

WEST CENTRAL SANITATION

4089 ABBOTT DRIVE ■ P.O. BOX 796 ■ WILLMAR, MINNESOTA 56201 ■ (320) 235-7630 ■ FAX (320) 235-5715

September 12, 2018

City of St. James
Attn: Solid Waste Proposal
City Clerk/124 Armstrong Blvd. S.
St. James, MN 56081

Dear City of St. James:

We want to thank you for the opportunity to provide a proposal for refuse collection services for your consideration.

We understand, agree and will comply with all the provisions mentioned in your Request for Proposal published August 16, 2018.

West Central Sanitation is a local, family-owned and operated refuse and recycling business that I started in 1979. Together with my wife Carol, son Taylor, and experienced staff, we work every day to continually provide the absolute best service at a reasonable price. Serving communities just like St. James is the foundation of our business.

Our company is in its 39th year of providing services in central and southern Minnesota. We service many neighboring communities such as Mankato, North Mankato, Lamberton, Redwood Falls, Redwood County and many others. We serve in over 18 counties and have many municipal and county relationships we highly value and appreciate.

We hope you choose our company; we want to partner with your community in the days ahead. West Central Sanitation – *“Good Neighbors You’ve Come to Trust”*.

Best wishes,



Don Williamson
Owner

Enclosures



We help keep America beautiful.
With *your* help.

Meeting St. James's Goals Today and Tomorrow

Adding long term value

West Central Sanitation is uniquely positioned to bring great value to a partnership with the City of St. James. We realize the bottom line is always important but there are some things it is difficult to put a price on. Our driving force is to not only meet but exceed your community's goals. Following are some noteworthy benefits West Central Sanitation brings to St. James:

- **Proven Performance.** If chosen to partner with your community you will have chosen the *only* company that can claim *all* the following:
 - ✓ Local – Minnesota company, family owned and locally managed
 - ✓ Celebrating 39 years of continuous service in central Minnesota
 - ✓ Serving cities just like St. James in over 18 Minnesota counties
 - ✓ West Central Sanitation has every municipal and county service contract it has **ever** been awarded!
 - ✓ One phone call puts you in touch with the owner and top management. Great customer service.
- **Curb Appeal.** St. James will receive all new Good Neighbor Carts for trash service. Our carts are colored in neutral earth-tones with a dark forest green body and black attached lid. WCS offers an advanced cart design with a ten year warranty.
- **Lower Carbon Footprint.** West Central Sanitation employs a fleet of Compressed Natural Gas powered trucks. This means St. James will be a greener community. Our CNG trucks are:
 - ✓ Quieter – 50% quieter than diesel powered
 - ✓ Cleaner – No lead. Low carbon. Up to 95% less tail pipe emissions.
 - ✓ Safer – CNG fuel tanks are designed and built significantly stronger than diesel tanks, reducing the chance of an accidental leak. In the case of an accidental release, natural gas disperses harmlessly into the atmosphere eliminating a hazardous spill.
 - ✓ Domestically produced. Over 98% of our natural gas supply comes from America. The United States has at least a 100 year supply, producing jobs in America and supporting our economy.
 - ✓ Our garbage packers are locally manufactured in Dodge Center, Minnesota.
 - ✓ Economical. Over the last decade the price of natural gas has been stable and diesel has gone up and down 140%, mostly up.

“Good Neighbors You’ve Come to Trust”

Benefits to St. James

West Central Sanitation is a **great choice** for the City of St. James. Here are just a few benefits:

- **Stability** – 39 years of local ownership and qualified experience in the trash and recycling business.
- Family owned and operated.
- Environmentally Responsible – West Central Sanitation will be utilizing a ***Compressed Natural Gas*** truck to service the City of St. James. Cleaner, Greener, Quieter and lowering your City's carbon footprint.
- **Protection** – Our insurance package indemnifies St. James up to \$5 million.
- **Prompt** – Large inventory of trucks and equipment – service will always be as scheduled.
- **Safety** – DOT certified mechanics on staff keep our equipment well maintained.
- **Responsive** – Trucks are all connected live to our central office, Supervisors and Customer Service Representatives. All trucks are GPS equipped and each stop is time and location stamped within seconds to our central information system.
- **Accessible** – Offices are staffed 8:00 AM to 5:00 PM, Monday-Friday with experienced customer service representatives. You will talk to a live person who will help you with your request. Emergency voicemail system after hours ensures a response.
- **Convenience** – Toll free and local telephone numbers plus website.
- **Local** – Shop and recycling facilities located in Redwood Falls, North Mankato and Willmar, Minnesota.
- **Dependable Service** – Trained Supervisors and Lead drivers.
- **Proven performance** – We service many surrounding communities such as Mankato, North Mankato, Redwood County Recycling, Redwood Falls, Hutchinson and Lamberton, and we have an exceptional record in each.
- **Affordable** – Long history of stable rates.
- **Regional Full Service Company** – Large enough to take care of all St. James's service needs yet small enough to care about each individual customer.

“Good Neighbors You’ve Come to Trust”

ST. JAMES PROPOSAL

Submitted by West Central Sanitation
September 12, 2018

West Central Sanitation has reviewed the Request for Proposals issued by the City of St. James, dated August 16, 2018. We understand and agree to all conditions and to perform all elements presented in the RFP. We have also toured your city in an effort to anticipate the needs of your community.

West Central Sanitation has included the following in its proposal to the City of St. James:

1. New carts for trash will be delivered to all households. Available sizes are 35 gallon, 65 gallon and 95 gallon.

Five (5) Year Contract Proposal

RESIDENTIAL REFUSE RATES	Rates
35 Gal Serviced Every other Week	\$ 6.50
35 Gal Serviced Weekly	\$ 7.80
65 Gal Serviced Weekly	\$ 9.75
95 Gal Serviced Weekly	\$ 11.70

RESIDENTIAL BAG/TAG PRICE	\$ 2.90
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2. Community clean up, \$55.00 per ton plus applicable tax. We can recycle electronics for \$.28 per pound as an option.
3. West Central Sanitation is a local, family owned and operated business established in 1979. Providing trash and recycling services for residential, commercial and industrial clients in over 18 counties in Minnesota. Shop and support facilities are currently maintained in North Mankato, Redwood Falls, Willmar and Alexandria, Minnesota. Full-time employees are currently over 110.
4. Letters of reference are attached and more are available upon request. Attachments A(1-4)

5. Municipal trash services will be provided at no additional charge to city owned facilities; Electric Department, Wastewater Department, Water Department, Liquor Store, Park Department, Campground, Street Department, Fire Department, Multicultural Building, Community Building and any other locations specified by the city.
6. Billing will be the responsibility of West Central Sanitation.
7. Certificate of Insurance is attached. Attachment B
8. West Central Sanitation maintains a toll free number, 1-800-246-7630 and a fully staffed customer service center in Willmar, Minnesota.