welcome packet explaining all of the services available to you as well as educational materials highlighting the importance of recycling. These materials will be provided with the delivery of new carts.

You will receive your new 96-gallon carts during the period of June 16, 2014 through June 21, 2014. Existing Athens Services carts will be removed during the period of June 23, 2014 through June 27, 2014 on the day of your regular collection day. As such, we request that you please leave your existing Athens Services carts out at the curb for removal. Beginning July 1, 2014, UWS will begin service under the new franchise agreement.

To better provide residents with information regarding services under the new franchise agreement and answer questions that residents may have, UWS will be conducting community information meetings. These meetings will be held at the Evergreen Baptist Church, 1255 San Gabriel Blvd. Rosemead, CA, on Thursday, June 12, 2014, at 6:30 p.m., and Saturday, June 14, 2014, at 10:00 a.m. We encourage residents to attend these meetings.

Universal Waste Systems Inc. is a family owned and operated local solid waste and recycling company serving Southern California since 1986. Our ownership is three generations strong with a combined total of close to 100 years' experience in the waste and recycling industry, and we look forward to providing your solid waste and recycling needs. We greatly appreciate the opportunity to provide quality service in your community.

Should you have any questions or concerns, please contact us toll-free at 800-631-7016 Monday through Friday from 7 am to 5 pm and Saturdays from 8 am to 12 pm.

Sincerely,

Sample

Universal Waste Systems Inc.



Universal Waste Systems, Inc. /City of Huntington Park Solid Waste Handling Service
May 17, 2014

RESIDENTIAL SERVICE RATES

July 1, 2014

Subscription Order

To Our Valued South San Gabriel Customer:

The County of Los Angeles Board of Supervisors has Universal Waste Systems Inc. a franchise to provide trash collection services in the South San Gabriel unincorporated community that will commence on July 1, 2014 and end on June 30, 2021. Universal Waste Systems Inc. takes great pride in the work we do to keep the environment clean and protected for our future. Your participation in waste reduction practices and buying products made from recycled content are integral components of a sustainable society, and we thank you for your efforts.

We will charge all residential customers of this community the rates shown on this subscription order. Please take a moment to note the rates and services offered below. The standard services and corresponding rates listed below are for services for which you subscribe beginning July 1, 2014. To request additional services or if you have any questions or concerns, please do not hesitate to call Universal Waste Systems Inc. customer service department, Monday thru Friday 8:00 am to 5:00 pm at 1-800-631-7016.

The term of your subscription order is 7 years commencing July 1, 2014, and ending June 30, 2021, unless it is terminated earlier as described in the enclosed Customer Bill of Rights. It cannot be longer than the term of Universal Waste Systems Inc. franchise with the County and cannot be automatically renewed or extended.

Standard Services / billed quarterly:

Sample

\$ XXX /quarter (\$XXXX /month)

25 percent Senior Discount:

\$XXXX/quarter (\$XXXXX/month)

For residents who meet the following criteria: head of household, over 62 and qualify for utility rate discounts based on financial need OR generate a small amount of waste and use a 32 gallon cart for refuse.

Standard household family services include:

- ✓ Once-a-week automated refuse, green waste, and recyclables collection service
- ✓ One 96 gallon refuse cart
- ✓ One 96 gallon green waste cart
- ✓ One 96 gallon commingled recyclables cart
- ✓ Alternative to 96 gallon containers- Upon request, if you have space limitations, you may receive either 64 or 32 gallon containers
- ✓ An extra green waste container and/or one extra recyclable container free of charge upon request
- ✓ Free Holiday Tree Collection Services
- ✓ Annual curbside clean-up events (including electronic waste)
- ✓ Semi-Annual drop-off event for certain electronic devices & clothing
- ✓ Free on-call bulky item and electronic waste collections in unlimited quantities (twice per year)
- ✓ Free on-call bagged refuse collections in unlimited quantities (four per year)
- ✓ Free on-call bagged green waste collections in unlimited quantities (eight per year)
- ✓ Ten special community clean-up events per year
- ✓ Free SHARPS containers and disposal services (four per year)

ADDITIONAL SERVICES Available Upon Request

Additional Containers: Each:

\$XXXX/quarter (\$XXXXquarter with senior discount)

Additional (more than two/year) on-call collection of

Bulky items and certain electronic devices:

\$XXXX per collection (\$XXXX with senior discount)

Scoter Service: For any customer who requests this service or for difficult to service residential premises (such as hills or cul-de-sacs where collection vehicles cannot safely drive):

\$XXXX/quarter (\$XXX with senior discount)

Roll-out/backyard service: This service means Universal Waste Systems Inc. brings containers to the curb to be serviced by collection vehicle and returned to the back yard or other designated location.

For qualifying customers: **free**

For all other customers: **\$XXXX/ quarter (\$XXXX with senior discount)**

Residential Bin Rentals (1.5 YD & 3 YD) and Temporary Roll-Off Services

CUSTOMER BILL OF RIGHTS

Universal Waste Systems, Inc. /City of Huntington Park Solid Waste Handling Service
May 17, 2014

What We Will Collect. We will collect residential refuse, green waste, and commingled recyclables in carts we provide, within one week of your requesting services. You must place refuse, recyclable materials, and green waste in the appropriate carts. Materials placed outside of carts will not be picked up unless previous arrangements have been made as described below. Please remember that the County requires you to put out carts for collection no earlier than 5:00 pm on the day before scheduled collection and retrieve them no later than 8:00 pm on the day of collection or 2 hours after collection, whichever is later.

We Will Not Collect Hazardous Waste. State law prohibits disposal of hazardous materials and certain electronic devices in your trash. These include: most paints, pesticides, petroleum derivatives such as motor oil and solvents, electronic devices such as cathode ray tubes (as in TV and computer monitors), LCD and plasma screens. Other items banned from disposal include: batteries, thermostats, computers, telephones, answering machines, radios, stereo equipment, tape players/recorders, phonographs, videocassette players/recorders, calculators, aerosol cans, fluorescent lights, and certain mercury-containing devices. If these items are identified in your trash, your cart will be tagged and not collected. Certain electronic devices may be separately collected as described below. For additional safe and legal disposal options, call 1(888) CLEAN LA or visit www.CleanLA.com.

When We Will Collect. We will make collections once a week between the hours of 6:00 a.m. to 6:00 p.m. on the same day of the week indicated on your invoice (Monday through Friday) each week. If your scheduled collection day falls on or after a holiday, collection will be delayed during the holiday week by one day (Friday customers will have their collection on Saturday). The holidays we observe are Memorial Day, Independence Day, Labor Day, Thanksgiving, Christmas and New Year's Day. Should there be a permanent change in your scheduled collection day, we will notify you in advance. If we miss your collection, please call us and we will return to pick it up, without charge, on the same day if you call before 3:00 p.m. or on the next collection day if you call after 3:00 p.m. We will resolve any other complaints within the same time period.

How Much We Will Charge. We will charge all our customers the rates shown on the Subscription Order Form for standard services and any additional requested services.

Where We Will Pick Up. You must set your carts at the curb unless you have roll-out service. If we agreed to collect on private driveways or pavement, we will ask you to sign a waiver of damage liability and/or indemnification. We must repair or replace, to your satisfaction, damaged property, and reimburse you for cost of personal injury, caused by our negligence or willful acts or omissions. In addition to enforcing your rights under the franchise agreement, you may institute civil suits allowed under law.

We Can Bring Your Carts Out To The Pickup Point (Roll-Out Service). At no additional charge, for residential customers who certify they are not able-bodied or are elderly (over the age of 62) and have no able-bodied person residing in their household, we will provide roll-out services (on premise collection) of all weekly collection services: refuse, recyclable materials, and green waste collection, as well as the annual curbside clean-up event, holiday tree pick-ups, and additional on-call pickups. These services are also available to any other customer upon request at the charge listed on your subscription order.

Alternatives To Fully Automated Carts. If you have space restrictions at your container storage or set-out site, you may request alternatives to 96 gallon carts free of charge. For difficult to service areas, such as cul-de-sacs or hills, where automated collection vehicles cannot safely drive, we will provide manual scooter service and containers that are of the same capacity at the charge listed on your subscription order. We will also provide this service to any other customer upon request.

Weight Limitations Of Carts. The weight limit for each automated cart is as follows: 96 gallon cart = 336 lbs., 64 gallon cart = 227 lbs., 32 gallon cart = 122 lbs.

Replacement/Removal/Repair. At no charge, we will deliver or exchange containers within 7 days of your request, remove containers within 8 days of your request, and repair or replace damaged or stolen containers by the next service day after your request. (We may charge to replace a stolen cart if you do not report the theft to the police. We will remove graffiti from containers within 5 days of your request, or within 48 hours if the graffiti consists of picture or verbal obscenities, weekends excepted.)

Annual Curbside Clean-Up Event. We will conduct a Clean-Up Event once a year. We will collect unlimited amounts of bulky items, excess solid waste, up to 2 passenger car or pickup truck tires, and certain electronic devices free of charge. We will notify you of the annual Clean-Up Event two weeks in advance.

Holiday Tree Pickups. At your request, we will collect your holiday trees (such as Christmas trees and Hanukkah bushes) placed at the curb on your regularly scheduled collection day between December 26th and January 14th. You must strip them of ornaments, garlands, tinsel, flocking and stands.

Eight On-Call Bagged Green Waste Pickups: We will collect extra green waste set out at the curb in bags, eight times per year at no additional charge, on your next regularly scheduled pickup day if you call us at least 24 hours in advance.

SHARPS Collection and Disposal: You may request up to four SHARPS containers per year, for storing and mailing sharps upon customer request without additional cost.

Four On-Call Bagged Refuse Pickups: We will collect extra refuse set out at the curb in bags, four times per year, at no additional charge, on your next regularly scheduled pickup day if you call us at least 24 hours in advance.

Semi-Annual Drop-off Events for Certain Electronic Devices and Clothing: twice per year we will collect without cost to you, unlimited amounts of Residential Customers' E-waste and clothing at a drop-off site in your community. We will notify you of the events two weeks in advance.

Two On-Call Pickups Of Bulky Items (including E-waste): You may request two pickups of bulky items and electronic items at no charge on your next regularly scheduled pickup day if you call us at least 24 hours in advance. Examples of bulky items include discarded furniture (such as chairs, sofas, mattresses, box springs, and rugs); appliances (such as refrigerators, range, washers, dryers, water heaters, dishwashers, plumbing, and other similar items).

Additional On-Call Pickups Of Bulky Items: You may also request pickups of bulky items, as described above, in excess of two times a year on your next regularly scheduled pickup day, at the charges listed on your subscription order, if you call us at least 24 hours in advance.

Additional Customer Options Regarding Recyclables: Customers may donate or sell any or all of their recyclables to persons other than Universal Waste Systems Inc.

When You Must Pay. Universal Waste Systems Inc. bills residential services three months in advance. We mail you your bill on or after the first day of your billing period, for example, on April 1 for the billing period of April, May, and June. Your bill is due no later than the last day of the first month, for example, on April 30. If we do not receive payment by the last day of the second month, for example, on May 31, your bill will become delinquent and an additional 10% fee will be added to the balance. We may terminate your service if you do not timely pay your service fees. There will be a charge of \$25.00 for interruption of service and a \$25.00 fee on returned checks.

Customer Termination Rights And Right To Self-Haul. You may terminate service without cause at any time by giving us 90 days' notice. You may also terminate service immediately in the event of certain emergencies and if we fail to provide service (such as missing pickup or failing to timely repair or replace containers) or we bill you incorrectly. You also have the right to self-haul your waste instead of subscribing to our service.

We Will Refund: any overcharges (including advance payments for services that you subsequently cancel) within 30 days after we receive your request. We will pay you interest on overcharges (other than advance payments for subsequently canceled services) at 10 percent per annum from the date the overcharge until the date refunded.

Where You Can Contact Us. You may call us regarding service or complaints toll free at 1-800-631-7016 between 7am and 5pm weekdays, except holidays and from 8am to 12pm on Saturday. You may come to our office located at 9016 Norwalk Blvd., Santa Fe Springs CA 90670 or you may mail correspondence to our office address. If we do not satisfactorily resolve any complaint, you may call the County at 1-800-993-5844.

We Do Not Discriminate. If you are entitled to service, we will not discriminate against you on account of race, creed, color, sex, gender, national origin, ancestry, religion, age, physical or mental disability, marital status, or political affiliation.

Rights Of Privacy. We will observe and protect your rights of privacy and trade secrets. Unless you give us permission, we will not reveal any information identifying you or the composition or contents of your solid waste to any person except the County or if required by law.

Sample Community Meeting Education Campaign

Into the BLUE

- Aluminum cans
- Aluminum foil
- Brochures
- Cardboard
- Computer paper
- Glass bottles & jars
- Junk mail
- Magazines
- Mixed paper
- Newspaper
- Paper tubes
- Phone books
- #1 - #7 plastic bottles
- Plastic soda or water bottles
- Tissue boxes
- Used envelopes



Into the GREEN

- Acceptable Items**
 - Grass clippings
 - Tree stumps
 - Fencing
 - Wood & fence
 - Brush & shrub
 - Stumps & small branches
 - Bird of paradise (one down)
- Non-Acceptable Items**
 - Palm fronds
 - Pet waste
 - Dirt & rock
 - Concrete
 - Food waste
 - Cactus
 - Bird of paradise



Residential Rates

- Basic rate: \$18.13 per month.
- Billed \$34.09 per quarter
- 25% senior discount rate: \$13.74/month.
- Billed \$41.22 per quarter
- One extra green waste and/or recyclable cart at no additional cost
- Additional carts at \$5.00 per month
- \$15.00 per quarter (\$11.25 with senior discount)

Residential Service Includes.....

- 21% Senior citizen discount
- Curbside unassisted service
- On-call collection of curbside bulky items & e-waste in unlimited quantities per year.
- Asset scheduler pick-up in advance
- Annual curbside cleanup event
- Holiday new collection
- Annual Paper Recycling Show
- Annual Used Oil Collection Show
- On-call collection of excess green waste in bags or bundles.
- Asset scheduler pick-up in advance
- On-call collection year of excess trash in bags & stumps per year.
- Asset scheduler pick-up in advance
- Roll-over services
- Curbside combined spool request
- Change container collection

Community Events at USYS

- Annual curbside clean-up event
- Clothing drop-off event
- E-waste drop-off event
- Stump drop-off event
- Used Motor Oil event
- Match and compost give-a-way
- Curbside Recycling Reward Program




Additional Services Available upon Request

- Additional collections of bulky items and/or electronics: \$20.00 per collection (\$18.75 with senior discount) ***First 6 collections FREE.....
- Scooter Service for difficult to service residential properties: \$13.74 per quarter (\$10.90 with senior discount)
- Roll-out/back-yard services: No charge for qualifying customers \$27.48 per quarter (\$20.61 with senior discount)

Sample

Cart Delivery

- New cart delivery June 14th to June 21st
- Existing carts will be picked up June 16th to June 21st
- Extra carts or smaller carts: Will be available for delivery beginning June 23rd. Please call customer service to schedule delivery.
- New collection schedule will begin July 1st, 2014



Where are Carts and Bulky Items Placed?

- Cars (garage)
- At least 1' "yard" from each other
- As close as you can get to the curb/property line
- To one side of the driveway
- Three feet from parked vehicles or other obstructions
- Vehicle will collect each container at different times on your collection day
- Bulky items such as stoves (gas, TV, etc.) should be placed on the curb/property line on collection day. Do not place bulky items or vehicles on the street.
- Trash carts are only allowed at the service site between 7 pm on the day before collection day through 8 pm on collection day or 2 hours after collection, whichever is later. To report violations, call 310-395-3323.



Collection Days, Remain the Same!



Non Collection Notice

- If your cart was tagged with a Non-Collection Notice:
- Review the non-collection notice
- Contact the user
- Call Universal Waste Systems Inc. If you call before 3:00 pm on the day before the cart(s) by 4 pm on the same day.



Hazardous Waste: too Toxic to Trash

- Abrasive cleansers
- Air fresheners
- Antifreeze
- Adhesives
- Automotive products
- Car batteries
- Cell phones and batteries
- Chlorine bleach
- Gasoline
- Paints
- Pool chemicals
- Mercury thermometers
- Sharp/syringes
- Rug cleansers
- Motor oil and filters
- Freon/gas tanks
- Refrigerators

Please call (888) CLEAN LA (355-6852) or visit the county's website at www.cala.com for information on proper disposal of hazardous waste.

Holiday Schedule

Universal Waste Systems Inc. observes the following holidays and does not provide collection services:

- New Year's Day
- Memorial Day
- Independence Day
- Labor Day
- Thanksgiving
- Christmas Day

If your collection day falls on or after a holiday, during a holiday week, collection will be delayed by one day.

Sample

Benefits of the exclusive franchise system

- Help meet the State waste reduction mandate AB 939 (reduce solid waste by 50%)
- Enhances residential waste & recycling collection program
- Provides residents with consistently high-quality Customer Service
- Uniform service rate throughout the community
- Preserves the environment and promotes a cleaner neighborhood
- Illegal dumping collection program

Contract Information:

Office Hours
Monday – Friday 8:00 a.m. to 5:00 p.m.
Saturday 8:00 a.m. to 2:00 p.m.

9016 Newvale Blvd.
Garden Fe CA 90670
(800) 825-2916

Los Angeles County Department of Public Works at
1-800-444-4444
Monday – Thursday 8:00 a.m. to 5 p.m.

Sample

Questions & Answers



17) Residential Sharps Collection Program

UWS recognizes the public health and safety hazard associated with the mishandling and improper disposal of sharps and other pharmaceutical waste items. Thus, UWS would be pleased to assist the City with the development and adoption of a comprehensive program to safely address this concern.

UWS will underwrite all costs relating to the formulation and adoption of the final program; and will provide, at a minimum, at least one free container per year per qualifying participant.

Utilization of this program will prevent harmful medical waste and needles from entering the waste stream, providing customers with a safe, cost-effective alternative.

UWS partners with Stericycle for our mail in Sharps program that we currently offer to over 20,000 of our existing single family homes.



Stericycle 2011 MAILBACK ORDER FORM

Customer Information

** Billing ** Acct 6098316
 Company Name: Universal Waste Systems Inc

Shipping: Patricia Tierney
 Address: 31111 1st St, Marina del Rey, CA 90293
 City: **Long Beach** State: **CA** Zip: **90808**

Phone: (562) 941-4900 Ext: Fax: (562) 941-4915

To order:
 Call 1-847-943-6568
 Fax 1-800-782-2695

Attn: KYLE 847 943 6508
 kgriffin@stericycle.com

**Universal Waste is the responsible billing party.
 All orders must be placed by our office. The shipping address is listed above.

Product No.	Description	Price	Qty
SHARPS CONTAINERS			
1Q1V4	1 - One Quart Container (20-40 syringe cap)	\$38.45	
1Q5V4	5- One Quart Containers (100-180 syringe cap)	\$88.00	
1G1V4	1 - One Gallon Container (150-180 syringe cap)	\$51.65	
1G2V4	2 - One Gallon Containers (300-360 syringe cap)	\$72.55	
2G1V4	1 - Two Gallon Container (260-280 syringe cap)	\$60.95	
2G2V4	2 - Two Gallon Containers (510-560 syringe cap)	\$90.95	
3G1V4	1 - Three Gallon Container (460-500 syringe cap)	\$79.95	1
SOFT WASTE CONTAINERS			
1WMV4	1 - 1 Gallon Widemouth Container	\$57.95	
1W2V4	2 - 2 Gallon Widemouth Containers	\$115.90	
HOLDERS			
MBBRKT	Universal Sharps Mailback Mounting Bracket	\$13.07	
MBBRKTL	Universal Sharps Mailback Mounting Bracket w/Look	\$22.00	

Stericycle, Inc. is solely a franchisee of the Mercury Waste Mailback Disposal System ("Disposal System"). Stericycle does not provide any processing, recycling or incineration services in connection with the Disposal System. STERICYCLE DOES NOT MAKE ANY REPRESENTATION OR WARRANTY WITH RESPECT TO THE DISPOSAL SYSTEM, INCLUDING, WITHOUT LIMITATION, ANY IMPLIED WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE. It is the responsibility of the purchaser/shipper to determine if the mercury waste placed in the Disposal System meets the tests and guidelines set forth in the instructions, and any other local, state and federal regulations. USE OF THE DISPOSAL SYSTEM IN ANY MANNER NOT PROVIDED IN THE INCLUDED INSTRUCTIONS MAY BE A VIOLATION OF LOCAL, STATE OR FEDERAL LAW.

UWS has attached a sample SHARPS collection plan that we currently use in our other existing franchise areas throughout Southern California.

Sharps Collection Program

Within one week after residential customers' request, Universal Waste Systems Inc. will provide said subscription customer, at the customers' residential premises, without surcharge to the County or customer, an approved container for sharps disposal in accordance with Applicable Laws.

Universal Waste Systems Inc. will provide 1 gallon and/or 2 gallon SHARP containers pre-approved by the County of Los Angeles. Upon request by the subscriber, Universal Waste Systems Inc. personnel will personally and promptly deliver an empty Sharps container kit.

Each kit includes:

1. A government-approved plastic container specially-designed for sharps waste
2. Postage-prepaid mail back shipping box
3. Pre-addressed shipping labels
4. Prepaid disposal

Universal Waste Systems Inc. has identified Stericycle as their container and autoclave vendor for sharps disposal. Stericycle is one of the nation's largest supplier and processor of medical and sharps waste.

Once the pre-approved container is full, the subscriber completes a simple tracking form and ships the container back to Stericycle in the mail-back box. Upon receipt, Stericycle documents the delivery and properly treats and destroys the sharps container and its contents. It's convenient, safe, and confidential.

Upon shipment to Stericycle, the subscriber shall be required to contact Universal Waste Systems Inc. for a new replacement container. Universal Waste Systems Inc. shall distribute the 1-gallon or 2-gallon containers to each subscriber up to four times per year. If multiple residents in the same dwelling require additional capacity, Universal Waste Systems Inc. may increase the container size and/or frequency upon mutual agreement with the subscriber, County staff and Universal Waste Systems Inc. management.

Universal Waste Systems Inc. will collect, transport and dispose of materials in accordance with Applicable Laws and will provide the following:

- a. Distribution of County approved Sharps containers (to include outreach efforts)
- b. Collections of Sharps containers
- c. Proper handling and disposal of containers in accordance with Applicable Laws.

18) Proposal Enhancements

The City of Huntington Park has clearly thought through this program and offered the residents and business a broad range of services included in the minimum requirements. The proposals will provide the residents all of the fundamental programs and service enhancements that are to be expected in a solid waste and recycling program.

In addition the city council and city manager have made it clear at the meetings that the goal is to offer the lowest rate for the residents as possible. UWS has taken that concept and decided not to add any programs that would have to be subsidized by the residential or commercial customers.

UWS does have one program that we would like to offer to the City of Huntington Park. As part of our “Full Circle Green Waste Recycling Approach” UWS would like to donate back to the city facilities, parks, and schools enough compost and mulch for their lawns and fields. UWS will also include during the clean-up events an unlimited amount of mulch and compost for residents to pick up and use in their yards. This program is a benefit to the community, but due to the nature of our program doesn’t add any additional cost to the rate payers in Huntington Park