

Blue Sky, Green Earth

WASTE PRO
Caring For Our Communities

A newsletter connecting Waste Pro and the municipal sector we serve

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President's Corner

Our goal at Waste Pro is to provide municipalities with a better service than they have ever had anytime, anywhere. To achieve that goal, drivers and supervisors must exceed customer expectations. We strongly believe that for employees to provide exceptional service, they need to be happy with their jobs. Beyond offering great benefits packages, Waste Pro CDL drivers can earn a \$10,000 bonus for maintaining a spotless driving record for three years, no accidents, tickets or complaints. Already this year, 12 drivers have earned the bonus in Athens, New Smyrna Beach, Daytona, Tallahassee, Jacksonville and Ft Myers. I am proud to be associated with men and women of this caliber and hope to give out many more of these bonuses.

John

John Jennings
President & CEO, Waste Pro USA



National Solid Wastes Management Association (NSWMA) study finds privatization provides 20% to 40% cost savings.

Learn more in our next issue!

<http://www.environmentalistseveryday.org/docs/research-bulletin/Research-Bulletin-Privatization.pdf>

Waste Pro Brings Single Stream Recycling and Automated Collection to Cape Coral, Florida

When Waste Pro was selected by the City of Cape Coral to provide garbage and recycling collection services, the company brought single stream recycling and automated collection to the City's 70,000 households. To help make sure the switch from dual stream recycling and manual collection went smoothly, the company placed a Customer Service Representative in City Hall to assist with the transition and resolve any resi-



dent complaints or concerns. Waste Pro distributed 140,000 new 96 gallon carts to residents and provided instructions on their proper use. When some residents requested smaller carts, Waste Pro made 65 gallon carts available. "All they promised they would do, they did," said Cape Coral Procurement Manager Mark Thiele. City residents now place all their recyclables conveniently in one can. Approximately 2,600 commercial customers also are now being served by Waste Pro.

Waste Pro Expands Recycling Reach with Greenstar

Greenstar Recycling, based in Houston, TX and Waste Pro have announced an agreement that covers service in Waste Pro's Atlanta area. Under terms of the agreement, Waste Pro will receive recycling processing equipment, while Greenstar will provide the marketing of recovered commodities from Waste Pro's Atlanta recycling facility. The agreement includes Greenstar responsibility for marketing additional Waste Pro recyclable commodities throughout its business in the South.

"This agreement is a strategic win for both parties. Waste Pro will expand its existing recycling operations in Atlanta, and Greenstar will grow its commodity marketing business, resulting in better economies of scale for both businesses.

Waste Pro represents an important customer segment for Greenstar - not only do we work directly with municipalities and businesses, but also through strategic alliances with leading integrated waste management companies like Waste Pro," says Matt Delnick, Greenstar Recycling CEO.

"We are excited about this agreement. I look forward to the continued expansion of our Atlanta recycling processing facilities (American Recycling of Georgia) with such a professional company as Greenstar," says John Jennings, Waste Pro USA president and CEO. "Waste Pro has invested more than \$3 million in our Atlanta processing facility, and Greenstar offers top of the market pricing, prompt payment and accurate reporting on our commodity sales."

Municipal contracts are our specialty, representing over 70% of our business

Going Green

Waste Pro Trucks Protect Environment

Waste Pro's new Mack trucks have a "Regenerative" system installed that reduces exhaust emissions and is ahead of the schedule for EPA requirements. Waste Pro also goes to the additional cost and effort to place anti-wear armoring around all of its hydraulic hoses, thereby virtually eliminating hydraulic spills into the environment

Manatee Chamber Recognizes Waste Pro Green Initiative

Waste Pro recently received a Green Business Certificate, Master Level, from the Manatee Chamber of Commerce. Waste Pro earned the honor through a combination of its commitment to the environment and its power saving solar generating system on the Bradenton facility.

Waste Pro Partners for Pick-up in Jackson, Mississippi

The Hinds County, Mississippi Board of Supervisors, selected Waste Pro and its Jackson, Mississippi subcontractor, National Collection Systems (NCS) to provide solid waste collection for its 18,000 residents. "This is the way Waste Pro operates; they buy new equipment for new contracts," said Lee Bush, one of

the owners of NCS, the company responsible for a portion of the day-to-day collections. NCS has collected garbage for 13 years.



News Briefs

Waste Pro Acquires Emerald Waste's Florida and Alabama Operations

Waste Pro has acquired the Gulf Coast (Florida and Alabama) operations of Emerald Waste Services, Inc. (EWS). The purchase includes seven C&D landfills, one transfer station and four hauling sites. Waste Pro will relocate the majority of EWS's staff of approximately 100 plus employees to Waste Pro's new division in Panama City Beach. The Waste Pro complex features expansive parking areas, a high bay maintenance shop and offices. The acquisition greatly strengthens Waste Pro's ability to serve communities in the Florida Panhandle, as well as Southern Georgia and Southern Alabama. Waste Pro now operates in 60 of Florida's 67 counties.

Waste Pro Purchases Pelican Commercial Waste Services in New Orleans

Waste Pro has closed on the purchase of Pelican Commercial Waste Services in the greater New Orleans metro area. The purchase includes front load and roll-off trucks. Waste Pro's new facility in Kenner, Louisiana (a suburb of New Orleans) is already serving two industrial customers, Northrup Grumman and Chevron. Waste Pro is also aggressively pursuing residential contracts.

The Waste Pro Way

Letter received by Division 106: Palm Coast

Dear Sir,

On Wed., Jan. 12, 2011, I had the misfortune of sliding off my driveway into the grass area. Trying many ways of rectifying the situation, a Waste Pro vehicle pulled up and asked if he could help us. Of course, we were grateful

for his assistance and it is to this incident I am writing too.

This gentleman, Tom Foley, tried various measures and was able to get my car back up on the driveway. My wife and I were so happy; we offered Tom reimbursement for his help. He refused and said he was grateful for our blessings.

We had to write and tell you about this splendid employee who does your company a great credit. He was a very courteous and happy individual and deserves all the success in your employ. You should be proud he wears a Waste Pro uniform.

Thankfully,
William Demaria,
Palm Coast, FL

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Customer Comments

"Waste Pro performs at a level above and beyond any of our previous waste collection contracts. I would recommend them to any city or county seeking a waste and recycling contractor." Ron Roberts, Assistant Solid Waste Director, St. Lucie County



Upcoming Events

Come see us at the following upcoming solid waste and recycling events within the southeast:

- Waste Expo, Dallas, May 9-12
- FL City & County Management Association Conference, Clearwater, May 31 – June 3
- SC Municipal Association, Hilton Head, June 17-18
- MS Association of Supervisors, Biloxi, June 20-23
- GA Municipal Association, Savannah, June 26-27

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