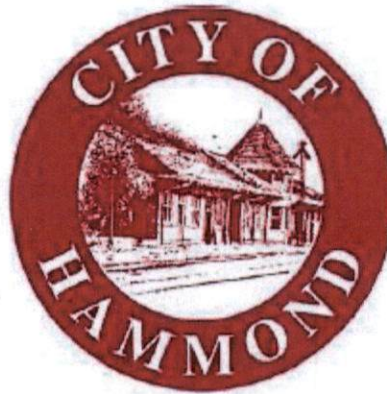




**Response to RFP # 23-49 for City of Hammond Recycling
Collection Services**

March 15, 2023



Company Name: Waste Pro of Louisiana, Inc.

Business Address: 920 Kenner Ave., Kenner, LA 70062

Local Address: 550 Windward Dr., Covington, LA 70433

Contact Person: Jesse Murphy, Division Vice President

E-mail address: jmurphy@wasteprousa.com

Telephone Numbers: (504) 452-3318 (c) (504) 392-4619 (o)



Jesse Murphy
Regional Vice President
920 Kenner Ave.
Kenner, LA 70062
(504) 392-4619 (o); (504) 904-0810 (f)

March 15, 2023

Jana Soileau, Purchasing Manager
City of Hammond
310 East Charles St.
Hammond, LA 70401

RE: **RFP#23-34 for Recycling Collections Services**

Dear Jana & City of Hammond,

On behalf of Waste Pro of Louisiana, Inc. "Waste Pro," we would like to thank you for the opportunity to prepare and submit a response for Recycling Collection Services for the City of Hammond. Waste Pro has an excellent understanding of the scope of work to be performed. As a current partner with the City, we welcome the opportunity to continue working with you and your staff in this capacity well into the future.

Waste Pro prides itself in having a known reputation of providing the best service available in our industry. We have grown not by always being the low bidder but by being "the distinguishable difference" and concentrating on buying the very best equipment, hiring the very best people and providing "world class" service.

In our proposal, we acknowledge and have a full understanding of the scope of work and level of services requested by the City of Hammond. We strive to exceed service expectations and HAVE THE RESOURCES TO BEGIN ON APRIL 1, 2023.

We are confident you will receive a positive response from any of our municipal contract customers. "Caring for Our Communities" is our motto and is displayed by our work in all of the communities that we serve. We currently hold over 280 exclusive Town, City, County and Parish contracts. We are the fastest growing privately owned company in this industry in the southeastern United States.

Waste Pro warrants that the requirements of this project, as described in the request for proposal, its enclosures and all addenda have been reviewed. We have conducted all necessary due diligence to confirm material facts upon which the proposal is based. Waste Pro will provide the services requested in the RFP, in compliance with local, state, and federal guidelines, for the rates (prices) submitted with our proposal. The proposal contents, rates and service fees are valid for a period of sixty (60) days after the submission deadline.

In the event that we are selected to provide Recycling Collection Services for the City from this RFP, I will sign the agreement, as the Regional Vice President for Waste Pro of

Louisiana, Inc. and I am always available if additional information is required. Waste Pro is a corporation that was incorporated in the state Louisiana and our Federal Tax ID is 27-3572155. I am authorized to provide technical and contractual clarification regarding this proposal.

Waste Pro is a well-funded private company with the resources and commitment to provide Towns, Cities, School Boards, Parishes, Counties, and private commercial businesses with the finest service available. We look forward to beginning another WIN-WIN relationships with the City of Hammond that can begin TODAY!

Very Respectfully,



Jesse Murphy, RVP
(504) 452-3318 (c)
jmurphy@wasteprousa.com

This is the Proposal of:

Date: March 15, 2023

Company: Waste Pro of Louisiana, Inc.

Section 3 Business/WBE/SBE/MBE/DBE: _____

Address: 920 Kenner Ave.

City: Kenner State: LA ZIP Code: 70062

Person to Contact: Jesse Murphy

Phone: (504) 452-3318 Fax: (504) 904-0810

Email: jmurphy@wasteprousa.com

Your Proposal is important to us.

However, should you choose NOT to submit a Proposal for this project, the City would still ask you to complete this sheet and indicate "No Proposal". This shall NOT affect your participation in future RFPs, but only serve as a means of verifying you received notification of this RFP.

Section 3 Business/WBE/SBE/MBE/DBE

The City encourages Proposals from Section 3 businesses, Woman Business Enterprises, Minority Business Enterprises, Small Business Enterprises, and other potentially Disadvantaged Business Enterprises. If your company is one of these types of businesses, please indicate "Section 3," "WBE," "SBE," "MBE," or "DBE" in the space provided above.

Nondiscrimination Requirements

By submitting and signing this Proposal, the Proposer agrees to comply with Title VI and VII of the Civil Rights Act of 1964 as amended; the Vietnam Era Veterans Readjustment Assistance Act of 1974; Section 503 of the Rehabilitation Act of 1973; Section 202 of Executive Order 11246 as amended; and the Americans with Disabilities Act of 1990.

The Proposer also agrees to keep informed of and comply with all federal, state, and local laws, ordinances, and regulations that affect the Proposer's employees or prospective employees.

Scope of Work

Work under RFP 23-49 shall consist of one disposal site drop-off located at 18104 Hwy 190 East, Hammond, LA 70401 for recyclables. Contractor provides the 30-yard roll-off dumpster and empties the dumpster as needed, up to three (3) times per month. The base service will consist of the Contractor collecting, hauling and processing recyclable materials from this single-stream drop-off location to an appropriate material recycling facility or facilities, depending on the type of recyclables collected and processed. Contractor will submit monthly reports and/or tickets documenting the total volume of recyclables collected and accepted at the processing facility and whether any recyclables were refused due to contamination and what quantity was transported to the landfill.

Recyclable Material

The recyclables collected will include aluminum cans, newsprint, plastics, tin cans, mixed paper and/or other materials mutually agreed to by the Contractor and the City. These materials are rendered recyclable by the action of residents who prepare the materials appropriately. The Contractor will maintain a list of recyclable commodities, and in the event the market price for any or all of the commodities drops to the point that such materials can no longer be sold or processed, they may be removed from the list or items to be recycled if mutually agreed upon between the Contractor and the City. The Contractor will provide website links and marketing materials or flyers to advertise the recyclables accepted.

Recyclable Material Categories

The categories of recyclable material and modes of their preparation by residents are as follows:

- a. **Aluminum Cans**: Cans shall be rinsed to avoid health and nuisance problems; cans may be set out separately from other recyclables.
- b. **Paper**: Clean, unsoiled newsprint-type paper, magazines, catalogs, gift wrap, paper bags, junk mail, white or colored paper, envelopes. No bound books, paper bound/wrapped in plastic, rubber bands, or photos.
- c. **Plastics**: PET, HDPE and PVC containers should be rinsed and caps removed.
- d. **Tin Cans**: Steel food containers should be rinsed prior to placement in the recycling bin.

Material Recycling Facility

All recyclable materials collected and transported by Contractor shall be delivered to an approved DEQ materials recycling facility. The Contractor must identify on the RFP Form the material recycling facility to which the Contractor will deliver all recyclable materials collected and transported under this Contract for processing. If the location of the materials recycling facility changes during the term of the Contract, the Contractor must notify the City in writing.

Securing Loads

The Contractor shall secure all loads being transported under the terms of this Contract. The Contractor agrees to immediately clean up all accidental spills or discharges and to promptly notify the City of such spills.

Weight Receipts

Contractor shall provide weight receipts/tickets upon request by the City of Hammond for single-stream recyclables collected and also for any quantities rejected and transported to the landfill.

Term

The Contract shall cover the period from April 1, 2023 through September 30, 2027 or an equivalent period depending upon date of Contract award. This Contract may be renewed at the expiration of the initial term at the request of the City of Hammond. The renewal may be for up to five (5) additional one (1) year periods. Unless otherwise agreed to by the parties or as may be required by law, any renewal shall be based on the same terms and conditions as the initial term with the exception of the price or rates. Initial prices or rates and subsequent renewal prices or rates are guaranteed for a minimum of twelve (12) months. Any increase in prices or rates after the initial term or any renewal term should be mutually agreed to by the parties, however, in no instance will the contract price adjustment for a renewal period exceed three percent (3%).

Price Adjustments

The City will consider annual requests for Contract price rate adjustments based on the following:

- A. A sustained decline in recyclable material commodity prices since the beginning of the current term of the Contract that will result in a net cost for material recovery facilities to process the materials.
- B. A sustained increase in disposal gate fees charged at material recovery facilities or recycling transfer stations that receive materials from the City. Request for pricing adjustments will be considered only when supported by market indices data, weight measurements and receipts, past and current disposal fees, and other supporting documentation are provided by the Contractor as requested by the City.

Instructions to Proposers

PROPOSERS ARE URGED TO PROMPTLY REVIEW THE REQUIREMENTS OF ALL SPECIFICATIONS AND SUBMIT QUESTIONS FOR RESOLUTION AS EARLY AS POSSIBLE DURING THE SUBMITTAL PERIOD. QUESTIONS OR CONCERNS MUST BE SUBMITTED TO THE PURCHASING MANAGER DURING THE PROPOSAL PERIOD AND SHALL BECOME PART OF YOUR PROPOSAL PACKAGE. OTHERWISE, THIS WILL BE CONSTRUED AS ACCEPTANCE BY THE PROPOSERS THAT THE INTENT OF THE SPECIFICATIONS IS CLEAR AND THAT COMPETITIVE PROPOSALS MAY BE OBTAINED AS SPECIFIED HEREIN. PROTESTS WITH REGARD TO THE SPECIFICATION DOCUMENTS SHALL NOT BE CONSIDERED AFTER PROPOSALS ARE OPENED.

RFP packages are mailed only as a courtesy. The City of Hammond does not assume responsibility for proposers to receive RFP packages. Proposers should rely on advertisements in the local newspaper, the City website (www.hammond.org), online at Bid Express (www.bidexpress.com) or by personally picking up RFP packages with specifications. Full information may be obtained, or questions answered, by contacting the Purchasing Manager at purchasing@hammond.org or 985-277-5633.

The RFP Number, Proposer's Name, Address, Louisiana Contractor License Number and RFP Opening Date shall be clearly printed or typed on the outside of the proposal envelope, if mailed. Only one (1) proposal shall be accepted from each proposer. Alternates shall not be accepted unless specifically requested in the RFP specifications. Proposals can be delivered, mailed, or submitted online through Bid Express.

The delivery method of proposals is the responsibility of the proposer. All proposals shall be received by the Purchasing Department, Hammond City Hall, 310 East Charles Street, Hammond, Louisiana, on or before the specified RFP opening date and time.

Proposals shall be accepted only on the RFP forms furnished by the City of Hammond Purchasing Department. The City of Hammond shall only accept proposals from those proposers in whose name the RFP forms and or specifications were issued. Altered or incomplete proposals forms, or use of substitute forms or documents, shall render the proposal non-responsive and subject to rejection.

The RFP package, including the specifications and copies of any addenda issued, shall be submitted to the Purchasing Department as the RFP.

All proposals must be typed or written in **BLUE/BLACK INK**. Any erasures, strikeover and/or changes to prices shall be initialed by the proposer. Failure to initial shall be cause for rejection of the proposal as non-responsive.

All proposals shall be signed. Failure to do so shall cause the proposal to be rejected as non-responsive.

If proposing "equivalent" products, specifications, illustrative literature and any deviations shall be submitted with proposal. Representative samples shall be submitted upon request, if appropriate.

Liability

The Contractor at all times during the term of the contract shall maintain and pay for property damage and public liability insurance with limits of at least (\$1,000,000.00) one million dollars inclusive of bodily injury and property damage for any one occurrence.

Prior to commencing work under this contract the Contractor must file with the City a "certificate of insurance" meeting aforementioned requirements with the City of Hammond named insured by added endorsement. All premiums and expense incurred with this insurance shall be paid for by the Contractor.

The Contractor shall assume the defense of and indemnify and save harmless the City and its officers and agents from all claims relating to work.

The Contractor shall be responsible for any and all damages or claims for damages or injuries or accidents done or caused by him or his employees, or resulting from the execution of the work, or any operations, or caused by reason of existence or location or condition of facilities or of any materials, supplies, or machinery used thereon or therein, or neglect or omission on his part, or all of the several acts or things required to be done by them, under and by these conditions, and covenants, and agrees to hold the City harmless and indemnified for all such damages and claims for damages.

The Contractor shall indemnify and save harmless the City from and against all losses and all claims, demands, payments, suits, actions, recoveries, all attorney fees, and judgments of every nature and description made, brought or recovered against the City by reason of any act or omission of the Contractor, his agents or employees, in the execution of his work.

Worker's Compensation

The Contractor shall, at all times, pay or cause to be paid, any assessment or compensation required to be paid pursuant to the Worker's Compensation Act. The Contractor shall, at the time of entering into a Contract with the City, provide satisfactory proof that all assessments or compensation payable to the Worker's Compensation Board have been paid and the City may, at any time during the performance or upon the completion of such Contract require a further declaration such Contract require a further declaration that such assessments or compensations have been paid.

Sealed RFP Form for RFP 23-49

As a qualified proposer for the project, I have carefully examined all of the RFP Documents and have examined the conditions and specifications of the work to be done, and I hereby propose to furnish all labor, materials, equipment, tools, etc., as called for by the RFP specifications.

I hereby acknowledge that I have received the following addenda and they are reflected as part of this proposal,

List by date and addendum number none

I certify that I am duly licensed in Louisiana to perform the work. Louisiana License # 57205 /Charter #4031868D

Proposal Amount

Proposer agrees to Furnish All Material, Supplies and Services in complete accordance with all RFP 23-49 Specifications for the sums indicated:

One disposal site drop-off for recyclables and Contractor provides 30-yard roll-off dumpster and emptied three (3) times per month:

\$ 185.00 per month for 30-yard roll-off dumpster rental

\$ 495.00 per emptying of roll-off x 4 times/month = \$ 1,980.00 (total)

\$ 120.00 per ton

\$ N/A any additional costs (please describe)

Material Recycling Center	Contact Information	Address
1. <u>CW Recycling</u>	<u>Scott Oneal</u>	<u>246 St. George Ave. New Orleans, LA</u>
2.		<u>70121</u>
3.		


Signature of Proposer

Waste Pro of Louisiana, Inc.

Company Name

The above signature on this sealed proposal certifies that proposer has carefully examined the instructions to proposers, terms and specifications applicable to and made a part of this sealed proposal package. Proposer further certifies that the prices shown are in full compliance with the conditions, terms and specifications of this Sealed RFP.



Statements of Qualifications

Waste Pro has been operating for 22 years and Waste Pro of Louisiana, Inc. is currently operating in residential waste & recycling collection services and has been in existence for 13 years as evidenced by the Certificates of incorporation and Good Standing by Louisiana's Secretary of State's office (since 2010) that are provided in this proposal. Our DEQ ID # is T-051-13316.

Waste Pro possesses the managerial and financial capabilities to perform all phases of the work called for in the proposal documents. We have more than eighty (80) separate operating facilities including landfills in ten (10) regional market areas servicing more than two (2) million residential and one hundred thousand (100,000) customers a month. We have provided similar services to other municipalities.

Waste Pro has the necessary manpower (both supervisory and operational personnel) and access to the necessary equipment to effectively service this project. We plan to manage and service this contract out of **our facilities at 550 Windward Dr. in Covington.** Our corporate office is located at **920 Kenner Ave. in Kenner** and will be utilized for some of the administrative functions of this project. We will also utilize our container maintenance facility (for the Recycle containers) located at **6468 Hwy 73 in Geismar** to service the City. Additionally, whenever needed (like after a weather event) we can utilize our other facilities to assist with operations.

If chosen to partner with the City we will provide the website link and marketing materials to advertise the acceptable recyclable materials for the community. We will work directly with the City staff, updating and staying abreast of the marketing of the materials being collected so that we are capturing those commodities that are advantageous in the current market.

Waste Pro's Safety Plan is proven to be very effective. We maintain all of our equipment to the highest standard and hire the best people along with continuously training them which results in the safest fleet in the solid waste industry.

We are currently carrying the necessary insurance on the City of Hammond's curbside collection contract, which are in accordance with the specifications stated in the RFP documents. We will provide the necessary Certificate of Insurance for this project upon the start of a new contract, if chosen by the City.

Waste Pro is currently servicing over 300 governmental entities and communities in the Southeastern United States. Our motto is 'Caring for Our Communities' and is displayed in all of the work we do in all of the communities that we serve. While serving these communities, WE ARE these communities.

This proposal is prepared by Waste Pro and is signed by Jesse Murphy on behalf of Waste Pro. If requested, Waste Pro will provide any necessary additional supporting information or data not specifically requested in the RFP regarding our qualifications to the City of Hammond for evaluation.



WASTE PRO
Caring For Our Communities

FAST FACTS WASTE PRO USA

Fastest growing privately-owned solid waste company in the Southeastern United States. Founded in 2001 by Board Chairman John Jennings, a second-generation legend in the business. In 2014, his son Sean Jennings joined Waste Pro and became President of the company in 2018. He assumed the role of CEO in 2020.

We are the fourth largest privately-owned company in Central Florida where we are headquartered. Waste Pro is the only company in the United States with a Historical Garbage Truck Museum that has been recognized worldwide.



GARBAGE TRUCK MUSEUM

The world's ONLY garbage truck museum located in Sanford, FL with trucks dated as far back as 1926. Two trucks on display were used in the 2016 film Fences.



SAFETY AWARDS

\$10K for drivers and \$5K for helpers who go 3+ years without at-fault accident, injury, or property damage. To date approximately \$7.4 million has been awarded to WP drivers and helpers.



FLEET

2,800+ state of the art trucks with 3rd Eye 360 degree onboard cameras.



MRFS

(MATERIAL RECOVERY FACILITY OR RECYCLING PROCESSING)

Atlanta, Ocala, Sarasota



EMPLOYEES

4,400+



SPORTS SPONSORSHIPS

Jacksonville Jaguars, New Orleans Saints, New Orleans Pelicans, Charlotte Hornets, Florida Citrus Sports, Biloxi Shuckers, Florida Everblades



CO-HEART PROGRAM

Internal safety training program that has helped 400+ employees earn their CDL. WP Sanford is state-approved testing site.

OUR SERVICES



Residential & Commercial Solid Waste Collection



Recycling Collection & Processing Services



Transfer Stations & Landfills

WASTE PRO

Caring For Our Communities



- ★ Corporate Headquarters
- Hauling Companies
- ◆ Landfills
- ▲ Military Contracts
- Municipal Contracts
- ♻️ Recycling Processing
- ▼ Transfer Stations



SERVICE AREAS

- Alabama
- Arkansas
- Florida
- Georgia
- Louisiana
- Mississippi
- Missouri
- North Carolina
- South Carolina
- Tennessee

OFFICE LOCATIONS

90+ operating facilities including landfills and transfer stations

CUSTOMERS

- 2 million residential
- 100,000 commercial
- 500+ cities
- 300+ exclusive municipal franchises

WASTE PRO PROTECTION

Employees are trained by law enforcement to report unusual or suspicious activity and handle potential evidence in effort to keep communities safe.



2ND CHANCE PROGRAM

Partners with Florida Department of Corrections to give career opportunities to qualified offenders who have completed their sentence in effort to reduce recidivism.



DRIVER TRAINING CENTERS

Allows drivers and helpers to undergo extensive hands-on training and simulations on various safety aspects. Located in Sanford and Atlanta.

RESTORED TO NEW

Rebuild older trucks to look and run like new again to reduce environmental footprint. More than 150 trucks have been restored to new to date.

REVENUE GROWTH

IN 2001 **\$0 - \$1.1 BILLION** IN 2023

UNITED STATES OF AMERICA
State of Louisiana

R. Kyle Ardoin
SECRETARY OF STATE

As Secretary of State of the State of Louisiana I do hereby Certify that

the Articles of Incorporation of

WASTE PRO OF LOUISIANA, INC.

Domiciled at KENNER, LOUISIANA,

Was filed in this Office and a Certificate of Incorporation was issued on September 24, 2010.

I further certify that no Certificate of Dissolution or Termination has been issued.

In testimony whereof, I have hereunto set my hand and caused the Seal of my Office to be affixed at the City of Baton Rouge on,

January 4, 2023



Secretary of State

Web 40311868D



Certificate ID: 11669105#SWM73

To validate this certificate, visit the following web site, go to **Business Services, Search for Louisiana Business Filings, Validate a Certificate**, then follow the instructions displayed.

www.sos.la.gov



R. Kyle Ardoin
SECRETARY OF STATE

As Secretary of State of the State of Louisiana I do hereby Certify that

WASTE PRO OF LOUISIANA, INC.

A corporation domiciled in KENNER, LOUISIANA,

Filed charter and qualified to do business in this State on September 24, 2010,

I further certify that the records of this Office indicate the corporation has paid all fees due the Secretary of State, and so far as the Office of the Secretary of State is concerned is in good standing and is authorized to do business in this State.

I further certify that this Certificate is not intended to reflect the financial condition of this corporation since this information is not available from the records of this Office.

In testimony whereof, I have hereunto set my hand and caused the Seal of my Office to be affixed at the City of Baton Rouge on,

January 4, 2023

Secretary of State

Web 40311868D



Certificate ID: 11669106#2N83

To validate this certificate, visit the following web site, go to **Business Services, Search for Louisiana Business Filings, Validate a Certificate**, then follow the instructions displayed.
www.sos.la.gov

- The End -