



**NAPA-VALLEJO WASTE MANAGEMENT AUTHORITY  
LONG-TERM DISPOSAL  
AND ADC CAPACITY PROPOSAL**

**MARCH 15, 2013**





March 15, 2013

Mr. Richard F. Luthy Jr.  
Executive Director  
Napa-Vallejo Waste Management Authority  
1195 Third Street, Suite B-10  
Napa, CA 94559

**Subject: Request for Proposals for Long-Term Residue and ADC Capacity Services**

Dear Mr. Luthy,

Republic Services, Inc. is pleased to respond to the Napa-Vallejo Waste Management Authority (NVWMA) Request for Proposals for Long-Term Residue and ADC Capacity Services. We have received, thoroughly reviewed and considered the NVWMA Request for Proposal (RFP) and all attachments, exhibits and addenda relative to the RFP.

Republic Services, Inc. has been NVWMA's current service provider for over 15 years. We offer a proven and reliable site and have a great understanding of the Authorities needs. Without a doubt we offer a more secure and viable option in comparison to other competing facilities whom continually face political and permitting issues. Also, with the ever-changing environmental requirements and regulations, our goal is to always be open-minded and accessible to the Authority. We remain committed to making sure we effectively work toward providing superior service at fair and reasonable rates.

With a long history of providing disposal services to the NVWMA and as one of the largest solid waste management and recycling companies in the United States, we have a proven record of experience along with the financial assets and capability to implement all services as specified in the RFP.

The applicant responding to this proposal is Republic Services, Inc., a Delaware Corporation, for disposal and ADC services at the Keller Canyon Landfill. During this process, please use the following information for communications with our key contact person:

**Rick King, General Manager**  
**Office Phone: 925-458-9800 x11**  
**Fax Number: 480-270-8938**  
**901 Bailey Road**  
**Pittsburg, CA 94565**  
**rking@republicservices.com**

Our knowledge, understanding and long-term experience in serving both public and private sector customers throughout Northern and Central California has provided enhanced diversion and environmental benefits for the region. Through our local experience, and with our focus on sustainable diversion programs and continued community and civic participation, we believe that our services continue to align very well with those of the NVWMA.

Thank you for your consideration. We welcome the opportunity to meet with you to discuss our proposal further.

Sincerely,

A handwritten signature in blue ink, appearing to read "Rick King", is written over a light blue circular stamp.

Rick King

General Manager



# Executive Summary

Republic Services' response to the Request for Proposal from the Napa-Vallejo Waste Management Authority includes detailed and thorough research, analysis, and explanations of various strategies and approaches for long-term disposal and ADC capacity services at our Keller Canyon Landfill.

As a fully integrated solid waste management and recycling services company with over 15 years of experience serving the Authority, our local personnel possess the capability to continue providing all of the services we have proposed. We have made a priority of compliance with local rules and regulations, have an unmatched network of facilities in the region. Since working with the NVWMA we have never had a significant issue related to provision of service and have all permits on-hand today, ensuring continued reliability. The following is a brief summary of Republic's proposal.

## Sustainability (Reduce, Reuse, Recycle, Renew, Responsibility)

Republic Services strongly supports and advocates the five R's of Sustainability: Reduce, Reuse, Recycle, Renew and Responsibility. These are not mere components, it's what we do. We understand that the sustainability of our environment depends on how well we protect and preserve our natural resources and how well we educate future generations on environmental compliance. In fact, our sustainability program centers on the theme of "Protecting Today's Environment for a Better Tomorrow." This message is important throughout our organization and resonates with the quality of life and regional prosperity in the communities we serve.

As part of Republic's standard practice, we will incorporate the following core values and principles into our business practices, policies and programs to serve the Authority:

- Effective and comprehensive regulatory compliance, pollution prevention using state-of-the-art environmental controls, continuous improvement and transparency in environmental performance.
- Commitment to being open minded and accessible to the Authority, always ensuring we are effectively working toward providing superior service at a fair and reasonable rate.
- Active participation in local and regional sustainability partnerships and strong encouragement of sustainable practices in the waste industry and the region.
- Detailed, comprehensive and continual customer education/public outreach that maximize the ability of our firm to divert materials from the waste stream.
- Continued analysis and improvement in our operating costs and impacts of our facilities, operations and services to determine economic sustainability.
- Establish a work environment that maximizes our employee assets and stimulates an atmosphere of innovation, productivity, pride and personal commitment to sustainability.
- Exercise leadership in sustainability initiatives that strengthen the social well-being and community relationships with the customers we serve.



## Qualifications

The operating company that will provide service to the Authority is the Keller Canyon Landfill, a wholly owned subsidiary of Republic Services, Inc. Our divisions operate in a decentralized environment where the vast majority of decisions impacting our customers occur at the local level and do not need approval from others within the organization. This not only streamlines our ability to provide service, but also eliminates some of the communication issues that have plagued other companies within the industry that operate from a more centralized structure.

Republic Services is one of America's largest non-hazardous solid waste services and recycling companies. We provide waste collection, transfer, recycling and disposal services to more than 12,000,000 residential and 1,000,000 commercial customers through more than 3,000 municipal contracts across the United States. Republic's nationwide team of 35,000 employees operates within a highly efficient, integrated organization that generates \$8.4 billion in annual revenues. Republic Services is traded on the New York Stock Exchange.

Selecting Republic provides the best combination of a locally based company, staffed by local management who are empowered to make decisions regarding the services provided to the Authority. Additionally, our employees live in the community and understand the community's needs. This coupled with the financial strength and vast resources of a national company provide the Authority with a strong foundation for the performance of the required services.

Our successful history with the Authority spans more than 15 years, and we are committed to delivering the most environmentally responsible, efficient and cost-effective disposal and ADC services. Under the leadership of Rick King, General Manager at Keller Canyon Landfill and Mike Caprio, Northern California Area President and a highly experienced team of professionals, Republic has the proven ability to achieve outstanding customer satisfaction using innovative approaches and sustainable technologies that benefit the communities we serve.

Throughout the tenure of our relationship with the Authority, a mutual partnership has developed that has provided the Authority with several services outside the scope of the current agreement. Republic has been able to offer these services to the Authority as a result of our vast network of facilities in the area and pool of knowledge, assets, financial stability and strength of our organization. We remain committed to our long-term partnership with the Authority and are confident that Republic Services, Inc. will continue providing a long term viable alternative and best serve the needs of Napa and Solano Counties.

Our approach to relationships with public entities is to be in the business for the long run and to make sure we understand the specifics of the operations that we are involved in prior to agreeing to a pricing structure. This requires honoring the agreements that have been put in place and realizing that at times we may need to absorb short term difficulties for the sake of the long term partnership.

## Project Team

Mike Caprio and Rick King will be the primary representatives for Republic Services. Mike Caprio has been associated with the Napa Transfer Station project since shortly after the acquisition of the Rabanco Companies by Allied Waste in 1998. He has been instrumental in gaining approval for implementation of many of the projects and events listed in the previous section. Rick King, with over 20-years of industry experience, oversees five divisions in Northern California and has successfully managed the Authority's disposal contract with Keller Canyon since 2009.

The local Republic team responsible for implementation and day-to-day management of the Authority's contract has extensive experience and expertise in the management of disposal agreements. The team's collective experience will continue to cover daily interaction with Authority staff, as well as hands-on responsibilities to effectively service its disposal needs and objectives. Over the years, this local team of professionals has demonstrated exceptional commitment and responsiveness to solving customer service issues, implementing new and environmentally responsible programs and working in partnership with the customers served to improve reporting metrics and consistency. As a result we continue to maintain and improve our exceptionally high service levels in customer service, community relations, diversion rates, and compliance with all applicable regulatory criteria.

Our seasoned project team includes Division Manager Mickey Hill, Division Controller Wayne Moeller, Environmental Manager Lochlin Caffey and Area Municipal Services Manager Sue Vaccaro.



In addition to the personnel that currently manage the Keller Canyon Landfill facility, Republic's project team has developed lasting and dependable relationships with the regulatory community. These relationships were built on persistent follow-through on various requests for information or action, operating facilities in full compliance with regulatory criteria and necessary permits, and embracing a quality first approach to work performed at all our facilities on a daily basis.

## Provision of Landfill Disposal Capacity

Republic has proposed a turn-key operation with the continued use of the Keller Canyon Landfill as the designated disposal facility for the Authority's material. The landfill is a fully permitted, state-of-the-art Class II disposal facility that will require no additional permits for the continued acceptance of all of the Authority's material during the term of the contract. The relatively recent development of the facility dictates that all of the material currently placed in the landfill, as well as all material to be deposited at the facility, will be contained within state-of-the-art liner systems which are designed to eliminate environmental concerns and subsequent liabilities that are typically associated with older Class III landfills. It is one of the only sites in the area that is environmentally friendly on multiple levels including the conversion of methane gas generated through the decomposition of waste into a reliable source of energy.



The entire facility is constructed to Federal CFR 40 Subtitle D standards which include prescriptive guidelines for engineering and design, detailed construction quality assurance procedures, extensive ground water, air and surface water runoff monitoring, provisions for leachate and landfill gas control as well as screening procedures for any household hazardous waste that may mistakenly arrive at the facility.

Keller Canyon Landfill's design features and environmental controls are second to none and will be offered to the Authority in the RFP process. No other facilities can match Keller's liner system, environmental monitoring program or modern infrastructure. While companies can offer indemnifications against potential future environmental liabilities, it is better to utilize a facility that employs state-of-the-art environmental controls from top to bottom so that the issue of who is responsible for liabilities never arises in the first place.

The site maintains full coverage in the form of performance bonds and letters of credit at the California Integrated Waste Management Board (CIWMB) for closure and post-closure. Additionally, Keller Canyon Landfill Company has satisfied the owner operator liability requirements as well as the Article 5 Corrective Action requirements overseen by the CIWMB and RWQCB, respectively. Republic Services maintains an Environmental Impairment Insurance policy in the amount of \$10,000,000 to cover any unforeseen circumstances that may arise.

One of the unique features of the Keller Canyon Landfill is that there is a very stable fee structure in place with the County. With the landfill being fully permitted to accept all of the Authority's material, there is little risk of additional fees and surcharges being placed upon the facility. The Authority should be aware of this issue with other facilities that are involved in permitting processes or may require permit amendments to accept their material in the short and long term (factoring in growth). Local jurisdictions typically exact increases in fees and surcharges in exchange for permit amendments.

Republic's Services is the only company with existing infrastructure located in the Bay Area that are available for use by the Authority if the need arises to deliver waste outside of the operating hours at the Keller Canyon Landfill. Republic Services offers unparalleled resources in the Bay Area including Vasco Road Landfill in Livermore, Forward Landfill in Stockton, Newby Island in San Jose and Ox Mountain in Half Moon Bay.



## Diversion Practices & Community Partnerships

In our commitment to sustainability and the environment, Republic has implemented a comprehensive recycling program where over 25% of the material delivered to the Keller Canyon Landfill is diverted as beneficial reuse such as alternative daily cover, road base and wet weather pad construction.

Keller Canyon's onsite waste-to-energy plant generates enough electricity to provide power to nearly 2,200 homes. In addition to meeting the energy needs of local areas and businesses, the use of landfill gas rather than non-renewable sources has the clean air benefit equivalent to taking more than 31,400 passenger vehicles off the road, or planting 34,200 acres of Pine Forest (EPA LFG Energy Benefits Calculator).

Republic Services is committed to partnering with the communities we serve, it's not something we just say, it's something we do. We are proud that Keller Canyon Mitigation funds are used to support nearly 80 different community groups and organizations in the local area.

## Cost Proposal

Republic's cost proposal for disposal services represents a long term reliable level of service while maximizing diversion opportunities through the appropriate use of ADC. Our focus is to not be a low cost, bare bones service provider but to simply offer a high quality service at a competitive price that will allow the Authority to better achieve their goals. We believe that our cost proposal provides the Authority with outstanding value in all facets of the service agreement and provides a platform for a business relationship which benefits all of the parties involved.

The Authority may want to consider utilization of multiple facilities in management of their waste. While we are capable and willing to handle all of the material generated from the Authority's transfer station, it may be prudent for the Authority to keep a relationship in place with our company in the event that political, regulatory, financial or environmental considerations cause other locations to become unavailable or restricted for the long-term or are deemed less reliable. This approach could allow the Authority to diversify their outlets for acceptance of the various materials and at the same time arrive at an overall cost structure that is more favorable than the current arrangement.

## Our Commitment to Honoring Agreements

When making the final decision on who to select as the service provider, Republic believes there are several key factors to consider which are unrelated to technical qualifications. These factors center around the contractor's track record in the industry and their ability to follow through with contractual obligations.

This is in sharp contrast to the approach taken by several of our competitors who have bid projects low and ultimately needed to request additional compensation despite up front assurances that their bid was adequate for the scope of work. Our company does not look at a contractual arrangement as a vehicle for future change orders and price increases. As the current service provider, Republic understands what it takes to get the job done and we stand behind our numbers.

## Summary

Republic Services has prepared a comprehensive proposal for diversion and disposal services for the Napa-Vallejo Waste Management Authority. We believe that our proposal not only highlights the value brought to the table by our firm as the incumbent provider over the past 15 years, but also offers the use of a state of the art disposal facility that employs the most up to date monitoring and environmental controls available in the industry.

By continuing their use of this facility, the Authority will rest assured knowing that long-term liability associated with disposal is not an issue. We are extremely reliable and are currently permitted to handle all present and future volumes generated by the Authority and will not need any expansion approvals to manage the Authority's volume over the life of either agreement.

Over the years, Republic has stepped up to the plate whenever the Authority has needed assistance on a variety of issues. On numerous occasions this has required outlays of significant resources in order to get the job done. The end result has been a problem solved, stable rates and enhanced services for the Authority and its member agencies. Continuation of this partnership for management of all or part of the Authority's material streams, makes sense for all of the member agencies as well as the Authority as a whole.





# 4.1

## Technical Component

### 1. Methods and Procedures for Scale House Operations

Keller Canyon Landfill is closed to the general public (small self-haul vehicles) and no municipal solid waste can be hauled by refuse vehicles directly from the collection routes.

Light duty vehicles and trailers are allowed at the facility if they are in self-dumping trailers and delivering industrial or construction demolition material. Most industrial wastes are delivered in end dump trailers and tandem hauling assemblies. Yard waste from curbside programs can be delivered directly to the landfill in route vehicles.

Keller Canyon Landfill maintains two inbound and one outbound in-ground scales. Each one is tied to an operating system known as TRUX. The TRUX system tracks information pertinent to each load including the inbound and outbound tons for the vehicle as well as the time, date and city of origin of the vehicle entering the facility. The TRUX system is tied to our billing system and identifies which customers are approved for acceptance at the facility.



Keller Canyon Landfill use tare weights established for transfer and other vehicles that are be verified semi-annually or more frequently if necessary. The tare weights



are stored in our scale house computer system and tags for each load are provided to the driver of the vehicle. The scales at the landfill are maintained by Quality Scales and certified annually by Contra Costa County.

A weight ticket is generated from the scale system which identifies customer name, material type and net weight of the material being delivered to the facility. For vehicles using the facility that do not have tare weights stored in the system, they are required to weigh out on their exit from the facility and are provided with a final receipt at that time.

Each industrial waste projects has an approval number that is loaded into the system and shows up when a customer hands the special waste manifest tied to each load of material delivered from a given job site. Customers arriving at the site without a pre-approved account will not be admitted to the facility.



For vehicles that are not fully enclosed, the scale house attendant can view the contents of the load by using a stair case designed specifically for this type of inspection. Loads coming from other locations or directly from collection routes are screened through a detailed load checking program at the working area. The scale system is equipped with radiation detectors on either side of both scales. These devices are set at low level detection and serve to eliminate the potential for acceptance of radioactive material resulting from medical treatment or inadvertent disposal.

The facility's permitted operating hours are Monday – Saturday, 7:00 a.m. – 7:30 p.m., and closed on Sunday. Currently, the facility generally ceases operations between 4:30 and 5:00 p.m. during the week and mid-day on Saturday, but depending on the needs of our customers, we will be flexible to remain open later (within permitted hours) at no charge as needed to better serve the Authority. The required daily cover must be completed by 7:30 p.m. and all stationary working lights must be turned off at that time.

The site operates under a load checking program that has been approved by the Local Enforcement Agency (LEA) and Regional Water Quality Control Board. Material removed from the refuse as part of this program is stored in a compartmentalized container which segregates non-compatible wastes to eliminate any associated hazards. This material is periodically collected by a certified hazardous waste processor and disposed of appropriately.



## 2. Waste Receiving and Unloading

Refuse delivered to the site is typically transported in self dumping live floor trailers, roll-off trucks, route collection vehicles or end dumps.

Industrial, construction and demolition and yard waste are discharged directly from the vehicles transporting the material (end dump or ten wheel dump trucks). A tipper for unloading of non live floor trailers is also available at the site and is currently in use by the Authority's transfer station contractor for management of incoming loads.

All weather access roads and tipping pads are in place for transport of material to various tipping locations with signage directing the way to the working areas of the site. Drainage control features keep water from ponding or sheet flowing over these surfaces to ensure that they are passable in even the worst conditions. The spotter typically keeps transfer trailers on one side of the working area and all other self-tipping vehicles on the other to enhance safe operations. Maintenance of a stable level working area is also important to a safe operation.

In addition, the following Safety Standards are employed at Republic Services landfills:

- Only the Driver can be out of the cab on the active face of the landfill
- Spotters and Drivers must allow for a distance of at least 10 feet between vehicles
- Equipment operators must allow for a distance of at least 20 feet from vehicles when pushing garbage
- All landfill bull dozers and compactors are equipped with rearview cameras and backup alarms
- All personnel outside vehicles must wear proper personal protective equipment including gloves, high visibility lime-yellow clothing and hard hats
- Drivers must be within close proximity to their truck at all times
- Drivers must never walk under a raised tailgate



- Roll off and transfer drivers must use caution when opening their rear door latches that are under pressure and always stand clear of the opening door and extended handle latch
- Drivers are provided a designated area close to the active face to reconnect turnbuckles and to clean out behind the blade

Once discharged from the trailer, the refuse is spread over the working face with a bull dozer and placed with a compactor. Refuse lifts are typically 20-25 feet in thickness with the preference to bring the refuse to grade using a flat compaction surface or moderately graded working face. Alternative daily cover is placed over areas that will receive refuse placement the following day and soil is placed over areas that will not receive refuse placement for an extended period.

The facility currently employs seventeen people including two full-time mechanics, two scale house attendants,

three laborers, a spotter, six equipment operators and a site manager. Refuse placement is carried out with a combination of CAT D8 and D7E ((hybrid) bulldozers and two CAT 836 compactors. A Cat 627 scraper is utilized for transport of daily cover. A CAT D6 and CAT 140H motor grader are available for slope work and grading of roads and tipping areas. The facility has a backup D8 bull dozer and 836 compactor for use when maintenance is being performed or unexpected breakdowns occur, thus ensuring consistent reliable service for our customers. Three onsite water trucks are available for consistent dust control.

All of Republic Services' landfill operations in Northern California maintain sufficient backup equipment in the event that a front-line piece of equipment fails. The operating subsidiaries also have developed strong working relationships with equipment vendors who have a large fleet of rental equipment (loaders, bull dozers and compaction equipment) that can be accessed as needed.

### 3. Capacity for Authority's Residue

The Keller Canyon Landfill has a permitted capacity of 75 million cubic yards. Currently, approximately 15 million cubic yards have been utilized for disposal, leaving 60 million cubic yards of remaining airspace.

Current estimates indicate that the facility has an estimated 65 years of site life remaining at current intake levels. Annual flyovers are performed to determine airspace consumed along with remaining site capacity available each year. These calculations are estimates from the March 2012 fly over.



The facility is permitted to handle 3,500 tons per day of refuse. Currently the site receives 2,700 tons per day on average (which currently includes the Authority's entire waste flow destined for disposal and ADC usage) with

the vehicle count being established at 320 maximum round trips. Currently the site receives approximately 200 vehicle trips per day on average.

Based on the Authority's current disposal volume entering Keller Canyon Landfill, there is more than adequate daily capacity to accept the current and projected future volumes of waste generated by the Authority now and for the term of the agreement. The facility is fully permitted to accept material from the Authority and does not require any amendments to their existing permits to continue acceptance of this refuse stream.

The following annual contractual commitments for the landfill that are currently in place:

- Contra Costa Transfer Station: 250,000 tons
- NVWMA: 140,000 tons
- City of Brentwood: 24,000 tons
- Marin Sanitary: 48,000 tons
- Golden Bear Transfer Station: 142,000 tons



With a total remaining refuse capacity of approximately 54 million tons, the Keller Canyon Landfill possesses the long-term capacity to handle the volumes itemized in the preceding table over the life of the proposed agreement with the Authority. Accommodating additional commercial volumes received at the facility will also not be an issue. No expansions of the facility are required to accept the material from the Napa-Vallejo Solid Waste Authority.

Republic Services owns and operates five landfills in Northern California. In an extraordinary circumstance where Keller Canyon Landfill was unable to accept material from the Authority, one or more of the other facilities owned and operated by Republic Services would be easily accessed to prevent any service interruptions. The facilities include: Vasco Road Landfill in Livermore,

Forward Landfill in Stockton, Newby Island in San Jose and Ox Mountain in Half Moon Bay. All of these facilities are fully-permitted to accept the Authorities' waste during the term of the agreement and has the required daily capacity, if necessary.



## 4. Recycling and Diversion

Republic Services is one of the largest recyclers in the country. We understand that the sustainability of our environment depends on how well we protect and preserve our natural resources and how well we educate future generations on environmental compliance.

In fact, our sustainability program centers on the theme of "Protecting Today's Environment for a Better Tomorrow." This message is important throughout our organization and resonates with the quality of life and regional prosperity in the communities we serve. The Keller Canyon Landfill is an example of the Company's dedication to recycling and diversion by implementing beneficial reuse practices, hosting an onsite gas-to-energy facility to create alternative forms of energy and supporting a wetlands habitat directly on the property.

### Alternative Daily Cover

Scale house operators at Keller Canyon are trained in the identification of loads that can be diverted for use as road base or preparation of all-weather surfaces as well as materials that can be used for daily cover. The drivers of these vehicles are directed to specific areas of the landfill set aside for storage of these materials or to the working area where the soil and alternative cover can be set aside for use that day. The scale house attendants and spotters at the working face all carry hand held radios so

that specific loads can be identified as ones containing material that can be re-used.

Transfer trailers from the Devlin Road Transfer Station carrying recyclable products such as road base, MRF fines, ground green waste or wood waste will present a form to the scale house attendant that they have been given at the transfer station. This form serves to remind the driver and scale house attendant that the material should be coded as diversion and placed in a separate location at the working area of the landfill. Currently the facility receives all of the Authority's material that is destined for Alternative Daily Cover and will be able to do so in the future.

In total, about 25% of the material delivered to the Keller Canyon Landfill in the past year has been diverted and used for beneficial reuse such as alternative daily cover, road base and wet weather pad construction or daily and intermediate cover. The facility generates material origin reports by jurisdiction and provides them to the state as well as County. These reports list the amounts and types of material delivered to the facility as well as the ultimate disposition of each load (i.e. disposal or re-use).



## Landfill Gas-to-Energy

An extensive landfill gas collection system combined with a detailed monitoring plan ensures that no landfill gas migrates offsite. Landfill gas monitoring probes are located at 29 positions around the perimeter of the site to check for migrating gases.

Kelley Canyon Landfill is now capturing landfill gas to generate 3.8 megawatts of electricity. The plant capturing the gas was built and is operated by Ameresco, the largest independent energy service company in North America. Using engines from Western Energy Systems, the facility generates enough electricity to power nearly 2,200 homes. The electricity is used by the cities of Alameda and Palo Alto.

The impact of the renewable energy project is substantial. In addition to meeting the energy needs of local areas and businesses, the direct and avoided impacts are significant. Use of landfill gas rather than non-renewable sources has the clean air benefit equivalent to taking more than 31,400 passenger vehicles off the road. To have the same effect, you have to plant nearly 34,200 acres of pine or fir trees. It is also equivalent to the use of 18.4 million barrels of oil. Educational tours are open to local schools and community groups.

Of all of the facilities that have potential for acceptance of the Authority's material, the Keller Canyon Landfill is the only facility that has a completed and operational landfill gas to energy plant. This is an important consideration when deciding upon what service provider to use for the extended term.

## Wetlands and Open Water Habitat Management

Keller Canyon Landfill supports over seven acres of wetlands on the property. The wetlands were established as mitigation for a minor amount of habitat that was disturbed when the facility was constructed in 1991. The objective of the wetlands project is to increase the total amount of available habitat on the property by constructing new wetlands and enhancing existing wetlands and riparian habitat.

Keller Canyon Landfill partners with the Pittsburg Unified School District to utilize the wetlands as a hands-on science lesson. Fourth graders are taught the basic functions of a wetland environment and the importance

of this ecosystem. Teachers receive the curriculum in advance to prepare students for the daylong field visit. Pittsburg High School students are trained as docents to lead the fourth graders through four tasks: find evidence of life outside the wetlands such as animal tracks, worm holes, bird eggs; determine plant species; collect signs of life inside the wetlands such as frogs, and; demonstrate the significance of mud in a wetlands. Landfill and recycling education are part of the weeklong lesson. Over 750 elementary and 25 high school students participate each year in the program.



## Community Partnerships

Providing educational tours and assisting in creating environmental curriculum are just a few of the ways Republic invests in the communities we serve. In just the last year, Keller Canyon's Mitigation Funds also provided over \$1.2 million to support nearly 80 community groups and organizations, including the Bay Point Crossing Guard Program, toy drives and meal programs for low-income, elderly and handicapped residents. Keller Canyon also participates in the following community activities:

- President's club member of Pittsburg Chamber of Commerce (Highest level - \$10,000)
- Keller open house to community organizations and neighborhoods
- Bay Point Chamber of Commerce member
- Sponsor of Bay Point yard sales, community clean ups, creek clean ups
- Donates boxes for Bay Point Coastal Clean up
- Partners with Bay Point Municipal Advisory Council (MAC) by offering tours and recycling education
- Partners with Contra Costa Supervisor Federal Glover on illegal dumping
- Works with Habitat for Humanity in Pittsburg and Bay Point
- Has partnered with Lindsey Wildlife Museum with the Release Program for Raptors





# 4.2

## Qualifications

### 1. Basic Information

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**Keller Canyon Landfill Company,  
901 Bailey Road, Pittsburg, CA 94565**

will be the name and address of the company signing the Agreement.  
The contact person regarding the proposal is

**Rick King  
General Manager  
901 Bailey Road, Pittsburg, CA 94565  
Phone 925-458-9800 x11  
Fax 925-458-9891  
email: rking@republicservices.com**

The Keller Canyon Landfill Company is a wholly owned subsidiary of Republic Services, Inc. and is the only company that will provide this component of the services required under this component of the RFP unless alternate facilities are utilized.

### 2. Designated Services Coordinator

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Rick King, General Manager of Keller Canyon Landfill, will be the Designated Services Coordinator and primary contact for the Authority during the term of the Agreement. Rick's resume is included in Appendix A.



## 3. Staff Responsibilities

### MICHAEL CAPRIO

Northern California Area President  
3260 Blume Dr., Ste 200, Richmond, CA 94806  
Phone: 510-510-262-7566 | Fax: 510-262-7565  
Mcaprio@republicservices.com



Mike Caprio began his career as a geologist and systems programmer for a major environmental consulting firm and holds degrees in Geological Sciences (B.S.) and Environmental Management (M.S.). He has held positions of increasing responsibility in the solid waste

industry for over sixteen years, beginning with extensive experience as Regional Environmental Manager for five years with Norcal Waste Systems, Inc. Mike was employed with Browning-Ferris Industries (BFI) for five and one half years as Operations Manager and Facility Manager at the Vasco Road Landfill and as District Manager for BFI's Northern California Landfills. His most recent position, with BFI, involved management of municipal contracts and market development activities in the Bay Area. He joined Republic, formerly Allied Waste Industries, as their Northern California District Manager in October of 1998.

Mike has successfully taken on duties in every major area of responsibility in the solid waste business. He has worked on projects ranging from landfill, transfer station and household hazardous waste facility permitting & compliance, contract development and management, construction management and heavy equipment maintenance as well as management of legal and labor relations. He has extensive experience in motivating and coordinating a team of professionals and having full financial and operating responsibility for a group of operating subsidiaries. This experience has qualified him for a senior leadership role with Republic from which he continuously seeks to meet and exceed customer expectations.

With Republic, Mike has managed an increasingly large number of operating subsidiaries and successfully managed growth related to expansion of services with municipalities, acquisitions and the roll-out of new service packages in franchised markets. This success has been largely based upon his ability to define the goals necessary to complete a task and assembling a team of individuals that will carry out the requirements of the program.



### RICK KING

General Manager, Northern California Post-Collection  
901 Bailey Road, Pittsburg, CA 94565  
Phone: 925-458-9800 x11 | Fax: 925-458-9891  
Rking@republicservices.com



Rick has over 20-years of landfill experience. After completing his Bachelor of Science degree in Environmental Engineering, Rick went to work for the state of California as an engineer regulating landfills for the Regional Water Quality Control Board. After completing his

Master of Science in Civil and Environmental Engineering, Rick went to work in the private sector in the hazardous and solid waste industry where he served in various technical and compliance related positions, including Technical Manager for a large hazardous waste facility. In 1995 Rick returned to the solid waste landfill business serving as site engineer, landfill manager, and district landfill manager. Rick joined Allied Waste and Republic Services in 2008 in his current role serving as the General Manager for Northern California Post-Collection where he oversees five divisions, including Keller Canyon Landfill.

### MICKEY HILL

Division Manager, Keller Canyon Landfill  
901 Bailey Road, Pittsburg, CA 94565  
Phone 925-458-9800 x12 | Fax: 480-270-8883  
MHill7@republicservices.com



Mickey is Operations Manager for Vasco Road Landfill in Livermore and Keller Canyon Landfill in Pittsburg, California. In this role he is responsible for the daily landfill operations. His responsibilities

include implementing operating procedures to ensure company standards are met, ensuring landfill compliance and developing fill sequencing plans, budgeting, and landfill employee training. Mickey works closely with the special waste team to ensure proper pricing and scheduling of special waste projects. He also oversees the maintenance department for Vasco Road Landfill, Keller Canyon Landfill and the Contra Costa Transfer & Recovery Station which includes heavy equipment and truck/trailer fleet.



Mickey has 21 years of landfill and transfer station experience. He joined BFI in 1990 and has held various positions related to landfill operations, equipment allocation and maintenance. Mickey has extensive experience in operation of all types of heavy equipment, conducts ongoing training for equipment operators and works closely with management staff to ensure landfill equipment is properly maintained and held above company standards. Mickey is also involved in cell development and construction.

**Additional project team members providing support for this agreement follow:**

**LOCHLIN CAFFEY**

*Environmental Manager, Keller Canyon Landfill*  
901 Bailey Road, Pittsburg, CA 94565  
Phone: 510-262-7521 | Fax: 480-270-8884  
LCaffey2@republicservices.com



Lochlin Caffey has over 20 years of experience in landfill environmental safety and compliance. He began his career as a Project Manager for SCS Field Services and was responsible for the

management of long term operation and maintenance services on a number of landfills gas migration control and recovery projects and post closure maintenance. Lochlin then spent several years performing construction quality assurance/quality control on landfill gas system installation projects as well as management of construction and major repairs of landfill gas collection systems.

With his knowledge and expertise in landfill management, Lochlin was a natural fit with the solid waste industry and joined Allied Waste Industries in 1996. His first position was as the Environmental Safety/Compliance Manager for Keller Canyon Landfill. While at Keller Canyon, Lochlin was responsible for the compliance with county, state

and federal permit conditions as well as the company's environmental policies. He implemented and enforced state and federal worker safety requirements and the company's internal safety program including training, observation documentation and procurement of required equipment. Ox Mountain Landfill was Lochlin's next position with the company as Construction Manager. He managed cell construction, mass excavation, liner installation, drainage systems as well as the construction of permanent and temporary access roads. Lochlin is now the Area Environmental Manager for Northern California and is currently responsible for overseeing site development and permitting and ensuring facilities maintain compliance with all regulations in the various markets within Northern California.

**SUE VACCARO**

*Area Municipal Services Manager*  
3260 Blume Dr., Ste 200, Richmond, CA 94806  
Phone: 510-262-7530 | Fax: 510-262-7565  
Svaccaro@republicservices.com



Sue Vaccaro is currently the Area Municipal Services Manager for Northern California. Sue is responsible for business development, community and government relations and media for the northern area. Sue has almost 15 years experience in the waste industry

and over 30 years experience in Public Relations. Sue graduated from U.C. Berkeley with a degree in Political Science. After graduation Sue went to work for ABC News in San Francisco. In 1990, Sue joined the staff of Congressman Vic Fazio and worked as his District Representative for Northern CA. Sue later went to work for Kaiser Permanente as Northern CA Public Affairs Director then Associate Government Relations Director for California before joining Republic Services in 1998.



**WAYNE MOELLER**

*Division Control, Keller Canyon Landfill  
901 Bailey Road, Pittsburg, CA 94565  
Phone: 925-458-9800 x13 | Fax: 480-270-8882  
Wmoeller@republicservices.com*



Wayne Moeller has over 30 years of progressive financial management experience including 15 years in the waste management industry. His career began in the banking industry in 1980 with United Banks of Colorado as a management trainee with the

following nine years assuming increasing roles of responsibility concluding as an assistant vice president with Colorado National Banks. Beginning in 1989 Wayne undertook a career change and assumed the role of controller of a small specialty manufacturer in Boulder, Colorado, Collins Machine and Mfg., Inc. Beginning with this role, Wayne has had the opportunity to manage the financial aspects of several different companies in multiple industries and locations including time as controller with Waste Management, Waste Connections and Republic Services.

Wayne's board-based knowledge of the waste industry includes financial management of hauling, landfill, transfer station and recycling operations, audit and review, budgeting, acquisition, bid preparation and contract compliance. In his current role Wayne is the managing controller for four landfills and one transfer station in the San Francisco Bay Area and is charged with the monthly, quarterly and annual financial and municipal reporting for all locations.

**Resumes for all team members are attached Appendix A.**

All new Republic Services hires are required to have a background check (criminal, education and job history) and drug screen performed. An outside service performs this for all Republic hires. All new employees are required to submit a copy of their social security card for verification before their official start date.

Landfill employees are hired on the basis of skills and qualifications for the various positions available.

## 4. Company Qualifications

The Keller Canyon Landfill services multiple municipal clients either through direct contractual relationships or through their affiliated company in Contra Costa County (e.g. Allied Waste Services of Contra Costa County, a wholly-owned subsidiary of Republic Services, Inc.)

Material delivered from these jurisdictions is primarily MSW delivered in walking floor or tipper transfer vehicles either controlled directly by Republic or managed by a third party hauler such as Tiger Lines. Yard waste collected from these jurisdictions is typically delivered in route collection vehicles but in the case of the City of Brentwood it is delivered in transfer vehicles. Contractual arrangements for these municipal customers are typically lengthy agreements that are very similar to the draft agreement that is part of the RFP.

In the case of the material delivered from Allied Waste Services of Contra Costa County, the Keller Canyon Landfill is not the primary entity in the agreement with the municipalities. In these cases, Allied Waste Services of Contra Costa County is the contracting entity with the municipality and the Keller Canyon Landfill is listed as the designated disposal facility. These agreements have similar indemnification and service requirements as the RFP agreement, but they cover all services from collection, transfer and disposal versus simply disposal.



As part of all of these agreements, the landfill is required to provide detailed jurisdictional tonnage reporting to each entity that is served. The landfill's agreement with the County on payment of host fees also requires specific reporting requirements on a monthly, quarterly and annual basis. In every case, the Keller Canyon Landfill or its affiliates are the prime contractor to these entities and there are no third parties required to manage these agreements

The following list of references comprise the municipal entities currently under contract with the Keller Canyon Landfill. Note that the multiple listing of cities under Allied Waste Services of Contra Costa County are all serviced by our subsidiary and under contract to them.

**Client:** City of Brentwood

**Contact:** John Carlson,  
Solid Waste and Recycling Manager

**Phone:** 925-516-6090

**Service:** Transfer, processing and disposal of yard waste, recyclables and solid waste  
(City operates the transfer station)

**Client:** Napa Vallejo Waste Management Authority

**Contact:** Rich Luthy, Executive Director

**Phone:** 707-299-1314

**Service:** Transfer, processing and disposal of recyclables and solid waste

**Client:** County of Sonoma

**Contact:** Susan Klassen, Deputy Public Works Director

**Phone:** 707-565-2231

**Service:** Landfill Operations

**Client:** Central Contra Costa Solid Waste Authority

**Contact:** Paul Morsen, Executive Director

**Phone:** 925-906-1801

**Service:** Collection, processing, transfer and disposal of solid waste – under contract with Allied Waste Services of Contra Costa County

**Client:** Cities of Antioch, Benicia, Martinez, Pleasant Hill, Clayton

**Contact:** Tim Argenti, General Manager

**Phone:** 925-671-5823

**Service:** Collection, processing, transfer and disposal of solid waste – under contract with Allied Waste Services of Contra Costa County

## 5. Litigation History

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We have no litigation history to report.

## 6. Environmental Compliance

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Keller Canyon Landfill is inspected monthly by the Contra Costa County Health Department, the designated Local Enforcement Agency (LEA), and has an exemplary compliance record.

Periodic inspections are also conducted by CalRecycle, the Regional Water Quality Control Board, and other agencies. Republic's philosophy in terms of managing all of their facilities is to meet or exceed all regulatory requirements at all times.

### Minor regulatory infractions:

Bay Area Air Quality Management District (BAAQMD)

December 2008 – Well component leak exceedance

August 2010 – Surface emission

January 2010 – Well component emission leak exceedance

August 2011 – Well component leak exceedance

### Contra Costa County LEA

April 2009 – Litter control





# 4.3

## Financial Component

### 1. Financial Background

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With the Keller Canyon Landfill Company being a wholly owned subsidiary of Republic Services, it has the full backing and financial support of the parent company.

As such, information provided in the response to financial related items is focused upon the parent company and not the subsidiary. Audited financial statements for Republic Services for the past three years are included in Appendix B.

Our local operations are backed by the strength and resources of a national corporation which funds all of its

capital and equipment needs from operating cash flows. This allows the company to self-fund all of its operational needs and requirements with internal cash flow thereby eliminating some of the cumbersome requirements of outside financial institutions which fund capital expenditures for smaller entities on projects such of this nature.

### 2. Financial Stability

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Republic Services audited financial statements for the past three years are included in Appendix B. These audited financials for the parent company Republic Services, Inc. and are prepared on a fiscal (calendar) year basis. Therefore, audited financial statements for the most recently completed quarter are not available.





# 4.4

## Long Term Residue Disposal and ADC Capacity Agreement Acceptance Component

Republic Services has reviewed the Draft Long-Term Landfill Disposal Agreement in detail and essentially accepts the terms and conditions presented. There are a few sections that we would like to entertain further discussions with the Authority none of which would be required to change in order for our company to accept the agreement as is and enter into an agreement with the Authority. We believe additional dialogue on selected portions of the agreement will benefit both parties over the term of the agreement.

It is important to note that over the 15 year relationship with our company we have never had a contract dispute or not honored any commitment that has been put forward verbally or in writing. We believe this point is critical for the Authority to incorporate into their decision making process as what may appear to be the best offer now may turn out to be vastly different should the service provider not stand by their commitments.







# 4.5

## Cost Proposal

Cost forms for the Long Term Landfill Disposal Agreement are included in the ensuing pages of this section. Please keep in mind that we believe the use of multiple facilities may be beneficial to the Authority over the next contract term. While the costs presented by Keller Canyon Landfill Company may be higher than those provided by other facilities, we believe the combination of long standing relationships, a stable fee environment, fully permitted capacity, sustainable features such as landfill gas to energy and state of the art environmental controls are critical components of the decision making process.

The temptation in any competitive procurement process is to accept the lowest bid and move forward without any consideration of risk allocation and maintaining a back up option in another county. There are still several outstanding issues related to disposal in neighboring counties in terms of amount of disposal capacity and long term viability of the sites. Additionally, competing facilities are not entirely built to Subtitle D state of the art standards and are situated in geologic and environmentally sensitive areas. Diversification and risk allocation in the case of this procurement would be very prudent and still allow the Authority to potentially realize significant savings over the contract term.





# 4.6

# Proposal Forms

All proposal forms for the Long Term Landfill Disposal Agreement are included in ensuing pages of this section.





Form 2A

Contractor Validity and Commitment to Sign Agreement

I acknowledge the following commitment, inherent in submitting a proposal, to sign the Agreement upon selection as a Finalist, subject to resolution of any specific exceptions to the Authority's language submitted with this proposal. Any exceptions to the Authority's language should be attached to this form.

I (authorized agent) Richard E. King having authority to act on behalf of (Company name) Republic Services do hereby acknowledge that (Company name) Republic Services will be bound by all terms, costs and conditions of this proposal for a period 180 days from the date of submission; and commit to sign the Agreement as noted above. I understand that the Authority reserves the right to enter into negotiations with another firm if, in the sole discretion of the Authority, satisfactory progress is not being made toward execution of an Agreement.

Signed Richard E. King

Richard E. King  
(Print name)

Title General Manager

Date March 15, 2013





## Form 2B

### Summary of Operations Plan

As one of the newest landfills in the state of California and the pride of Republic Services, Keller Canyon Landfill offers reliable all-weather access, state of the art environmental monitoring and protection systems, and a proven team of professionals to manage the Authority's waste materials.

The process starts as trucks enter the paved entrance and drive up to the flush in-ground scales (2-inbound, 1-outbound). NVWMA (Authority) trucks have tare weights in the scale house computers, so they don't need to weigh out. Tare weights are updated semi-annually.

The scale house computer system captures customer information including material, weight, origin, and cost of the transaction. The truck is then directed to the sturdy tipping pad adjacent to landfill working face where they can safely unload their material. A spotter controls and directs traffic to ensure a safe working area is maintained.

Once unloaded, a Cat D8, or one of our new "hybrid" Cat D7E dozers (consumes 40% less fuel) will push the material to the appropriate location; working face for MSW or adjacent for the ADC. The MSW is spread over the working face in thin lifts, and compacted in place by a one of three Cat 836 compactors. The face is completely covered with ADC at the end of each working day. Dirt is also placed as needed.

Compactions techniques used at Keller are an exact science; operators are trained to complete 4-6 passes over thin lifts of waste on a flat surface (5:1 or flatter) to ensure optimal waste compaction is achieved on every lift. This ensures high in-place waste density, optimal use of company resources, and a sturdy landfill structure over time.

The truck is then provided a safe location for the driver to sweep out the vehicle before departing the site. With no need to weigh out, the driver is on his way back to the transfer to get his next load without delay.

On his way out, the driver may notice the extensive open space surrounding the landfill that provides a large buffer zone from the surrounding community. He may also notice the perfectly groomed slopes and effective drainage system that the skilled operators routinely prepare. He will observe the extensive fencing onsite, including a 30-foot high perimeter fence to keep the property litter free. What he won't see is dust, as the three water trucks are used to keep the air clean from airborne particulate matter.

He may notice the 3.8 Megawatt landfill gas to energy plant that provide power for over 2200 homes from the gas collected onsite. Finally, he can see the modern shop with highly trained mechanics on staff to ensure the equipment is kept in top condition at all times.

What the driver won't see on his way out is the state of the art liner system that underlies the entire landfill, or the extensive groundwater, surface water, and air monitoring network that surrounds the site. He may not be aware of the outstanding safety record of the Keller team or the thorough training program that they receive. He won't see the dedicated professionals that contribute to the facilities excellent compliance record, or the entire corporate structure that provides long-term financial security for Keller Canyon.

Indeed, what he won't see far exceeds what he will.

Welcome to Keller Canyon landfill.







**Form 2C  
Staffing Plan**

Position	No. of Staff	Duties Description (very short)
Management/ Administration	3	Facility management to oversee contract implementation, site operations, customer service and accounting.
Scale House	1	Weigh in vehicles, direct drivers, first line of customer contact, ensure data is accurately entered into TRUX.
Operations	5	Dozer (pushes & covers waste), compactor (compacts garbage), scraper/grader operator (hauls cover dirt, maintains roads and drainage), Water Truck (dust control), and spotter (directs traffic).
Maintenance	1	Shop mechanic/PM-tech/Fueler keeps equipment running in top condition.
Others (specify) 1) 2)		





**Form 2D  
Equipment List**

Equipment Type	Make/Model	Number
Wheeled Loader	N/A	
Scraper	Cat 627G	1
Excavator	N/A	
Compactor	Cat 836H	2 (includes 1-backup)
Grader	Cat 140H	1
Service Vehicles	Peterbuilt 335, Freightliner FL-70	2 (1-service, 1-fuel)
Pick-up Trucks	Ford F-250 4x4	1
Others (specify) 1) Water Trucks 2)	Peterbuilt 379 & 357	2 (includes 1-backup)





**Form 2E**  
**Cost Proposal**

The service fee components are presented in the following forms. All service fee components information shall be adjusted periodically in accordance with Section 8.03. All costs below are based on initial years of operations January 2014 through December 31, 2018.

**Note:** Table below assumes a 2.5% CPI. Keller Canyon Landfill is willing to consider a cap of 3.0% and for adjustments to be in line with Section 8.03. This method has historically yielded a less than 3% value for the past several years. Also, Disposal Fees quoted apply to all or any portion of the tonnage generated at the transfer station.

**E2-A Disposal Fee (\$/per ton) Required Response**

MSW Disposal Costs	Base Disposal Component (\$/ton)	Disposal Pass-Through Component (\$/ton)*	Disposal Fee (\$/ton)
2014	\$21.00	\$9.05	\$30.05
2015	\$21.53	\$9.18	\$30.71
2016	\$22.06	\$9.32	\$31.38
2017	\$22.61	\$9.45	\$32.07
2018	\$23.18	\$9.60	\$32.78

Additional Compensation for Extended Receiving Hours: \_\_\_\_\_ \$0/hr - no charge if not a frequent occurrence

\* Provide a description of specific fees included in the Pass-Through Component:

**Governmental Fees included in Pass-Through Component:**

Fee Description	AMOUNT (as of 01/01/2014)
AB1220 (BoE)	\$1.40
AB939	\$0.15
LEA	\$1.25
County Surcharge (25%)	\$4.99 (varies with base rate)
Road Maint Fee	\$1.00

ADC Disposal Costs	Base Disposal Component (\$/ton)	Disposal Pass-Through Component (\$/ton)**	Disposal Fee (\$/ton)
2014	\$19.35		\$19.35
2015	\$19.83		\$19.83
2016	\$20.33		\$20.33
2017	\$20.84		\$20.84
2018	\$21.36		\$21.36

\*\* If applicable to ADC disposal





**Form 2E Continued**

**Cost Proposal**

**E2-B Disposal Fee (\$/per ton) Alternative Response**

As an Alternative to E2-A above, the Contractor may propose costs and term up to 20 years. The Authority may select either alternative.

**Note:** Keller Canyon has proposed a base rate for an extended term. We are willing to discuss capping CPI's at a 2.5% level for any term over five years or freezing the initial rate for a period to be determined. We have not proposed multiple scenarios as we believe further dialogue with the Authority would yield a result that may be more in line with their long term needs. We request the ability to have these discussions.

	Base Disposal Component (\$/ton)	Disposal Pass-Through Component (\$/ton)	Disposal Fee (\$/ton)
2014	\$20.75	\$8.99	\$29.74
2015			
2016			
2017			
2018			
2019			
2020			
2021			
2022			
2023			
2024			
2025			
2026			
2027			
2028			
2029			
2030			
2031			
2032			
2033			
Discount to disposal fee for materials used as alternative daily cover (ADC)		35 % of total disposal fee	



Additional Compensation	Per Extended Operating Hour
Compensation for extended operating hours	\$____0____/hour





**Form 2F**  
**Application Fee**

**Attach Cashier's Check to:**  
**Napa-Vallejo Waste Management Authority**





# 4.7

## Other Proposal Requirements

We have reviewed and accepted the responsibilities associated with this RFP prior to submitting our proposal.

