

LEHIGHTON AREA SCHOOL DISTRICT,

Trash Removal

May 14, 2021

SUBMITTED BY

Waste Management of Pennsylvania, Inc.

Experience that Counts

CONTACT

Jennifer Smith,
Public Sector Representative
(610) 476-6198
jsmith37@wm.com





WASTE MANAGEMENT

Waste Management of Pennsylvania, Inc.
910 W. Pennsylvania Avenue
Pen Argyl, PA 18072

May 14, 2021

Lehigh Area School District
1000 Union Street
Lehigh, PA 18235-1700
Attention: Mr. Edward Rarick

Dear Mr. Rarick:

Waste Management of Pennsylvania, Inc. (Waste Management) is pleased to submit a response to Lehigh Area School District's Bid for Trash Removal. As the District's past service provider, we look forward to reigniting our partnership with Lehigh Area School District.

We are pleased to offer the following highlights of our proposal to Lehigh Area School District:

- Responsive communications, spearheaded by a single point of contact, Jennifer Smith. I may be reached via email at jsmith37@wm.com or phone (610) 476-6198. I am authorized to negotiate contract terms with the District.
- Redundancy for equipment as well as personnel. Our advanced technology enables us to confirm that there are no service interruptions, not only in emergencies but also in unexpected situations around campus.
- Waste Management has the best safety record in the industry. This translates into the safest possible collection services on campus.

We wish to continue being your long-term solutions partner, sharing your vision, and celebrating your successes with you. By constantly innovating and improving, we will help Lehigh Area School District achieve your goals quickly and better than anyone in the industry.

The attached proposal clearly outlines our unique capabilities, which we believe best suit both parties for continuing our beneficial partnership. I look forward to reviewing the enclosed proposal with you. If you have any questions or require further information, please do not hesitate to contact me.

Sincerely,

A handwritten signature in blue ink that reads "Jennifer L. Smith".

Jennifer Smith, Public Sector Representative
(610) 476-6198, | jsmith37@wm.com



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Waste Management is your partner for environmental service and solutions whose people **go above and beyond** to **serve and solve** every challenge **the right way**.

Data contained in this proposal represents the most recently published information for Waste Management's wholly owned operations, unless otherwise indicated.



| FIRM QUALIFICATION

Who We Are and What We Do

At Waste Management, we place our customers at the center of what we do every day. We are a team of more than 44,900 employees motivated by a desire to go above and beyond for our nearly 20 million municipal, commercial, industrial, and residential entities throughout North America for whom we provide a range of environmental solutions, including collection, recycling, disposal, and renewable energy production.

To serve our diverse customer base, we have developed the industry's largest network of collection operations, transfer stations, and recycling and disposal facilities. Unmatched in geographical reach and ability, our network enables us to manage every aspect of our customers' waste streams.

But, our broad geographical coverage and depth of experience allow us to do so much more. With our team of in-house environmental experts, we assist customers with customized sustainability plans. In response to natural disasters or unforeseen needs, we provide almost immediate support to customers by quickly assembling emergency collection services. And, as North America's leading post-consumer recycler, we navigate a complex international commodity market to safeguard the long-term viability of our customers' recycling programs.

For many customers, the authenticity of who we are and the depth of what we do make us more than just a service provider. We strive to be a long-term partner that our customers can trust by doing things the right way, every day.

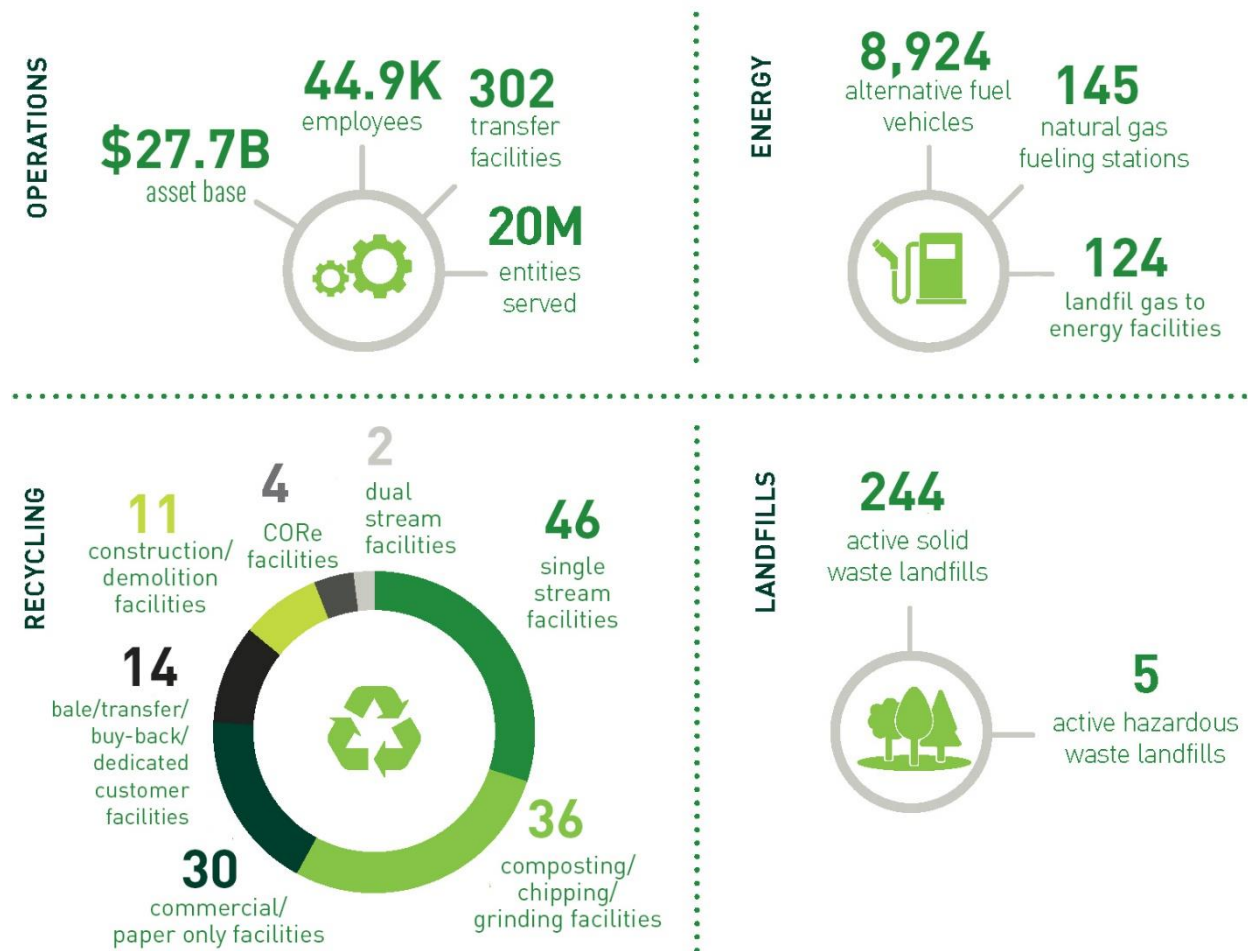
Our Core Services - Redefining Your Expectations

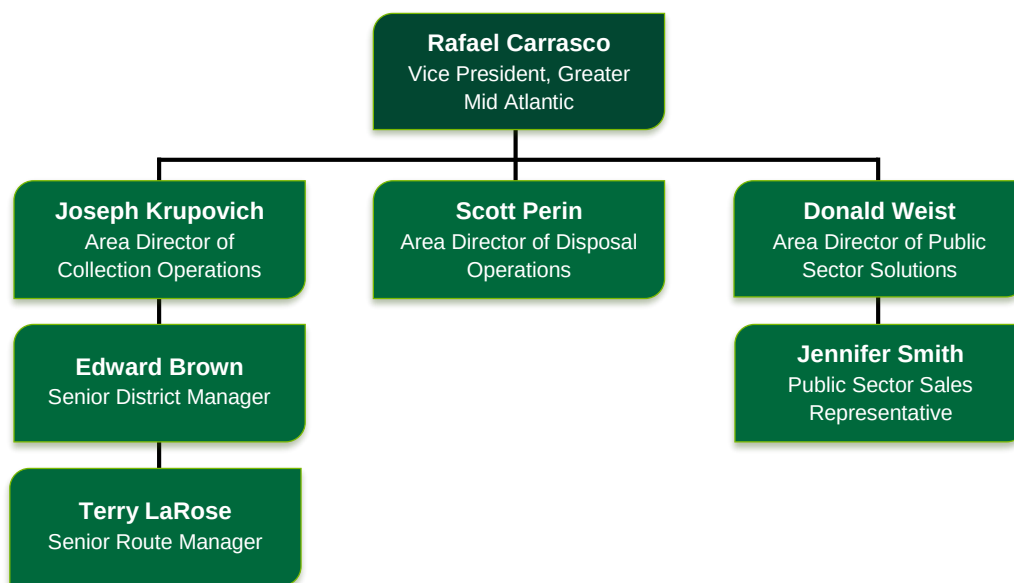
We are pushing the boundaries of what you can expect from your environmental services provider. A sampling of our services and sustainable technologies include:

- ✓ **Sustainable Services Tailored for Lehigh Area School District:** Every aspect of our services is designed with Lehigh Area School District in mind. Our fleet of trucks is fueled with clean, compressed natural gas and loaded with technologies that minimize environmental impacts for your district and proactively monitor service quality and vehicle safety.
- ✓ **Waste-Based Energy:** At our 124 landfill gas-to-energy (LFGTE) facilities, we capture methane and use it as an alternative to fossil fuel-generating electricity that is sold to local utilities and also converted into natural gas fuels. Renewable natural gas produced from processed landfill gas now fuels 33 percent of our natural gas fleet.

- ✓ **Hard-to-Handle Materials:** We offer several programs to help our customers dispose of hard-to-handle waste streams, including paint, automotive products, flammable and combustible items, batteries, electronic, and medical wastes.
- ✓ **Advancement of New Technologies:** We are dedicated to finding solutions to the problems of tomorrow, today. That is why we are making meaningful investments in companies focused on transforming materials such as solid waste into biofuels and renewable chemicals.

Waste Management At-a-Glance (data represents Waste Management's most recently published information)





Through the hard work, innovation, and steadfast dedication of our employees, Waste Management has been the recognized leader in the environmental services industry for over 50 years. During this time we have partnered with countless customers to implement innovative programs and services that have shaped the solid waste and recycling industry in North America. Key highlights of our history include:



BORN OUT OF A DESIRE TO SERVE COMMUNITY

1968: The original Waste Management, Inc. begins operations, bringing together numerous solid waste companies, including some founded in the late 1880s.



A PIONEER FOR THE ENVIRONMENT

1980s: Waste Management pioneers recycling programs in communities throughout North America. Curbside recycling services begin in many neighborhoods and Waste Management begins to build robust collection, materials recovery, and materials marketing infrastructures to ensure that more of our waste finds second life.

BREAKTHROUGH TECHNOLOGY

1990s: Waste Management refines recycling processing facilities by introducing single-stream recycling that allows for the customer convenience of “all-in-one” cart-based recycling collection.

REDUCING OUR CARBON FOOTPRINT

2007: Waste Management begins transitioning to collection vehicles that run on cleaner fuels, setting a goal to reduce fleet emissions by 15 percent by 2020. The goal is achieved in just four years and by 2018 we reduced fleet emissions 30 percent with the largest heavy-duty natural gas truck fleet in North America.



CLOSING THE LOOP



2009: Our first renewable energy facility opens at our Altamont, CA Landfill, giving Waste Management technology to produce renewable natural gas (RNG) that can be used as transportation fuel from biogas, a gaseous product from the decomposition of organic matter at our landfills. Today, Waste Management has 5 RNG production facilities and nearly a third of our natural gas fleet runs on RNG fuel.

THE CROWN JEWEL OF SUSTAINABLE SPORT

2010: Waste Management begins sponsorship of the Phoenix Open golf tournament. The Waste Management Phoenix Open (WMPO) soon evolves into the premier showcase for environmental best practices and innovation in sustainable sport. The WMPO annually achieves Zero Waste status beginning in 2012 and has earned the nickname "The Greenest Show on Grass."



TURNING FOOD INTO ENERGY



2011: Committed to finding innovative solutions to find a next use for all types of waste, Waste Management opens our first Centralized Organic Recycling equipment (CORE®) patented system, which uses food waste to generate renewable, green energy. Waste Management now operates 4 CORE facilities, with more under development. Each ton of processed food waste can power between eight and 10 homes.

EDUCATING TO RECYCLE RIGHT

2013: The industry's first comprehensive, turn-key recycling education campaign is launched. Recycle Right promotes recycling by simplifying guidelines and providing resources for recycling today, from the latest technologies to tools that inspire others to recycle. With Recycle Right, everyone is empowered to become a recycling ambassador.

RECYCLE RIGHT



ALWAYS RECYCLE / RECICLE SIEMPRE



Plastic Bottles & Containers
Botellas y envases de plástico



Food & Beverage Cans
Latón de alimentos y bebidas



Paper
Papeles



Flattened Cardboard & Paperboard
Cartón y cartón aplastado

THE WORLD OF RECYCLING CHANGES

2017: China, which had been the world's largest market for mixed paper and plastics, sets aggressive environmental goals that culminate with a plan to eliminate imports of all post-consumer recyclables by 2021. In response, Waste Management works to rebalance commodity values by developing markets here in North America. By 2019, over 60 percent of our recycled paper and 100 percent of our processed residential recyclable plastics were marketed to domestic mills while just 3 percent of recyclables were exported to China.



AIMING HIGHER

2018: Waste Management sets an ambitious new goal to offset four times the greenhouse gas emissions we generate through our operations by 2038. The ambition is supported by two additional goals: reducing fleet emissions by 40 percent through renewable fuel use in our growing fleet of natural gas vehicles and collecting two million more tons of recycled materials by 2038.

EXPORTING RESPONSIBLY

2019: Responding to the issue of plastic waste in the environment, including marine debris, Waste Management declares that no plastics collected on our residential routes will be sent outside North America, where countries may not be well-equipped to properly handle the materials. Sending plastic to such markets increases the likelihood of more plastics entering rivers, waterways, and oceans.

INVESTING IN THE FUTURE OF RECYCLING

2020: Waste Management opens the “Material Recovery Facility of the Future” - a next generation recycling facility with cutting edge recyclables processing technologies, including optical sorters, advanced screening, and robotics. The new MRF design maximizes outbound quality of recyclable materials while minimizing operating expenses - helping to create more sustainable recycling programs - and serves as the framework for future MRF investments over the next five years.



TODAY, AND BEYOND

Today, Waste Management and our more than 44,900 employees provide environmental services to nearly 20 million customers across North America. We safely process more than 15 million tons of recyclables and dispose of nearly 100 million tons of waste annually. To handle this volume, Waste Management operates the largest network of recycling facilities (143) and landfills (244).

As Waste Management has grown and evolved, so has our commitment to the environment, our customers, and our employees to make our communities - whether a town, business, or campus - better places to live and work. We do this by doing things the right way, every day, now and into the future.



STATE OF NEW JERSEY BUSINESS REGISTRATION CERTIFICATE

Taxpayer Name: GRAND CENTRAL SANITARY LF INC

Trade Name:

Address: 1001 FANNIN SUITE 4000
HOUSTON, TX 77002-6711

**Certificate
Number:** 1325064

Effective Date: May 10, 2007

Date of Issuance: July 29, 2016

For Office Use Only:

20160729092318268

COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF STATE

06/06/2016

TO ALL WHOM THESE PRESENTS SHALL COME, GREETING:

I DO HEREBY CERTIFY THAT,

WASTE MANAGEMENT OF PENNSYLVANIA, INC.

is duly registered as a Pennsylvania Business Corporation under the laws of the Commonwealth of Pennsylvania and remains subsisting so far as the records of this office show, as of the date herein.

I DO FURTHER CERTIFY THAT this Subsistence Certificate shall not imply that all fees, taxes and penalties owed to the Commonwealth of Pennsylvania are paid.



IN TESTIMONY WHEREOF, I have hereunto set my hand and caused the Seal of the Secretary's Office to be affixed, the day and year above written

Pedro A. Contes
Secretary of the Commonwealth

Certification Number: TSC160606090236-1

Verify this certificate online at <http://www.corporations.pa.gov/orders/verify.aspx>

Solid Waste

Solid waste will be collected from Lehigh Area School District and hauled to our landfill for disposal:

Grand Central Sanitation
1963 Pen Argyl Road
Pen Argyl, PA 18072
(610) 863-1315

Our Route Management Systems

Operational Efficiency at its Finest

With more purchases being made electronically, many of us have started tracking the status of our deliveries online, and for the first time, we have had visibility into the complex logistics behind each shipment. When we are anxious to receive a package, we watch every stop from the point of intake, to transfers at regional distribution centers. Just as we depend on mail carriers to deliver packages on time, Lehigh Area School District depends on Waste Management to collect waste and recyclables safely, efficiently, and on time.

Behind the scenes, we meet these customer expectations with the help of our state-of-the-art technology and software. Our entire fleet is equipped with an onboard computing system (OCS) – touch screen tablet technology that enhances real-time route management and communication between our operations and customer service teams. Through OCS, we use eRouteLogistics® software to build and maintain our routes and Plan Versus Actual (PvA) technology to manage collection routes in real time.

In addition to confirming material is collected on time with fewer missed collections, our route management systems benefit Lehigh Area School District through:

- **Operations Efficiency:** Designing and utilizing the most efficient route means lower cost for customers, less wear and tear on streets, and the ability to avoid heavy traffic patterns.
- **Environmental Savings:** Operational efficiencies gained through our routing process have immediate positive effects on the local environment. Fewer miles driven means reduced greenhouse gas emissions.
- **Safety Improvement:** Routes are planned in line with company safety policies and protocols. Our routes accommodate traffic patterns and traffic flow, as well as avoid high pedestrian traffic hours at locations such as schools, playgrounds, and parks.

Smart Onboard Cameras Assist in Right-Sizing Service

As our drivers arrive at a customer's location, they follow a standardized Snapshot process to check for any abnormalities, such as overflowing bin(s), waste surrounding the container, or contamination. Using Waste Management's proprietary onboard computing system, our drivers notate and photograph customer-specific collection challenges. This information is automatically tagged to the customer's account and allows us to proactively reach out with a customized service recommendation or solution based on a customer's exact needs. Solutions may include changing collection frequency, container sizes, or expanding recycling efforts and providing additional recycling education.



2 | SAFETY

Safety Is A Core Value for Waste Management

Historically, waste collection, processing and disposal have ranked among the most dangerous occupations in North America – in fact, the U.S. federal government ranks trash and recycling collection among the top 10 most dangerous jobs in the country.

Our employees who collect waste spend much of their workday in traffic, lifting heavy items, operating large vehicles and heavy machinery - all of which can lead to injuries. It is our duty to take every sensible step to prevent injuries in the workplace and return our employees home safely every night. Likewise, Lehigh Area School District depends on us to safely collect, process, and dispose of their wastes while being mindful of our actions to protect the environment that we share.

**SAFETY
ALWAYS.**

Therefore, safety is not just a priority for Waste Management, because priorities often change, safety is a core value for our company. We understand the magnitude of the responsibility we have and strive to confirm that each task, piece of equipment, and company policy and procedure reinforces safe actions and behaviors.

Overall injury rates in our industry have improved substantially in recent years and Waste Management's performance in this area has ranked among the best. We actively work with our trade association, the National Waste & Recycling Association, to advance safety within our industry and among our customer base.

You do not need to search long to see how we fulfill our commitment to safety – it is woven into everything we do – from hiring practices to training to advancing safety technologies to preventive maintenance.

Our Mission to Zero™

About a decade ago, we made a commitment to overhaul our safety culture and to put processes and systems in place that would make every site and each individual responsible for safe behaviors. As a result, we launched our internal safety philosophy that we call Mission to Zero™ or M2Z. The core of the M2Z philosophy is zero tolerance for unsafe behaviors by all employees, with a goal of zero accidents and injuries. All operational employees benefit from the program's safety training, rulebooks, fleet processes, and standard practices. Over the years, the M2Z approach has resulted in

M2Z

programs that have improved safety performance, including worker injury rates, vehicle collision prevention, and safety leadership development. The program, which ranks among the most far-reaching and comprehensive worker safety plans in our industry, involves classroom instruction, route observation, monitoring of safety data, and driver training. Since its adoption, we have seen significant improvements in on-the-job safety.

Advancing Safety Technology

Our great strides in safety performances reflect an ongoing strategy to leverage technology in our safety processes. In recent years, our Service Delivery Optimization (SDO) program has significantly improved collection and maintenance operations by optimizing our systems through technology that includes onboard computers, routing software and cameras.

DriveCam®: Utilizing Technology to Help Create Safer Streets

One of our safety technology innovations is DriveCam®, a coaching tool that allows us to see and talk through the safety issues drivers face each day. Each truck cab is equipped with a forward-facing camera constantly recording everything that happens. Whenever there is a sudden movement, such as hard braking, swerving, or a collision, the camera automatically saves a 12-second section of video. Once an event is captured, information is sent to Waste Management route managers for performance coaching with the driver.



Drivers also can manually start the camera if they witness a potential crime – making it an invaluable tool for our Waste Watch® program, which formally teaches Waste Management drivers how to observe and report suspicious activity or an emergency situation to law enforcement.

Recorded events also help us appreciate the many times that our drivers avoid collisions through using proper defensive driving techniques. We believe our investment in DriveCam has contributed to reducing our reported vehicle accidents by almost 80 percent since 2005.



For an in-depth look at DriveCam, check out our YouTube video at <https://youtu.be/NDvacIfHxy8>

Back Up Cameras on All Vehicles

All Lehigh Area School District vehicles include back up cameras that provide a view of the area behind the truck whenever the truck is in reverse. This reduces the potential for backing accidents and enhances pedestrian safety.

Leading Safety with Onboard Technology Advancements

On-Board Methane Detection	On CNG-powered trucks, methane detectors provide immediate visual and audible alarm for potential leaks from fuel tanks or lines.
Maximum Idle Time Limit	After five minutes, engines turn off to reduce fuel consumption and exhaust emissions.
Electric Heated Rear View Mirrors	Provides fog and frost-free view of both sides of the truck. Mirrors are adjustable electronically from the driver's seat to provide an unrestricted view of the sides and rear on the truck.
Bus-Boy Mirrors	Angled convex mirrors allow the driver an unrestricted view of the area in front of the truck. Especially valuable when children and/or adult pedestrians are present.

Trapezoidal Side Lights	Floodlights located halfway down the side of the body come on automatically when the truck is in reverse. Bright flood lighting illuminates both sides of the truck and roadway providing added safety.
LED Strobe Lights and Flashers	Enhances rear of truck visibility for approaching motorists. Improves safety for helpers while working at the rear of service trucks.
Sears Air Ride Drivers Seat	Provides added comfort and excellent ergonomics for the driver. Includes eight-way adjustability including lumbar support to help reduce driver fatigue and improve overall performance.
Reflective Signage/Striping	Highly reflective rear of vehicle striping and signage to provide exceptional visibility when approaching trucks from the rear during nighttime hours.
Heavy Duty Disc Brakes	Provide the best stopping distance for heavy trucks in the industry. Exceeds all applicable Federal Motor Vehicle Safety Administration requirements.
Electromagnetic or Hydraulic Driveline Retarders	Retarders are silent and provide additional braking capacity. Eight-inch-wide rear brake lining also increases braking capacity and improves vehicle safety.
Four Braid Hydraulic Hoses	Part of Waste Management's standard truck body specification, doubling the safety margin against high-pressure hydraulic leakage.

3 | PRICING PROPOSAL

Please find our pricing proposal on the Bid Form in the following pages, as requested in the bid specifications.

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