



RFI-CM-PCMD-11-01

Presentation – REPUBLIC SERVICES

City of Palm Coast

July 6, 2011



Meet the Local Team



Andrew King
General Manager
Republic Services of FL
Jacksonville, FL

Karin Zarin
Project Manager
RecycleBank
Southeast US



Lee-Catherine Bateh
Municipal Services / Marketing Manager
Republic Services of FL
Jacksonville, FL

John Foley
Operations Manager
Republic Services of FL
St. Augustine, FL



Company Overview



- **Company Headquarters in Phoenix, AZ**
- **31,000 employees**
- **\$19,540,300,000 in assets**
- **Fortune 500 Company**
- **Publicly traded on the NYSE**
- **Widely recognized as the most financially stable company in the industry.**



Current Residential Service



- 2 x / week Solid Waste Collection using Cans / Bags
- 1 x / week Yard Waste
- 1 x / week Dual Stream Recycling using Bins
- 32,000 homes at \$19.82 /home/month



Automation – An Upgraded Service



- Just last year, Republic Services successfully converted more than 400 routes in 130 communities to automated waste collection service.
- In Community after community we've been able to prove Automation is the best choice
- Automation is a technological advancement
- Most efficient means of refuse collection



Benefits of Automation with Carts



- Easier for residents
- Cleaner for the neighborhood
- Carts are easy to use
- The carts hold a lot
- Safer for the resident and the worker
- Promotes recycling
- People love it!



Senior citizens love the carts...



The Equipment



The truck



The Equipment



Carts



Automation Customers



Customer Name

City of Jacksonville

Contact Name

Fred Forbes
Director, SWMD

Telephone

(904) 387-8922
fforbes@coj.net

Description of Services: Residential curbside garbage, yard waste and recycling collection service for 71,400 homes.

Customer Name

City of Jacksonville Beach

Contact Name

Ty Edwards
Director, Public Works

Telephone

(904) 247-6219
tedwards@jaxbchfl.net

Description of Services: Residential “automated” garbage collection service for 8,000 homes.



Single Stream Recycling



- We have invested in state-of-the-art technology which allows you to “comingle” all your recyclables into one container.
- Known as single-stream, this process has been shown to increase diversion rates dramatically in cities and towns across the country.
- We transport your recyclables to our Materials Recovery Facility (MRF) in Jacksonville where they are processed using technologies such as magnets, sorting screens and optical sorters to identify and separate papers, metals and plastics.



Jacksonville MRF



- **70,000 Sq Ft Facility**
- **\$16 Million investment**
- **Located Off I-295**

7000 Imeson Road, Jacksonville, FL 32219

- **Being Construction July 2011**
- **Fully operational March 2012**



Expand Your Program



- **Plastics labeled #1 - #7**
- **Green, Brown and Clear Glass**
- **Aluminum Cans and Clean Foil**
- **Tin and Steel Aerosol Cans (empty)**
- **Cardboard, cereal boxes, corrugated cardboard, soda cartons, clean pizza boxes**
- **Paper, newspaper, magazines, telephone books, shredded paper**
- **Aseptic Packaging such as Yogurt and Butter tubs, Ketchup**
- **Detergent and Cleaning Containers**



Recycling Rewards



RECYCLE



You earn RecycleBank Points based on your recycling efforts.

REDEEM



You redeem the points in your account for rewards.

REWARD



You use your rewards at hundreds of local and national retailers.

RecycleBank®



Compressed Natural Gas



- 98% of all natural gas consumed in the US is produced in the US and Canada, while we import 70% of crude oil we use
- Natural gas is the cleanest commercially available fuel today
- It's 25 – 40% cheaper than diesel fuel
- Natural gas engines are 90% quieter
- Requires building fueling station



Customer References - CNG



Customer Name

City of Lake Wales

Contact Name

Judy Delmar

City Manager

Telephone

(863) 678-4182

jhdelmar@cityoflakewales.com

Description of Services: Residential automated curbside garbage, yard waste and recycling collection for approximately 4,600 homes, using CNG trucks.



Columbia County Bid Tabulation

Bid No. 2011-N Date of Opening: 05/25/2011

Bid Title: Residential, Commercial and Industrial Solid Waste Collection

Bidders	Choice Environmental		Veolia Environment		Advanced Disposal		WCA of Florida	
	Option A Unit Price	Option B Unit Price	Option A Unit Price	Option B Unit Price	Option A Unit Price	Option B Unit Price	Option A Unit Price	Option B Unit Price
Description								
Regular Resident	\$ 14.41	\$ 14.41	\$ 9.45	\$ 9.10	\$ 13.95	\$ 13.90	\$ 9.80	\$ 9.30
Backdoor Resident	\$ 15.91	\$ 15.91	\$ 19.00	\$ 19.00	\$ 13.95	\$ 13.90	\$ 9.80	\$ 9.30
Second Pickup	\$ 14.41	\$ 14.41	\$ 7.45	\$ 7.60	\$ 25.11	\$ 25.06	\$ 7.50	\$ 7.00
Recycling	\$ 3.79	\$ 3.79	\$ 3.45	\$ 2.80	\$ 2.85	\$ 2.80	\$ 3.30	\$ 2.80
Leaf & Limb	\$ 4.25	\$ 4.25	\$ 2.50	\$ 1.90	\$ 5.23	\$ 5.18	\$ 3.25	\$ 2.75
Bidders	Republic Services		Waste Pro of Florida					
	Option A Unit Price	Option B Unit Price	Option A Unit Price	Option B Unit Price	Option A Unit Price	Option B Unit Price	Option A Unit Price	Option B Unit Price
Description								
Regular Resident	\$ 9.68	\$ 9.49	\$ 10.49	\$ 10.49				
Backdoor Resident	\$ 3.00	\$ 3.00	\$ 8.00	\$ 8.00				
Second Pickup	\$ 3.23	\$ 3.23	\$ 10.49	\$ 10.49				
Recycling	\$ 2.90	\$ 2.90	\$ 3.25	\$ 3.25				
Leaf & Limb	\$ 2.99	\$ 2.99	\$ 3.55	\$ 3.55				

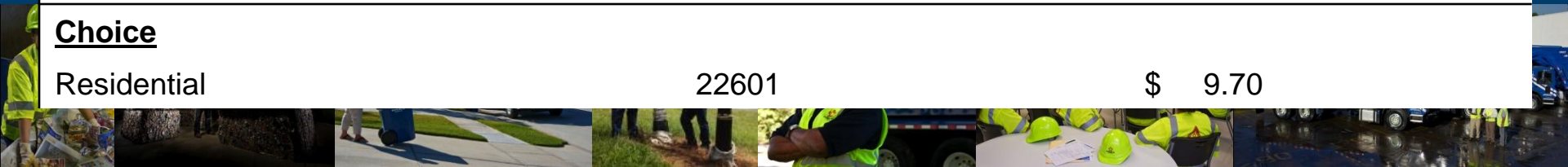
Option A is Base Bid No Adjustments Option B is Alternate Bid with Annual Fuel Adjustments

Port Orange – Current Rate \$17.26



Base 5 Year

<u>Veolia</u>		
Residential	22601	\$ 12.07
<u>Waste Pro</u>		
Residential	22601	\$ 10.90
<u>Waste Mgt</u>		
Residential	22601	\$ 12.50
<u>WCA of FL</u>		
Residential	22601	\$ 15.64
<u>Republic</u>		
Residential	22601	\$ 11.63
<u>Choice</u>		
Residential	22601	\$ 9.70



**COUNTY OF VOLUSIA, FL
TABULATION**



ALL PROPOSALS ACCEPTED BY THE COUNTY OF VOLUSIA ARE SUBJECT TO THE COUNTY'S TERMS AND CONDITIONS. ANY AND ALL ADDITIONAL TERMS AND CONDITIONS SUBMITTED BY RESPONDENTS MAY BE REJECTED AND MAY HAVE NO FORCE AND EFFECT. SOLICITATION BID DOCUMENTS FROM THE VENDORS LISTED HEREIN ARE THE ONLY BIDS RECEIVED TIMELY AS OF THE CLOSING DATE AND TIME. ALL OTHER PROPOSALS SUBMITTED IN RESPONSE TO THIS SOLICITATION, IF ANY, IS HEREBY REJECTED AS LATE.

RFP NUMBER: 11-P-57BB
RFP TITLE: RESIDENTIAL SOLID WASTE AND RECYCLING COLLECTION

OPENING DATE/TIME: MAY 24, 2011
3:00 p.m.

Response 1	Response 2	Response 3
Advanced Disposal North Florida, LLC 7915 Baymeadows Way, Suite 300 Jacksonville, FL 32256 Walter H. Hall 904-737-7900	Choice Environmental Services, Inc. 2860 State Road 84, Suite 103 Ft. Lauderdale, FL 33312 Grant J. Smith 954-797-7974	Republic Services of Florida L.P. dba Republic Services of Orlando 11255 Rocket Blvd. Lakeland, FL 32824 Jevon Herman 407-293-3000
Response 4	Response 5	Response 6
Veolia Environmental Services 1801 South Nova Road, Bldg. 4 South Daytona, FL 32119 William Stubblebine 386-736-1598	WCA of Florida, LLC 5002 SW 41 st Blvd. Gainesville, FL 32608 Bob Shires 800-535-9533	Waste Pro of Florida, Inc. 3705 St. Johns Parkway Sanford, FL 32771 Tim Dolan 407-774-0800
Response 5		
Waste Services of Florida, Inc. 1099 Miller Drive Altamonte Springs, FL 32701 William Hulligan 407-261-5000		

Opened by: Becki Bishop
Witnessed by: Inga Fegley

Household Hazardous Waste



- Periodic Curbside collection program available
- Special Events for collection



Disposal



- **Recyclables → Jacksonville MRF**
- **MSW → Transfer Station**
- **Yard Waste / C & D → Transfer Station**
- **Household Hazardous Waste → Landfill**



Customer Service



- **Customer Service Center will be open from 7:00 a.m. to 5:00 p.m., Monday through Friday and on Saturday**
- **A live person will answer each phone call within five rings.**
- **Our phone system will handle up to six (6) calls at any given time**
- **When fielding a call, the CSR will immediately access the Customer's account information in the InfoPro System**
- **After processing a work order for a missed pick-up, late setout, or spills and litter resulting from collection, the CSR will dispatch by radio specific information regarding the work order and required time for resolution. This information, also communicated to the Route Supervisor, is maintained as an open work order until the Route Supervisor and/or Driver radios back to the CSR that the task has been completed.**
- **Republic will provide and maintain all required records and reports regarding solid waste disposal, recycling recovery, and large item collection necessary to accomplish our reporting**



Industry Leader in Safety



- **Safety Training Center**
 - Apopka, FL
- **Focus 6**
- **“Dedicated to Safety” Program**



Community Outreach



- In every community that we serve, we have employees who live, work and play in that community.
- We breathe the same air, drink the same water and our kids play in the same neighborhood parks.
- We take good care because we live here too.





Andrew King

General Manager

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Jacksonville, FL 32256

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Cell: (904) 755-7344

Fax: (904) 731-7301

aking@republicservices.com

Lee-Catherine Bateh

Municipal Manager

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lbateh@republicservices.com

