

WASTE CONNECTIONS INC.
Connect with the Future®

City of Derby,
Kansas

Original

Proposal for:

**Residential Solid Waste and
Recyclables Collection and
Transportation Service**

March 17, 2009

Submitted by:

WASTE CONNECTIONS OF KANSAS, INC.

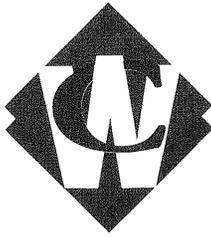
Wichita District

2745 N. Ohio St
Wichita, Ks. 67219

(316) 838-4920

Or

(800) 388-5902



WASTE CONNECTIONS INC.
Connect with the Future®

LOCAL STAFFING AND BUSINESS OPERATIONS

WASTE CONNECTIONS LOCAL SERVICE OFFICE

Office Hours – 7:30am – 6:00pm Monday through Friday

8:00am – Noon Saturday

Dispatch Hours – 7:30am – 6:00pm Monday through Friday

24 Hour emergency numbers provided for all Supervisors

Operations Manager, Residential Supervisors,
District Sales Manager & Division Vice President

WICHITA HAULING ADDRESS

2745 N. Ohio
Wichita, Ks. 67219

316-838-4920 Office
316-838-5323 Fax

Corporate Overview

Waste Connections is an integrated solid waste services company that provides solid waste collection, transfer, disposal and recycling services in mostly secondary markets in the Western and Southern U.S. The Company serves more than one million residents, commercial and industrial customers from a network of operations in 23 states. We also provide intermodal services for the movement of containers in the Pacific Northwest.

Our services focus on Cities and Towns where we can provide either non-integrated or integrated solid waste services under exclusive arrangements. The ability to form long-term relationships with our Municipalities provide more stability for long term Landfill Security for each City and Town we serve and a more long term stable rate structure. We are a leading provider of solid waste services in most of our markets, and approximately 50% of our revenues are derived from markets areas where we have franchise or exclusive rights to provide our waste services.

We believe the solid waste service business is a local business managed by professionals living and working in the communities we serve. We strive to provide services excellence for those communities that place their trust in our company and are always dedicated to putting our customers first. We look to technology and growth to help our customers, employees and shareholders "Connect with the Future". As a public company we have the resources to meet every customer's needs in a cost effective and environmentally compatible manner. We understand the markets, the philosophy and the unique needs of the customer we serve whether they are industry, commercial accounts, municipal jurisdictions or individual subscribers.

Background

The Company was founded in 1997 by a dedicated group of industry professionals with over 50 years of industry experience through the purchase of five operations in Washington and Idaho from Browning-Ferris Industries. The company rapidly expanded into California market in early 1998 and now has operations throughout 23 states serving 1.8 million customers located primarily in the Western and Southern United States. Waste Connections went public in May of 1998 and is traded on the NYSE exchange under the symbol WCN. The Wichita Hauling Company has been servicing our customers for over 38 years. The last 11 years we have been operating under Waste Connections of Kansas, Inc.

Growth

Waste Connections has grown through a combination of both organic growth in our existing markets and acquisitions of selected companies in high growth markets. Operations are typically enhanced through the introduction of modernized fleets, technology, management support and the capital that comes from being part of a public traded company. We look to grow rapidly within your community through expanding the range of services we offer and by helping our local managers to continue the success they have built locally. As we grow, whether by adding services for your City or through your City's internal growth and annexation, we seek to constantly upgrade our level of customer service. At the same time we look to retain the local operations and goodwill associated with the District and the entrepreneurs who helped to build them.

Customers

Our Customers range from individual resident subscribers to county and city contacts and include industrial and commercial accounts, contracts with homeowners associations, apartment owners and mobile home operators. We have a market-based strategy for servicing our customers to provide the most cost effective solution depending on local regulations and solid waste management practices. We can best serve our customers and provide the most cost-effective solution through having in integrated company with collection, transfer and disposal.

Safety and the Environment

We are committed to improve the environment for the future of the communities we live in and serve. We believe that our services play an integral part of improving the environment and we are always mindful of having the most cost-effective waste management and Recycling solutions for our customers. In addition we are committed to the safety of our workers and have programs in place to continually upgrade our risk management and environmental policies.

Technology

All our sites are linked with one another and to the corporate offices via a wide area network that allows real time communication for exchanging financial, customer service and internal data. The company employs a customer service; dispatch and routing platform that is Windows based and is both comprehensive and user friendly, allowing for rapid changes to accommodate our ever-changing customers needs. It is our objective to move from a highly paper intensive business towards a more automated environment for internal and external transactions and in the process improve overall efficiency. The company also seeks to implement utilization of automated equipment when appropriate and if it's cost effective for our customers.

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- Letter of Credit
- Certification of Chief Financial Officer
- Signed Copy of Form 1 Expression of Interest
- Pictures & Specification of Trucks
- Pictures & Specifications of Carts
- 2006, 2007, 2008 (10K) Annual Reports
- Municipality Letters of Reference.

7.2 Qualifications

Waste Connections Qualifications:

In selecting Waste Connections, you are assured of receiving the following important benefits with our service:

Considering the size of Derby, we are not servicing a location of this size. Currently Waste Connections of Kansas, Inc. is servicing over 25 Municipalities in Kansas and Oklahoma for over 20 years, and are currently servicing over 60,000 residents on a subscription basis in Wichita. Waste Connections also has a contract with the City of Wichita & Sedgwick County commercial service. With this experience, Waste Connections is very confident that we can provide the same great service, and will not have any problems servicing the 7,584 residents of Derby.

Waste Connections Staff Qualifications:

Waste Connections of Kansas, Inc. has a Division Vice President for this operation. For the City of Derby the DVP is stationed just minutes from the City of Derby. The Division Vice President has extensive waste management experience and has oversight of "Your Hauling and Recycling operations".

Waste Connections of Kansas, Inc. currently has in place a fully qualified "Operations Manager". This manager will oversee the day-to-day operations at this District.

The Division Vice President serves as WCI initial liaison with the City along with the District Sales Manager, encompassing routing day-to-day interface with the drivers, your residents and your City Staff. The DVP will conduct more detailed negotiating and approve contracts, change orders, and conflict resolutions. The DVP will have both negotiating and signature authority for the company.

Resume Brief of Key Personnel

Waste Connections of Kansas key employees have assembled a management team that has gained extensive and proven hands on experience managing every aspect of Solid Waste Collection, Transportation and Disposal Service Operations. All key operations managers hold a CDL license in the event of an emergency. These employees will play an instrumental role in the start up and management of the City of Derby Contract. A listing of WCI key managerial team is as follows.

Jim Spencer – Division Vice President / Graduate of the University of Kansas with a degree in Personnel Management. Twenty-eight years in the solid waste industry working for BFI, Allied Waste and Waste Connections of Kansas, Inc. Overseeing ten hauling companies, six landfills and four transfer stations, and one Recycling Center in the states of Kansas and Oklahoma. Jim's overall responsibility will be to insure that our Company Values are embraced by our employees so that there is no misunderstanding about what we at Waste Connections stand for. Our Values are what we measure every employee by in the State of Kansas and he will insure that our local management group operate with those values clearly in mind.

Jeff Hays – Operations Manager / Eighteen years in the solid waste industry working for BFI, Allied Waste and Waste Connections of Kansas, Inc. Overseeing 110 Commercial & Residential drivers.

Herschel West – District Sales Manager / Seven years in the solid waste industry working for Waste Connections of Kansas Inc. Overseeing over 7000 commercial customers, 4 Sales Representative and 24 Municipalities in Kansas & Oklahoma.

Mark Perez – Division Controller / Seven years in the solid waste industry working for Waste Connections of Kansas Inc. Overseeing 2 hauling companies, 2 landfills, Wichita Recycling Center & Transfer Station. Wichita State University –Undergrad & Baker University / MBA. Twenty years of financial experience.

Brian Debaun – Commercial Supervisor / Eighteen years in the solid waste industry working for BFI, Allied Waste and Waste Connections of Kansas, Inc. Overseeing 110 Commercial & Residential drivers.

Dustin Kalp - Residential Manager / Thirteen years in the solid waste industry working for BFI, Allied Waste and Waste Connections of Kansas, Inc. Overseeing 55 Residential drivers.

Tony McDonald - Residential Manager / Eighteen years in the solid waste industry working for BFI, Allied Waste and Waste Connections of Kansas, Inc. Overseeing 55 Residential drivers.

Tiffanie Rau – Residential Customer Service Manager / Fourteen years in the solid waste industry working for SS Express and Waste Connections of Kansas Inc. Overseeing 10 Customer Service Representatives, and over 60,000 residential customers.

Valerie Smith – Billing Administrator / Eleven years in the solid waste industry. Responsible for commercial collections and A/R. Overseeing 3 Commercial Customer Service Representatives.

Laura Vickers – Residential Dispatch / Twenty One years in the solid waste industry. Started in Residential Customer Service for 3 years. Payroll for 4 years, and Residential Dispatch for 14 years. Overseeing 45 routes for trash & recycling.

Cliff Steffey / Fleet Maintenance Manager / Nineteen years in the solid waste industry. Has managed Shops for 28 to 175 Truck Fleets. Overseeing 3 shifts of technicians seven days a week, with a total of 30 mechanics including welders & fabricators. Has won 4 Top Shop Awards in years 2004, 2005, 2006 & 2008. 100% compliance on all DOT & PM Programs.

Randy Boehmke / District Manager / Eighteen years in the solid waste industry. He has managed Rolling Hill Landfill in Topeka, Ks., and now he is the District Manager of Plumbthicket Landfill in Harper, Ks. 1800+ ton a day facility. Manage transportation with Two County owned Transfer Stations. Ensures all Federal, State and Local permit requirements are met.

(10) Residential Customer Service Representative / The CSR's will be responsible for day-to-day coordination of action requested by the City of Derby. They will also be responsible for calls from residents and keeping record of all these calls. They will then route each request to the proper person for resolution when needed. Other responsibilities may include solid waste and recycling stats, all start and stop service request, cart replacement request and general assistance to the Residential Customer Service Manager for the purpose of this contract.

Phil Rivard – Regional Vice President / Phil has held his position of Regional Vice President for the Central Region since July 31, 2002. Based in Denver Colorado, Phil has overview authority for all of Waste Connections Operations in Kansas and six other states. Prior to July 31, 2002, Phil worked in numerous other roles with Waste Connections, beginning from the company's inception in September of 1997. Phil gained extensive prior operational experience in various leadership roles with other public solid waste collection companies (Browning Ferris & Sanifill) from 1989-1997. Phil's family owned their own solid waste company in Denver metro area from 1963-1980 as well. Phil has B.S. in Accounting from Metro State College in Denver, Colorado.

Mark Adam – Regional Engineering and Compliance Manager / Mark has been the Regional Engineering and Compliance Manager for Waste Connections since January 2001. He has an MBA from Oklahoma State University and a Bachelors of Science in Biological Science from Plymouth University, England. In addition Mark Holds a Masters Level Certificate in Hazardous Management from the University California, Irvine, and has completed extensive coursework in undergraduate and graduate civil and environmental engineering at Long Beach State University, CA. Mark worked as a Corporate Environment Manager for Waste Management in Europe and Asia and as a District Manager/Engineer in California and Oklahoma. He also worked as a Senior Consultant for Law Engineering and as a District Environmental Manager for Allied Waste Industries. Mark's principal accomplishments include leading involvement in the new development or expansion of several landfills in the western and central U.S., Europe and Asia, implementation of environmental management and quality management systems at a number of European and Asian solid waste operations, and driving earnings growth in an integrated solid waste markets in Oklahoma.

Key Corporate Management Resume Brief

Ronald J. Mittelstaedt has been Chief Executive Officer and a director of Waste Connections since the company was formed, and was elected Chairman in January 1998. Mr. Mittelstaedt also served as President from Waste Connections' formation through August 2004. Mr. Mittelstaedt has more than 20 years of experience in the solid waste industry. Mr. Mittelstaedt holds a B.A. degree in Business Economics with a finance emphasis from the University of California at Santa Barbara.

Steven F. Bouck has been President of Waste Connections since September 1, 2004. From February 1998 to that date, Mr. Bouck served as Executive Vice President and Chief Financial Officer. Mr. Bouck held various positions with First Analysis Corporation from 1986 to 1998, focusing on financial services to the environmental industry. Mr. Bouck holds B.S. and M.S. degrees in Mechanical Engineering from Rensselaer Polytechnic Institute, and an M.B.A. in Finance from the Wharton School.

Darrell W. Chambliss has been Executive Vice President and Chief Operating Officer of Waste Connections since October 2003. From October 1, 1997 to that date, Mr. Chambliss served as Executive Vice President – Operations. Mr. Chambliss has more than 19 years of experience in the solid waste industry. Mr. Chambliss holds a B.S. degree in Business Administration from the University of Arkansas.

Worthing F. Jackman has been Executive Vice President and Chief Financial Officer of Waste Connections since September 1, 2004. From April 2003 to that date, Mr. Jackman served as Vice President – Finance and Investor Relations. Mr. Jackman held various investment banking positions with Alex. Brown & Sons, now Deutsche Bank Securities, Inc., from 1991 through 2003, including most recently as a Managing Director within the Global Industrial & Environmental Services Group. In that capacity, he provided capital markets and strategic advisory services to companies in a variety of sectors, including solid waste services. Mr. Jackman serves as a director for Quanta Services, Inc. He holds a B.S. degree in Finance from Syracuse University and an M.B.A. from the Harvard Business School.

David M. Hall has been Senior Vice President – Sales and Marketing of Waste Connections since October 2005. From August 1998 to that date, Mr. Hall served as Vice President – Business Development. Mr. Hall has more than 21 years of experience in the solid waste industry with extensive operating and marketing experience in the Western U.S. Mr. Hall received a B.S. degree in Management and Marketing from Missouri State University.

James M. Little has been Senior Vice President – Engineering and Disposal of Waste Connections since February 2009. From September 1999 to that date, Mr. Little served as Vice President – Engineering. Mr. Little held various management positions with Waste Management, Inc. (formerly USA Waste Services, Inc., which acquired Waste Management, Inc. and Chambers Development Co. Inc.) from April 1990 to September 1999, including Regional Environmental Manager and Regional Landfill Manager, and most recently Division Manager in Ohio, where he was responsible for the operations of ten operating companies in the Northern Ohio area. Mr. Little is a certified professional geologist and holds a B.S. degree in Geology from Slippery Rock University.

Eric M. Merrill has been Senior Vice President – People, Safety and Development of Waste Connections since January 2009. From June 2007 to that date, Mr. Merrill served as Senior Vice President – People, Training and Development. Mr. Merrill joined us in 1998 and since 2000 had served as Regional Vice President – Pacific Northwest Region. Mr. Merrill has over 20 years of experience in the solid waste industry. He holds a B.S. degree in Accounting from the University of Oregon.

David G. Eddie has been Vice President – Corporate Controller of Waste Connections since March 2004. From April 2003 to that date, Mr. Eddie served as Vice President – Public Reporting and Compliance. From May 2001 to March 2003, Mr. Eddie served as Director of Finance. Mr. Eddie served as Corporate Controller for International FiberCom, Inc. from April 2000 to May 2001. From September 1999 to April 2000, Mr. Eddie served as Waste Connections' Manager of Financial Reporting. From September 1994 to September 1999, Mr. Eddie held various positions, including Audit Manager, for PricewaterhouseCoopers LLP. Mr. Eddie is a Certified Public Accountant and holds a B.S. degree in Accounting from California State University, Sacramento.

Eric O. Hansen has been Vice President – Chief Information Officer of Waste Connections since July 2004. From January 2001 to that date, Mr. Hansen served as Vice President – Information Technology. From April 1998 to December 2000, Mr. Hansen served as Director of Management Information Systems. Mr. Hansen holds a B.S. degree from Portland State University.

Jerri L. Hunt has been Vice President – Employee Relations of Waste Connections since June 2007. Ms. Hunt previously served as Vice President – Human Resources from May 2002 to June 2007, and as Vice President – Human Resources and Risk Management from December 1999 to April 2002. From 1994 to 1999, Ms. Hunt held various positions with First Union National Bank (including the Money Store, which was acquired by First Union National Bank), most recently Vice President of Human Resources. From 1989 to 1994, Ms. Hunt served as Manager of Human Resources and Risk Management for Browning-Ferris Industries, Inc. Ms. Hunt also served as a Human Resources Supervisor for United Parcel Service from 1976 to 1989. She holds a B.S. degree from California State University, Sacramento, and a Master’s degree in Human Resources from Golden Gate University.

Scott I. Schreiber has been Vice President – Disposal Operations of Waste Connections since February 2009. From October 1998 to that date, Mr. Schreiber served as Director of Landfill Operations. Mr. Schreiber has more than 29 years of experience in the solid waste industry. From September 1993 to September 1998, Mr. Schreiber served as corporate Director of Landfill Development and corporate Director of Environmental Compliance for Allied Waste Industries, Inc. From August 1988 to September 1993, Mr. Schreiber served as Regional Engineer (Continental Region) and corporate Director of Landfill Development for Laidlaw Waste Systems Inc. From June 1979 to August 1988, Mr. Schreiber held several managerial and technical positions in the solid waste and environmental industry. Mr. Schreiber holds a B.S. degree in Chemistry from the University of Wisconsin at Parkside.

Patrick J. Shea has been Vice President, General Counsel and Secretary of Waste Connections since February 2009. From February 2008 to that date, Mr. Shea served as General Counsel and Secretary. He served as Corporate Counsel from February 2004 to February 2008. Mr. Shea practiced corporate and securities law with Brobeck, Phleger & Harrison LLP in San Francisco from 1999 to 2003 and Winthrop, Stimson, Putnam & Roberts (now Pillsbury Winthrop Shaw Pittman LLP) in New York and London from 1995 to 1999. Mr. Shea holds a B.S. degree in Managerial Economics from the University of California at Davis and a J.D. degree from Cornell University.

Richard K. Wojahn has been Vice President – Business Development of Waste Connections since February 2009. From September 2005 to that date, Mr. Wojahn served as Director of Business Development. Mr. Wojahn served as Vice President of Operations for Mountain Jack Environmental Services, Inc. (which was acquired by Waste Connections in September 2005) from January 2004 to September 2005. Mr. Wojahn has more than 25 years of experience in the solid waste industry having held various management positions with Waste Management, Inc. and Allied Waste Industries, Inc. Mr. Wojahn attended Western Illinois University.

Understanding of Local Conditions

Jim Spencer WCI Division Vice President is a member of the Sedgwick County Solid Waste Committee. This allows him to stay up to date on all local, state and national laws and regulations. Jim is also a member of National Solid Waste Management Association. (NSWMA) He is the State Chapter Officer for the State of Kansas. Representing the industry before local governments, state legislatures and regulatory agencies, Congress and federal regulatory agencies (EPA, DOT, OSHA).

Up-to-date knowledge of Federal, State and local laws that could affect the way the City of Derby views its waste needs.

WCI's commitment to our environment by transporting and disposing of the material collected in accordance with Federal, State and local governments laws.

Ongoing knowledge of the waste industry's changing laws and technologies.

Client Relationship

When you choose Waste Connections of Kansas, Inc., you are choosing a company that is right in your neighborhood. Waste Connections of Kansas, Inc has 20 years of Municipality experience. We pride ourselves with the service we provide for all of our Municipalities. We have maintained and built great relationships over the years. We have also never lost a Municipality because of any service issues. Actually we have never lost a Municipality for any reason.

The City of Derby will have no problem getting requested information in a timely manner. WCI will provide the City of Derby with a list of Waste Connections staff. We will give you office numbers, cell phone numbers, email addresses and even home numbers to reach us 24 hours of any day. Seven days a week.

Customer Service

At Waste Connections of Kansas, Inc., every action we take, is by design, to strengthen our partnership with you. We listen to your concerns and design solutions specifically to fit your needs. Our commitment to service does not stop when the contract is signed; we continually seek your input on how we can better improve our services. We want to keep you as a long-term, satisfied customer---and we know the only way to do that is to make sure you are getting the excellent service you deserve. When you become part of our list of Cities and Towns we service, we count on your recommendation of our services and know that your perception of our service is what counts.

Waste Connections of Kansas, Inc has a Customer Service Representative Training Tool in place. This Training Tool will help give the best customer service possible for the City of Derby's residents. A 3rd party company randomly calls all phones in our office similar to a secret shopper. Calls are graded on how quickly we answer them, as well as all aspects of customer service and meeting the customer needs. Our employees are scored and scores are shared with all offices nationwide. Rewards are given monthly based on the highest scores totaled that month. We received top ten and scores of 100 each month in 2008.

Nondiscrimination and Affirmative Action

Waste Connections currently has in force a policy regarding non-discrimination in hiring and promotion of employees without regard to their race, religion, handicaps, sex, color or national origin.

Waste Connections of Kansas is an Equal Opportunity Employer and maintains an Affirmative Action Plan in accordance with Executive Order 11246. This plan includes Affirmative Action for Woman, Minorities, Covered Veterans and Persons with Disabilities. No deficiencies or problem areas have been identified in the most recent plan (January 1, 2008 to December 31, 2008.) Waste Connections of Kansas is committed to compliance with all applicable laws providing equal employment opportunities. Questions can be directed to EEO/AAP Officer Susan Metzger, Waste Connections, Inc, 2295 Iron Point Road, Suite 200, Folsom, CA 95630, 916-608-8200.

Corporate Citizenship

We are committed to improve the environment for the future of the communities we live in and serve. We believe that our services play an integral part of improving the environment and we are always mindful of having the most cost-effective waste management and Recycling solutions for our customers. In addition, we are committed to the safety of our workers and have programs in place to continually upgrade our risk management and environmental policies.

When you choose Waste Connections of Kansas, Inc., you are choosing a company that is right in your neighborhood. We are based locally and have the support of one of the largest waste service companies in the Nation. Our employees are your neighbors and the people who live and work in your community. We make contributions to and become active members in the chambers of commerce in communities in which we do business, as well as participating in other community and City functions. We are also more than happy to address civic groups and schools on issues pertaining to the services we provide the community. Our District Sales Manager plays a very active part in Council Meetings, and Community. We hire locally and prefer to purchase locally wherever possible.

Waste Connections of Kansas, Inc. also makes donations to various Non-Profit organizations such as the YMCA, Special Olympics, Bidy Basketball, Warm Hearts Program & etc. WCI donates trash & portable restrooms for Zoobilee (Sedgwick County Zoo). WCI also adopts a few families during the Christmas Holidays.

Environmental Policy

Waste Connections Environmental Policy is outlined in the Company Policy Manual. Our Policy Manual specifies WCI's commitment to:

Ensuring that all WCI employees understand that the Company is committed to environmental excellence in the operation and maintenance of facilities, including providing the appropriate support to all technical employees, policies, and programs to ensure compliance with all applicable laws and regulations.

We have a number of specific environmental policies, including:

1. Environmental Excellence (ENG-P001)
2. Corporate and Region Responsibilities concerning environmental protection (ENG-P002; ENG-P003)
3. Groundwater Quality Program (ENG-P004)
4. Training and Goals for Technical Personnel (ENG-P005; ENG-P006)
5. Value Engineering (ENG-P007)
6. Notification of Critical Events (ENG-P009)
7. Waste Acceptance (ENG-P010)
8. Environmental Audit Program and Regulatory Compliance (ENG-P011; ENG-P015)

In addition to our broad scope of environmental policies, WCI lives a set of Core Operating Values that promote Environmental Protection (Number 1 – Safety; Number 2 – Integrity). (See Attachment “E” for Operating Values)

Compliance Record

WCI continues to maintain a superior compliance record in its industry segment.

Waste Connections of Kansas Group., operates two (2) landfills, three (3) transfer stations/MRFs, and seven (7) collection companies. There are no outstanding environmental compliance issues at any of these locations.

7.2.1 References

Other Respondent Program with Technical & Operational Features Similar to those Proposed

Waste Connections of Kansas, Inc. will provide Automated Side-Load Service for the City of Derby's solid waste needs. If WCI provided Automated Recycle serviced for the City of Derby, the residents would not be able to take advantage of our new RecycleBank Program we just started in January 2009. WCI must use a Non-Automated Truck for RecycleBank Service. We must be able to weigh each cart of recyclables, and that is not possible with Automated Recycle Service. We would like to see the City of Derby take advantage of the RecycleBank Program. WCI wants to see the residents of Derby be rewarded for all of their recyclable materials. WCI will send out in the mail, literature to educate the residents of Derby on how RecycleBank works. (See Attachment for Truck Specs.)

Waste Connections of Kansas, Inc. will use blue 65 & 95-gallon Rehrig carts for refuse, and 95-gallon beige carts with blue lids for recyclables. (See Attachment for of Cart Specs.)

Waste Connections of Kansas, Inc. would request an address list for all of residents in the City of Derby, from the City of Derby if awarded contract. WCI would like to have the list the same day we are notified we have been awarded the contract. We will send out notification letters to all residents to inform them that WCI will be the company that will be providing Residential Solid Waste and Recyclable Collection and Transportation Service for the City of Derby. Both parties will determine the effective date. This list would help WCI with building a customer subscription & billing records list. Once this list is built WCI will mail out customer information to all residents informing residents of their schedule day of solid waste and recycle service day. Residents will be notified of their quarterly billing schedule.

After all proposals have been reviewed, WCI estimates 30 days from March 17, 2009 (Proposal Due Date) that a decision will be made on which company will be awarded the contract. If WCI is awarded the contract we will order the necessary carts and trucks the next day. Expect 120 days for the new 4 trucks and carts we will need to service the City of Derby. We estimate the transition would take place sometime in August or September. Our 1st customer education notification to the residents of Derby will be mailed out 6 weeks before start date of Contract.

If needed WCI will offer Carry (roll-out) Out Service. Any difficult stops will get the attention of the Operations Manager to make sure there are no service issues with the stop. WCI is currently servicing over 75,000 curbside resident stops and we are 100% sure we can solve any issues with any difficult stops the City of Derby may have.

WCI process for curbside recycling service begins when the resident sets the recycle cart curbside the night before or the morning of service before 6am. WCI will pick up all carts on the scheduled service day. Once the truck is full the driver will leave the City of Derby and take all recyclables to Waste Connections Recycle Center at 2810 N. Ohio where the materials are baled. All bales are loaded on a trailer and a 3rd party recycling company will haul materials to Garland, Tx. for process.

WCI process for curbside trash service begins when the resident sets the trash cart curbside the night before or the morning of service before 6am. WCI will pick up all carts on the scheduled service day. Once the truck is full the driver will leave the City of Derby and take all trash to Waste Connections Transfer Station at 4300 W. 37th St N. where the trash will be off loaded onto the floor of the Transfer Station. The trash will be load into a trailer and a 3rd party Trucking Company will haul the trash to Waste Connections Plumthicket Landfill.

WCI process for bulky waste collection we ask the resident to call our office a week in advance to schedule a bulky waste pick up. Bulky waste items are to be set curbside the same day of the regular curbside trash day. WCI will send a Rear-Load truck to location to pick up the bulky waste item. After all items that were scheduled for pick up that day the driver will leave the City of Derby and take items to Waste Connections Transfer Station. The truck will empty all materials on the floor of the Transfer Station. A third party trucking company will truck everything to Waste Connections of Kansas owned Plumthicket Landfill in Harper, Ks. (See Attachment "C" for more detailed information about bulky waste collection)

WCI provided Roll Off & Portable Restroom Service for the City of Andover when a tornado ripped through the city in 1991. We also used a few compactor trucks to help the residents with the debris that was left from the tornado. We did the same for City of Haysville in 1999. The flood in Wichita they call the Halloween Flood in 1998 we also provided similar services. The City of Greensburg called our Operation Manager a couple of hours after the tornado struck in May of 2007 requesting Portable Restroom Service. This call came in around 3am. WCI was able to get a crew together and delivered over 40 portable restrooms 2 hours away in Greensburg, Ks. before 10am. We feel that we are very capable of taking care of most emergencies the City of Derby might have that pertain to the services we provide.

Waste Connections of Kansas, Inc currently employs 200 employees. One of the key factors that set Waste Connections of Kansas, Inc. apart from competitors is the skill of our drivers. We know that our driver is the member of our team who is most frequently in contact with residents. As a result, our drivers are seasoned and continually trained to safely operate all equipment and work with all people they encounter in a professional manner. Drivers are rewarded with Safety bonuses and for practicing "**The Waste Connections Values**". Every driver and Operations manager is CDL certified and subject to random drug and alcohol testing. We hold weekly Safety and Service meetings. Continuing education and training is required of Drivers as well as all other employees. (See Attachment "E" for The Waste Connections Operating Values)

Technology All our sites are linked with one another and to the corporate offices via a wide area network that allows real time communication for exchanging financial, customer service and internal data. The company employs a customer service; dispatch and routing platform that is Windows based and is both comprehensive and user friendly, allowing for rapid changes to accommodate our ever-changing customer needs. It is our objective to move from a highly paper intensive business towards a more automated environment for internal and external transactions and in the process improve overall efficiency. The company also seeks to implement utilization of automated equipment when appropriate and if it is cost effective for our customers.

Municipal Contracts Disclosure

- | | |
|--|-------------------------------------|
| 1. The City of Kingman
Frank Soukup, City Manager
324 N. Main St
Kingman, Ks. 67068
620-532-3111 | 1,342 Homes
141 Commercial Stops |
| 2. The City of Halstead
JR Hatfield, City Administrator
PO Box 312
Halstead, Ks 67056
316-835-3381 | 623 Homes |
| 3. The City of Douglas
KaLyn Nethercott, Cit Clerk
PO Box 412
Douglass, Ks. 67039
316-747-2109 | 648 Homes
16 Commercial Stops |
| 4. City of Clearwater
Cheryl Wright, City Clerk
PO Box 453
Clearwater, Ks 67026
316-584-2311 | 756 Homes |
| 5. City of Eureka
Ian Martell, City Manager
PO Box 68
Eureka, Ks. 67045
620-583-6140 | 1,149 Homes
99 Commercial Stops |

Waste Connections of Kansas, Inc. has 25 Cities and Towns we service in Kansas and Oklahoma with hauling of refuse and recyclables. For a complete list, we will submit these upon request and as a Confidential Document.

7.2.2 Litigation Record (See Attachment “A”)

7.2.3 Customer Service

Customer Service and Communications Program Commitments

Waste Connections of Kansas, Inc., Customer Service Center Representatives can free up the City of Derby’s staff for other responsibilities and ensure residents satisfaction. A knowledgeable and helpful customer service representative who can answer your questions without transferring you from department to department will answer the City of Derby and its resident’s calls.

Easy access and responsive answers ensure satisfaction. Our resolution process resolves issues with 24 hours if not the same day.

WCI documents issues from inception through our Customer Service designee to the Customer Notes information database. This information is forwarded to the appropriate supervisor and resolved with responsible personnel with 24 hours. This information also gives us a history on each account (resident) for proactive future solutions.

Our driver will also stop by the City Hall Office at the end of his route each day to receive any complaints or request the City may have received directly. Depending on the nature of the service request, the driver will resolve before leaving the city, or after review with supervisor, resolve with 24 hours.

If the City of Derby or a resident has complaints or other issues they can call our Residential Customer Service number between the hours of 7:30 am – 6:00 pm.

In case of an emergency the City can call the Residential Customer Service number between the hours of 7:30 am – 6:00 pm. If after hours WCI will give the City of Derby a list of phone numbers of our staff that are qualified to assist with all emergencies.

WCI Customer Service Center and Dispatch has two-way radio and cell phone communication with the collection vehicles and we will link to any radio frequency

If a resident wants to come to our local office to make a payment or talk to one of our staff members in person. Our address is 2745 N. Ohio Wichita, Ks. 67219

Uniformed drivers for easy recognition of WCI employees. Clean and well-maintained equipment for a professional appearance, easy company identification, and reliable service.

7.2.4 Environmental Record

Violations (See Attachment “B”)

7.3 Proposed Program Implementation Plan

Transition Plan

Once Waste Connections of Kansas, Inc. is awarded contract WCI will order 4 trucks and 16,000 carts for solid waste and recycle service. WCI estimates it will take 120 days from award date to get trucks on site and ready for the road. We also estimate it will take 120 days for all the carts to be delivered to the Wichita Hauling Station.

With this said the proposal is due March 17th and the City of Derby would most likely award the contract sometime around mid April 2009. WCI will need 120 days from day the City of Derby awards contract to get all trucks and carts ready to service the City of Derby. WCI estimates the effective date of the contract will be September 1, 2009. WCI will send the 1st notification (RecycleBank & billing information, daily service schedule for solid waste and recycle service, and other education material that may be needed for the transition) information, to the residents of Derby 6 weeks before September 1, 2009

Refuse and Recycle Cart Delivery Waste Connections of Kansas, Inc. will utilize employees and independent contractors (our polycart suppliers) to deliver the polycarts to the residents of the City of Derby. We will provide a Waste Connections project coordinator to oversee all phases of the project. We anticipate four (4) weeks total delivery time. We will provide our people with a data sheet of customer addresses, the number of carts to be delivered to each address, and a space to notate the serial (RecycleBank Carts) number(s) of the cart(s) delivered to each address. Progress will be monitored daily to ensure the proper project completion as scheduled by the project manager. Early delivery can also lead to increased phone calls. Our goal will be to minimize the phone calls during project changeover and minimize confusion with the customers.

Equipment and Manpower Waste Connections of Kansas, Inc. will use two (2) crews of three people each to place the polycarts. The crew will consist of a leader and two helpers. Each crew will have a pickup truck and trailer to deliver the polycarts. Waste Connections of Kansas, Inc. has on site, three (3) F750 container delivery vehicles and trailers. The Residential crews will report to the Project Manager on site daily. Our Managing office is 16 miles from the City of Derby Office and will be "On Call" should we require it.

Training Methodology Routes and Streets Waste Connections of Kansas, Inc. will use a daily staff meeting to insure compliance with the placement of all carts and containers. During the meeting, each crew will receive a map of the streets where carts will be placed, and the aforementioned list of accounts completed. The Operations Manager, using route sheets and arrow flowed route maps, will conduct training of refuse-truck drivers. Supervisors that are familiar with the boundaries of Derby will supervise all employees and cart delivery people. Several current employees live in and around Derby.

Other Pertinent Information Waste Connections is well practiced in transitioning Cities to our services both in Privatization conversions and Competitor serviced Contracts. WCI can also provide the City of Derby service for special events, special projects and disaster clean up. Waste Connections of Kansas is confident that our deployment plan will exceed the requirements of City Staff and the citizens of Derby.

Public Education

In the initial letter to all residents, WCI will mail out a survey asking residents what size of carts they will need for weekly trash service. (65 or 95-gallon cart) We will ask for their billing cycle date, so we will know what month to deliver their carts to them. We will explain how our service works and explain how our RecycleBank Program works along with RecycleBank brochures. Our 2nd letter to the residents will inform them the date that their carts will be delivered. The day of the week that WCI will pick up their trash, and a calendar that will show the dates of RecycleBank service. WCI 3rd letter will be an Activation Mailer from RecycleBank with the residents activation code, so each resident can call or go online to activate their very own RecycleBank account. (Will explain in detail later in proposal). Annually in December WCI will send out a basic letter to all residents informing them the total volume of recyclable materials that were recycled in the City of Derby. New Policies and Procedures if any. An updated RecycleBank calendar that will show the new service days for the next year. Any other information that we need to get out the residents we can insert it in our quarterly billing statements.

School presentations on solid waste and recyclables can be scheduled upon request from the City of Derby.

WCI can also hold up to 4 public Town Hall Meetings before effective date to answer any questions the residents may have for WCI. After the effective date WCI can hold up to 4 each year of the Franchise Agreement.

Other Franchise Commitments

Waste Connections of Kansas will continue accepting an additional 10 bags with a 95-gallon cart. Bags must be next to cart. (Please make sure that the bag is secure and not too heavy that it will break.)

WCI RecycleBank Single Sorted Program surpasses the material requested in the RFP. (Mixed Paper, Metal Cans & Plastics #1-#2)

The recyclables that are taken in the RecycleBank curbside program are:

- | | |
|----------------------------|---|
| Corrugated Cardboard | Chip Board (cereal, pop, shoe boxes etc.) |
| Newspaper | Magazines |
| Junk Mail | Phone Books |
| Other light colored papers | Plastics #1-#7 |
| Steel Cans | Aluminum Cans |
| Clean Aluminum Foil | Glass Food Containers (clear, amber, brown, green etc.) |

With RecycleBank Service, residents are more likely to use the option of the smaller trash cart. If the City of Derby chooses different most residents will need the larger cart.

7.3.1 Transition Plan

Transition Plan

There are two key elements to a successful transition of your current system. First, Advance planning and coordination with City staff and your current Solid Waste Company will ensure that the integrity of the current system is not compromised, during the transition. Second, WCI will develop with the input and collaboration of City Staff, communication materials for each resident to assist in instruction of the transition.

A key date is the day the Contract is awarded. Once this date is known WCI can start ordering the necessary trucks and carts for the City of Derby

Trucks will take an estimated 120 days from award day to be ready for the road and to service the City of Derby.

Carts will take an estimated 120 days from award day to be ready to service the City of Derby.

WCI can also hold up to 4 public Town Hall Meetings before effective date to answer any questions the residents may have for WCI. We will also mail out information about the transition to keep the residents informed and educated.

Mail letters to all residents about WCI customer service plans

Mail letter to all residents about WCI quarterly billing plans

Recycling materials and solid waste disposal amounts will be available to the City of Derby on Quarterly basis

WCI will coordinate with the City of Derby through out the whole transition. WCI will appoint a main contact person to communicate every day and update the City of any issues or concerns we run into during the transition.

WCI will train and assign qualified staff to service the City of Derby. Anytime there is a new services or route WCI will make sure the necessary training is completed to keep the streets of Derby as safe as possible.

The collection of the old containers is going to be responsibility of the resident and their current solid waste provider. WCI has no control of the collection process, but will start delivering the new carts 4 to 5 weeks before effective date.

Upon reward of Contract WCI will do a survey of all Derby residents to determine what size trash cart and whether they want a recycle cart. This will be done as soon as WCI knows if they have been were awarded the Contract.

WCI will honor the Contracts that some H.O.A may have with other vendors. Once the contract expires we will deliver the number of carts that will be needed to service the H.O.A. Also if the Service Agreement between the City of Derby and Waste Connections of Kansas, Inc. starts September 1, 2009, any residents that have paid for October, November or December service. WCI will deliver the residents cart when their Quarterly billing ends.

WCI will contact all current WCI customers, because there may be a good chance that WCI would have to change their service day for their solid waste and recyclable service pick up day.

Transition Record and References

Waste Connections is currently providing residential refuse service for all residents in the City of Mt. Hope. When the RecycleBank Program became available in January 2009. We made a presentation to the Mayor and Council Members, to let them know what RecycleBank Service could do for their residents and City. WCI has successfully implemented RecycleBank service and delivered over 300 carts to the City of Mt Hope without any problems.

George Dick – City Administrator / 316-661-2211

Transportation

Maps and truck routes will not be available at this time. If awarded contract, WCI will give all maps and trucks routes to the City of Derby.

Photograph and specifications of trucks that will used. (See Attachment for Truck Specs.)

Waste Connections trucks will leave will leave Wichita Hauling Station at 2745 N. Ohio, Wichita, Ks. 67219 and will head (0.3 mi) toward 29th St. Turn right and (0.3 mi) take 1st ramp onto I-135 South. Will stat on I-135 south (7.0 mi) take exit 3A/Southeast Blvd onto S. Southeast Blvd Kansas K-15 (6.6 mi). Continue south arrive at the center of Derby.

Once trucks are full will go back to K-15 go north (6.6) take on ramp onto I-135 toward Saline/US 81 (8.8 mi). Take exit #11B Hutchinson onto I-235 (2.5 mi). Take exit #13 Hutchinson/Valley Center onto KS-96 toward Hutchinson (1.5 mi). Take West St. exit (0.2 mi). Turn left on West St (0.3mi). Turn right on 37th St. N. (0.3 mi). Arrive at Waste Connections Transfer Station 4300 W. 37th St. N.

Trucks will off load trash onto floor of Transfer Station and load into trailer and a 3rd party Trucking Company will leave the Transfer Station get back on KS-96 E (0.5 mi). Take the I-235 S. exit onto I-235 S. (8.3 mi). Take exit #5/Southwest Blvd (0.3 mi). Turn right on Southwest Blvd / K-42 S. (0.5 mi). Continue to follow KS-42 (25.6 mi). Bear right on KS-2 (12.0 mi). Turn right on N.E. 70th Ave. north (.05 mi) turn west on 150th Rd. (2.0 mi). Arrive Plumbthicket Landfill.

7.3.2 Proposed Programs, Service and Operations to meet Performance

Special Service

Bulky Waste Pick Up – (See Attachment “C” Flyer)

Cart Roll-Out Service – Waste Connections of Kansas, Inc. will provide Carry Out Service for the elderly (+65) and disabled. The cart must be visible from the street. Our driver will go up to the residence, bring the cart to the street, empty the cart and return the cart back to where he found it. Eligible for (+65) and disabled service will receive this service at no additional charge. Eligibility must be determined by the City of Derby. Customers requesting service that are not “Eligible” will pay 1.5 x monthly fee.

Emergency Back Up Plan

Waste Connections of Kansas, Inc. is a Non-Union company. In the event of a strike, lockout or other labor disturbances WCI has 5000 employees in other markets. We can call other operations within our company that would be able to send employees to the City of Derby and continue to service the City without any interruptions of the weekly service.

7.4 Acceptance of Business/Contractual Terms

Please See Form 3

7.5 Financial Capacity

2008 Annual Report Form 10K (Please see United States Securities & Exchange Commission Form 10K)

7.6.1 Financial Strength

Respondent's Financial Statements

Waste Connections of Kansas, Inc. will provide 2006, 2007 & 2008 (10K) fiscal year statements. These statements are not confidential WCI is a Public-Held Company.

The representation and warranty of the Chief Financial Officer proof that there has been no material change in WCI finances since the date of the last financial statement. (Please see Certification of Chief Financial Officer)

7.6.2 Financing Plan

Evidence of Ability to Finance Franchise Program

List of Capital

2 - Manual / Automated Side Loader – \$550,000.00

2 - Manual / Automated Side Loader for RecycleBank Service – \$550,000.00

4000 – 95 gallon Trash Carts – \$190,000.00

4000 – 65 gallon Trash Carts – \$171,360.00

7584 – 95 gallon RecycleBank Carts - \$ 394,368.00

Waste Connections of Kansas, Inc., and or parent company Waste Connections Inc will fund all equipment.

Current Financial Ratios for Waste Connections of Kansas, Inc. and it's Guarantor

Please See Financial Statements of years 2006, 2007 & 2008 (10K). Also see Certification of Chief Financial Officer

Insurance

Waste Connections of Kansas, Inc. will provide Insurance Request prior to the execution date of contract.

Evidence of Letter of Credit

Please See Letter of Credit provided by Bank of America.

7.7 Proposed Cost-Substantiated Service Fee.

Reasonableness / Cost Justification of Proposed Service Fees

Please see Form 3 Exceptions to Terms of RFP

Price Competitiveness of Proposed Service Fees

Please see Form 6 Service Fee Proposal

7.7.1 See Form 3 Exception to Terms of RFP

7.8 Implemented Proposal will Attain City's Procurement Goals

1.0 Intent/Goals

1.1 Standardized, equitable and affordable customer service rates:

- WCI will offer 2 different sizes of trash carts.
- Providing the 2 options will reduce the rates of the residents who choose the smaller container. Residents like Senior Citizens and avid recyclers will most likely use the smaller trash cart.

1.2 Enhance and Expand Service

- Curbside RecycleBank Service is much more expanded than the service WCI used to offer just 2 months ago. With RecycleBank the materials that are now accepted will reduce the volume of trash each week.
- There will be No Surcharge for one on-call curbside Collection of bulky items per year. For two or more collections in the same year the residents will be charged for the service
- Collection of abandoned MSW and bulky items will be priced accordingly to the amount of abandoned MSW. WCI will charge an initial minimum charge. WCI will measure the amount by yards, and charge the City of Derby \$5 per yard. This price could also be altered by the cost of the current disposal cost per ton.
- WCI will provide a special Program for residents for their own personal Spring Clean Up.
- Roll-Out Service – Waste Connections of Kansas, Inc. will provide Carry Out Service for the elderly (+65) and disabled. The cart must visible from the street. Our driver will go up to the residence, bring the cart to the street, empty cart and return the cart back to where he found it. Eligibility for the service will be at no additional charge. To be approved by the City of Derby.
- WCI will offer service to Small Businesses and Multi-Family Premises

1.3 Increase MSW Diversion

- The Recyclable rate will be in addition to the monthly refuse rate.
- Incentive for the resident to recycle more to decrease the amount of trash and collect more rewards with the RecycleBank Program to offset their monthly trash bill.

1.4 Contractor Accountability.

- If the City of Derby request reports on program implementation, compliance with service specifications and satisfaction of performance standard. WCI will provide all reports in a complete and timely matter.
- WCI can provide compliance with service specifications and satisfaction of performance standard.
- The City of Derby will have access to WCI service records and related information
- Each Quarter of the year WCI can provide internal and external audits of WCI's compliance with Franchise service specifications and performance standard.

1.5 Quality Service

- WCI will provide 2 sizes of carts for solid waste, RecycleBank Service (exclusive vendor in the 5 surrounding counties), bulky item curbside pick up service. Roll Out Service for the elderly +65. Eligibility for the service will be at no additional charge, and to be approved by the City of Derby. There will be times when a resident will forget to set their cart to the curb. If the driver is still in the City of Derby we should be able to go back to the residence to pick up their trash. If not the same day WCI will pick it up the next day. If residents need personal Roll Off Service WCI would be able to provide this service on a pre-paid program. The sizes are 16yd, 20yd, 30yd & 40yd containers. WCI also provides portable restroom service for Special Events that some families in the City of Derby may have through out the year.
- A knowledgeable and helpful customer service representative who can answer your questions without transferring you from department to department will answer the City of Derby and its resident's calls. Easy access and responsive answers ensure satisfaction. Our resolution process resolves issues with 24 hours if not the same day.

Our driver will also stop by the City Hall Office at the end of his route each day to receive any complaints or request the City may have received directly. Depending on the nature of the service request, the driver will resolve before leaving the city, or after review with supervisor, resolve with 24 hours.

If the City of Derby or a resident has complaints or other issues they can call our Residential Customer Service number between the hours of 7:30 am – 6:00 pm.

In case of an emergency the City can call the Residential Customer Service number between the hours of 7:30 am – 6:00 pm. **If after hours WCI will give the City of Derby a list of phone numbers of our staff that are qualified to assist with all emergencies.**

- Waste Connections will ensure the City of Derby has consistent and reliable quality service through out the term of the Service Agreement. WCI has been servicing over 60,000 residents in the Wichita area and over 25 Municipalities for over 20 years. If for some reason the City of Derby sees the need to meet with WCI staff for issues or concerns. This could take place the same day notified, or next day for sure. It doesn't matter if it is the weekend or Holiday. WCI prides itself with having the **best customer service in the area.**

EXPRESSION OF INTEREST

City of Derby
Attn: Kathy Sexton, City Manager
611 Mulberry RD
Derby KS 67037

Re: **EXPRESSION OF INTEREST** for **REQUEST FOR PROPOSALS** with respect to certain *exclusive* MSW management services in the City of Derby ("**RFP**")

Dear Ms. Sexton:

Waste Connections of Kansas, Inc is planning to respond to the referenced RFP. This is our Expression of Interest.

Please forward any correspondence regarding this RFP, such as addenda or clarifications, to our contact listed below. We understand that proposals must to be received by the City by March 2, 2009 at 2:00 p.m. and that collection services are scheduled to begin *on or about July 1, 2009*.

Sincerely,

Waste Connections of Kansas, Inc.
Jim Spencer / Division Vice President (Ks, & Ok.)
2/2/09

Contact Person:
Jim Spencer
2745 N. Ohio
Wichita, Ks. 67219
316-838-4920 ext. 123
316-253-8026
316-838-5323
jims@wcnx.org

**FORM 2
MATERIALS PROCESSING FACILITIES**

A. RECYCLABLES PROCESSING FACILITY

Contractor: Waste Connections of Kansas, Inc
Location: Wichita, Ks. **Operating Company:** Wichita Hauling Company
Owner: Waste Connections, Inc
Materials facility is permitted to accept:
See List Below of all materials permitted

Materials facility is prohibited from accepting:

1. MSW

Projected materials and capacity through term of Franchise Agreement and possible contract extensions:

Projected avg. daily tons: 10 tons

Estimated number of trucks/bi-weekly collection from the City of Derby: 4 (This includes Trash & Recycle Trucks)

List all items included in recycling program (must include at least mixed paper [provide your definition], plastics labeled 1 & 2, and metal and aluminum cans).

- Corrugated Cardboard
- Chip Board – Cereal, pop, shoe, boxes ect.
- Newspapers / Magazines / Junk Mail / Phone Books
- Other Light Colored Papers
- Plastics #1-#7
- Steel Cans
- Aluminum Cans
- Clean Aluminum Foil
- Glass (Glass Food Containers) brown, clear, green & etc

B. MSW TRANSFER STATION

Contractor: Waste Connections of Kansas, Inc.
Location: 4300 W. 37th St. N. Wichita, Ks. **Operating Company:** Wichita Transfer Station
Owner: Waste Connections of Kansas, Inc
Permitted tonnage limits: 2000 tons per day **through which year?** 2009
Any facility limitations under zoning use permits, etc. MSW Only
through what year? 2009
Haul distance to facility from City: 21 miles

EXCEPTIONS TO TERMS OF RFP

1. Scope of Work / Page 9 / 5.3.3

Must not display a company name or logo

If the carts did not have our logo it would hamper the ability to provide replacements & get addition carts in a timely fashion due to the requirement of inventory only for the City of Derby.

Service Fee Impact if no change is made. None

2. Scope of Work / Page 9 / 5.3.5

Upon expiration or early termination of the Franchise Agreement, City may direct Waste Connections of Kansas, Inc. to transfer ownership of all serviceable carts to the city

WCI will maintain ownership of carts.

Service Fee Impact if no change is made. None

3. Reasonableness - Cost Justification of proposed Service Fees / Page 17 / 7.7

Submit the required Cost Justification Form 5 that should evidence the reasonableness of the cost assumptions underlying Respondent's service fee proposal

WCI will not provide Form 5 due to Confidentiality & Competitive reasons. Proof of WCI financial ability to perform the Cost Justification is covered in the Financial Reports in years 2006, 2007 & 2008 (10K)

Service Fee Impact if no change is made. None

**FORM 4
LETTER OF INTENT OF LETTER OF CREDIT BANK**

TO: CITY OF DERBY

**RE: *EXCLUSIVE* SOLID WASTE COLLECTION, TRANSPORTATION, and
RECYCLING SERVICES IN THE CITY OF DERBY**

We have reviewed the proposal of **Waste Connections of Kansas, Inc.** (“Contractor”) of 2745 N. Ohio Wichita, Ks. 67219 (Address) to provide solid waste services in the response to the RFP. If the City accepts Contractor’s proposal and awards the Franchise Agreement to Contractor, it is our present intention to issue the letter of credit required by the Franchise Agreement.

We are duly licensed to do business in the State of Kansas.

Dated: 3/3/2009 By: **Maria F. Maia**
Name of Bank: **Bank of America**
Name and Title of Signatory: **Maria F. Maia / Managing Director**
(Seal) See Letter of Credit for signature

**FORM 6
SERVICE FEE PROPOSAL**

Service Fee Proposal Form 6					
Cart Collection for Single family Residential					
Proposed Monthly Service Fees and Estimated Annual Service Fee Revenue					
	Waste Connection of Ks., Inc.				
Line No.	Column				
	A	B	C	D	E
	Cart Configuration	Pre-determined Percent of proposed 95 gallon cart rate	Monthly Service Fee	Number of Residential Customers	Estimated Annual Service Fee Revenue
1	1-65 Gal Cart (smaller refuse cart)	35%	\$9.00	2,654	286,675
2	1-95 Gal Cart (larger refuse cart)	65%	\$11.00	4,930	650,707
3	1-95 Gal Cart (Single Stream) Recycle Cart	100%	\$3.75	7,584	341,280
4			\$0.00	0	0
5	Total			15,168	1,278,662

XXX CHECK HERE IF RESPONDENT HAS ANY EXCEPTIONS TO THIS RFP.

CERTIFICATIONS, REPRESENTATIONS AND WARRANTIES

Authority; Commitment. As **Division Vice President** of the firm of **Waste Connections of Kansas, Inc.** (“Respondent”), the attached Proposal (“Proposal”) is submitted in response to a Request for Proposals for Exclusive Municipal Solid Waste Services in the City of Derby, Kansas, as it may have been supplemented and clarified as of the date of submission of this Proposal (collectively, the “RFP”), and that I executed the Proposal with full authority to do so. The Respondent will honor its Proposal for one year from its date. I further certify:

- a. Respondent has not, directly or indirectly, entered into any agreement, participated in any collusion, or otherwise taken any action in restraint of free, competitive bidding in connection with its Proposal.
- b. All statements contained in the Proposal and in this certification are accurate, truthful, complete, and made with full knowledge that in awarding a Franchise Agreement in substantially the form appended to the RFP as of the date of submission of the Proposal, including all addenda thereto (collectively the “Agreement”), the City will rely upon the truth of the statements contained in the Proposal and in the statements contained in this certification, representation and warranty.
- c. Respondent has read and understood the RFP and specimen Franchise Agreement, including program specifications, service standards and contractor’s rights and obligations, and Contractor has based its Proposal on its obligations under the Agreement.
- d. Neither Respondent nor any person having a substantial interest in Respondent nor any subcontractor referred to in the Proposal is currently suspended or debarred from doing business with any government entity.
- e. Respondent has reviewed all of its present and pending engagements and in making this Proposal, and determined that no potential for conflict of interest or unfair advantage exists.
- f. Having carefully examined the RFP, the Agreement and all other documents included or referenced in the RFP, all information made available by the City, and being familiar with the work and the various conditions affecting the work, Respondent hereby offers to furnish all labor, vehicles, facilities, equipment, supplies and things necessary, proper or incidental to the provide services in accordance with the RFP and Agreement.
- g. No person or selling agency has been employed or retained by Respondent to solicit or secure the Agreement in expectation of receipt of a commission, percentage, brokerage or contingent fee, except *bona fide* employees or *bona fide* established commercial or selling agencies maintained by **Waste Connections of Kansas, Inc.**
- h. Respondent submits herewith all forms required by the City, as checked on the preceding Signature Page, and acknowledges that omission of any required form, representation or warranty shall be grounds for rejection of its proposal.
- i. I acknowledge receipt of the following addenda (if any):

Addendum

No.	Date	Title
“A”	2/24/09	Questions/Answers

CONTRACTORS MUST COMPLETE THE FOLLOWING TO VALIDATE PROPOSAL

I hereby agree to furnish the articles and/or services stipulated in my proposal at the price(s) quoted, subject to the instructions and conditions in the Request for Proposal package. I further attest that I am an official officer representing my firm and am authorized to sign and submit this proposal. I further certify, represent and warrant as attached to this Signature Page.

Company: **Waste Connections of Kansas, Inc.**

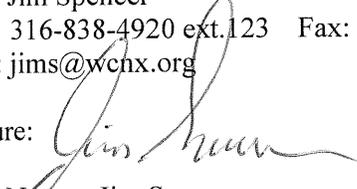
Name: Jim Spencer

Date: 3/17/09

Phone: 316-838-4920 ext.123 Fax: 316-838-5323

E-mail: jims@wcnx.org

Signature:



Printed Name: Jim Spencer

Title: Division Vice President

2745 N. Ohio St. N
Wichita, Ks. 67219

Dated as of September 1, 2009 ("Effective Date")

The City of Derby, KS ("City") and Waste Connections of Kansas, Inc. ("Waste Connections") do hereby agree to the following:

1. Services.

(A) Waste Connections shall be the exclusive provider of residential refuse collection and disposal services to the City, and the City shall be responsible for enforcement of this exclusive right and all ordinances and regulations governing the collection and disposal of solid waste in the City. The City hereby grants to Waste Connections the right to utilize rights of way and easements for the purpose of allowing Waste Connections to collect solid waste and to place and remove receptacles. The right granted hereunder is applicable only where there is a maintained road, street or alleyway. The obligation to provide such services is applicable only where there is a maintained road, street or alleyway allowing lawful access to a receptacle placed out for collection. During the term of the Agreement, the City shall not contract with any other party for the same services to be provided under this Agreement. It is specifically understood and agreed by the parties that nothing in this section or any other section of this Agreement shall be interpreted to grant an exclusive service area to Waste Connections.

(B) Waste Connections shall make a minimum of at least once-a-week collection of refuse and every other week for recyclables from all residential units in the City between the hours of 6:00 a.m. and 6:00 p.m. Pickup shall be at the curb. Each residence shall be responsible for placing its acceptable container(s) at the curb prior to the designated pickup time.

TERM: The term of the franchise agreement will be approximately 7 years, beginning after award of an exclusive franchise (approximately September 1, 2009) and expiring on or about August 31, 2016, with City option to extend for up to 3 additional years.

CPI Adjustment. Waste Connections may adjust the rates hereunder on an annual basis to reflect the percentage increases in the local Consumer Price Index of Urban Wage Earners and Clerical Workers (all items) published by the U.S. Department of Labor, Bureau of Labor Statistics.

Fuel and Landfill Costs. Waste Connections reserves the right to adjust the rates hereunder on an annual basis based upon increases in fuel and landfill costs. (See Attachment "D" for Landfill Formula)

Fuel Formula. The Pricing for this contract will be set at \$3.00 per gallon for diesel. For every \$0.10 increase over \$3.00 per gal in diesel cost, residential rates will increase by 1% of their contracted rate along with annual rate & CPI that is allowed by this contract

The website below is a Government Website of weekly retail diesel prices we use for the annual adjustments.

http://tonto.eia.doe.gov/oog/info/wohdp/printer_friendly_version_combined.asp

1st Option of Service and Pricing For 95-Gallon Cart (Curbside Service)

Automated Weekly Trash Service with **95-gallon Cart**

Automated Every Other Week Recycle Single Stream Service with 95-gallon Cart

- Cost - **\$14.75** per month
- **No Rewards for Recyclables / No RecycleBank Program**
- Will accept up to 10 additional 10 extra bags next to cart.
- Eleven (11) bags or more will be charged an additional \$1.00 for each bag

2nd Option of Service and Pricing For 95-Gallon Cart (Curbside Service)

Semi Automated Weekly Trash Service with **95-gallon Cart**

Semi Automated Every Other Week **RecycleBank Single Stream Service** with 95-gallon Cart

- Cost - **\$14.75** per month
- **Includes RecycleBank Program / Get Rewarded for Recycling**
- Will accept up to 10 additional 10 extra bags next to cart.
- Eleven (11) bags or more will be charged an additional \$1.00 for each bag

1st Option of Service and Pricing For 65-Gallon Cart (Curbside Service)

Automated Weekly Trash Service with **65-gallon Cart**

Automated Every Other Week **Recycle Single Stream Service** with 95-gallon Cart

- Cost - **\$12.75** per month
- **No Rewards for Recyclables / No RecycleBank Program**
- No Additional bags
- \$1.00 Charge for each additional bag

2nd Option of Service and Pricing For 65-Gallon Cart (Curbside Service)

Semi Automated Weekly Trash Service with **65-gallon Cart**

Semi Automated Every Other Week **RecycleBank Single Stream Service** with 95-gallon Cart

- Cost - **\$12.75** per month
- **Includes RecycleBank Program / Get Rewarded for Recycling**
- No Additional bags
- \$1.00 Charge for each additional bag

Proposed Rates will be locked in for 1 year

2nd Trash Cart (65 & 95 gallon Cart)

Cost – **\$7.00** per month

2nd 95-gallon RecycleBank Cart

Cost - **\$3.75** per month

Roll Out Service Rate for +65 years Old and Disabled

Cart must be visible from the street. Our driver will go up to the residents house and will bring the cart to the street, empty cart and return the cart back to where he found it. Eligibility for this service will be at **No Additional Charge**. Eligibility to be approved by the City of Derby.

Roll Out Service Rate for Non-Eligible Residents

Cart must be visible from the street. Our driver will go up to the residents house and will bring the cart to the street, empty cart and return the cart back to where he found it.

Cost – **Basic Service Rate x 1.5**

Bulky Item Pick Up Rate (4x6x8)

WCI will give each resident a coupon for one **FREE** Bulky Item Pick Up. Residents will need to call a week ahead of time to schedule a pick up. The charge for 2nd Bulky Item Pick Up in the same year will be **\$15** for each item

Citywide Clean Up

WCI will give each resident a coupon for one **FREE** Pick Up Truck Load to the Waste Connections Transfer Station. If the resident doesn't think they will use the coupon for themselves they can give it to a relative, neighbor or friend

Abandoned Waste Collection

WCI initial minimum charge will be **\$15** for bulky items (sofa, chairs, and tables). After minimum charge WCI will charge **\$5** per cubic yard

Removal of RecycleBank Cart

There will be **No Charge** to remove RecycleBank Cart from resident at any time of the year. This will not reduce service charge to customer.

Switching Out Trash Cart Sizes

WCI will allow one change of cart size per year at **No Charge**. Every time after the initial switch out in the same year, residents will be charged \$15 for Delivery and Pick Up Fee. The resident will see a proration on their next bill because of the service level change.

Discounted Rates for Roll Off & Portable Restroom Service (Special Events or Const. Jobs)

All Sizes of Roll Offs / 16yd, 20yd, 30yd & 40yds

Haul Rate - **\$85** per haul

Current Trash Disposal - **\$55** per ton

Current C & D Disposal - **\$33** per ton

Delivery Fees - **\$25**

Services must be in the City of Derby

Available for house hold use only.

Portable Restrooms Service

Regular Portable Restroom - **\$35** per mo. for 1 time a week service, or minimum weekend cost

Handicap Restrooms - **\$50** per mo. for 1 time a week service, or minimum weekend cost

Available for house hold use only.

City Owned Commercial/Businesses

Waste Connections will also provide **FREE** service to all Commercial/Business locations that are owned by the City.

- City Office
- Police Station
- Fire Station
- Public Works Building
- Parks
- Rock River Rapids Aquatic Park

Annual Franchise Administration Fee

Waste Connections of Kansas must pay an annual franchise administration fee of 5% of gross revenues to the City of Derby.

Small Businesses (Curbside Service)

Waste Connections will provide 1-95 gallon cart to Small Businesses. Cost - **\$20** per month. RecycleBank Service is not available due to these type accounts are consider Commercial Accounts.

Multi-Family Premises (Curbside Service)

WCI will provide 1 95-gallon Cart for each Family at the Single Family resident rate. Both options will be made available 65 & 95-gallon cart. RecycleBank Service will also be available to the Multi-Family Premises. Monthly Cost - **\$14.75** or **\$12.75** per month.

HOW RECYCLEBANK PROGRAM WORKS

Waste Connections is committed to providing its customers with the best possible service, the latest innovation and a continuing opportunity to help the environment. Through this commitment, we have realized the value of adding RecycleBank to our list of services. We are thrilled to offer this totally recharged and reinvented way to recycle. What makes this program so unique is that you and your family will earn RecycleBank Points for your recycling efforts. The more you recycle, the more RecycleBank Points you earn.

RecycleBank is a loyalty and rewards program that motivates households to recycle. RecycleBank is being offered exclusively by Waste Connections in your area. If the City of Derby decides to choose the Semi Automated RecycleBank Service all residents in Derby will receive a large 95-gallon wheeled recycling cart equipped with an RFID (radio frequency identification) tag. This RFID tag has a unique number and will associate your cart to your address. Simply place all of your recyclables (no more sorting) in your new cart. Our trucks have been retrofitted to read the ID tag, weigh your recyclables and transmit this information to your personal RecycleBank.com Account, where you earn RecycleBank Points.

An average recycler has the ability to earn and redeem hundreds of dollars worth of rewards and discounts at local and national businesses each year. Currently, RecycleBank has more than 400 local and national reward partners dedicated to its mission to encourage communities and households to recycle. Local reward partners include Genesis Health Club, Player's Sports Bar & Grill, Book-A-Holic, Jason's Deli to name a few. National partners include KRAFT, Dick's Sporting Goods, Coca Cola, Target.com, Sears and many more!

Another Great thing about choosing RecycleBank Service is that RecycleBank Reward Partners can be local Derby businesses. Being a partner will give the local businesses **FREE ADVERTISING** on the RecycleBank Website.

Just to remind the City of Derby what recyclable (Single Stream) Materials that are accepted with the RecycleBank Service Program

List all items included in recycling program (must include at least mixed paper [provide your definition], plastics labeled 1 & 2, and metal and aluminum cans).

- **Corrugated Cardboard**
- **Chip Board – Cereal, pop, shoe, boxes ect.**
- **Newspapers / Magazines / Junk Mail / Phone Books**
- **Other Light Colored Papers**
- **Plastics #1-#7**
- **Steel Cans**
- **Aluminum Cans**
- **Clean Aluminum Foil**
- **Glass (Glass Food Containers) brown, clear, green & etc**

CUSTOMER SERVICE AGREEMENT

What we will collect. We will collect residential refuse and commingled recyclables in carts we provide, within one week of your requesting services. You must place refuse and recyclable materials in the appropriate carts. There can only be extra bags with the 95-gallon service. If the residents has a 65-gallon cart they will be charged \$1 for each bag. Please remember that City requires you to put out carts for collection no earlier than 5:00 p.m. on the day before scheduled collection and retrieve them no later than 8:00 p.m. on the day of collection or 2 hours after collection, whichever is later.

We will not collect liquid hazardous waste, including paints, pesticides, petroleum derivatives such as motor oil and solvents. Explosive items also will not be accepted. If these items are identified in your trash, the unaccepted items will be set aside and not taken. For additional safe and legal disposal options, visit <http://www.sedgwickcounty.org/environment/recycling.html>. The Sedgwick County Department of Environmental Resources may also be contacted at 660-7200.

Recyclables include...

- Corrugated Cardboard
- Chip Board – Cereal, pop, shoe, boxes ect.
- Newspapers / Magazines / Junk Mail / Phone Books
- Other Light Colored Papers
- Plastics #1-#7
- Steel Cans
- Aluminum Cans
- Clean Aluminum Foil
- Glass (Glass Food Containers) brown, clear, green & etc

When we will collect. We will make collections once a week between the hours of 6:00 a.m. to 6:00 p.m. on the same day of the week indicated on your invoice (Monday through Friday) each week. If your scheduled collection day falls on or after a holiday, collection will be delayed by one day (Friday customers will have their collection on Saturday). The holidays we observe are New Year's Day, Thanksgiving, and Christmas. Should there be a permanent change in your scheduled collection day, we will notify you in advance. If we miss your collection, please call us and we will return to pick it up, without charge, on the same day if the driver is still in the City of Derby. If driver has already left the City of Derby WCI will pick up the missed stop the following day. We will resolve any other complaints within the same time period.

Where we will pick up. You must set your carts at the curb unless you have roll-out service. If we agreed to collect on private driveways or pavement, we will ask you to sign a waiver of damage liability and/or indemnification.

We can bring your carts out to the pickup point (Roll-Out Service). At no additional charge for residential customers who certify they are not able-bodied or are elderly (over the age of 65) and have no able-bodied person residing in their household, we will provide roll-out services (on-premise collection) of all weekly refuse collection services, and every other week of all recyclable materials, as well as one free-of-charge on-call curbside bulky item pickup per year. Roll-out Services are also available to any other customer upon request at the charge listed on your subscription order.

Alternatives to fully-automated carts. If you have space restrictions at your container storage or setout of site, you may request alternatives to carts free of charge. For difficult to service areas, such as cul-de-sacs or hills, where automated collection vehicles cannot safely drive, we will provide manual collection and containers that are of the same capacity at the charge listed on your subscription order. We will also provide this service to any other customer upon request.

Weight limitations of carts. The weight limit for each automated cart is as follows: 95- gallon Cart = 200 lbs., 65- gallon cart = 135 lbs.

Replacement/removal/repair. All replacements, repairs and removals will take place on the residents next schedule collection day. At no charge, we will deliver or exchange containers one time a year. The 2nd time within the same year there will be a cost of a Delivery and Pick Up Fee. Please see charge listed on your subscription order. The same service pertains with carts with graffiti.

On-Call Pickups of Bulky Items, excess Refuse and certain electronic devices: You may request one on-call pickup of bulky items and certain electronic devices each year at no charge on your next regularly scheduled pickup day if you call us at least week in advance. Examples of bulky items include discarded furniture (such as chairs, sofas, mattresses, box springs, and rugs); appliances (such as refrigerators, range, washers, dryers, water heaters, dishwashers, plumbing and other similar items). We will accept the following electronic devices: cathode ray tube (CRT) devices (including televisions and computer monitors); LCD devices (desktop monitors, laptop computers and televisions); and plasma televisions.

Additional On-Call Pickups of Bulky Items, excess Refuse and certain electronic devices: You may also request pickups of bulky items and electronic devices, as described above, in excess of once a year on your next regularly scheduled pickup day, at the charges listed on your subscription order, if you call us at least a week in advance at 1-800-388-5902 or 1-316-838-4920. Prompt "4" for residential.

When you must pay. Waste Connections of Kansas, Inc bills for residential services three months in advance. We mail you your bill on or before the first day of your billing period, for example, by April 1 for the billing period of April, May, and June. Your bill is due no later than the 15th day of the first month, for example, on April 15. If we do not receive payment by the 15th day of the second month, for example, on May 15, your bill will become delinquent and service will be suspended until payment is received. If the cart is picked up for a non-payment there is a \$15 charge for pick up and \$15 charge for redelivery. There will be a charge and a \$30.00 fee on returned checks. We will refund any overcharges (including advance payments for services that you subsequently cancel) within 60 days after we receive them.

Where you can contact us. You may call us regarding service or complaints toll free at 1-800-388-5902 or 316-838-4920 Prompt "4" for residential customer service. Between 7:30 a.m. and 6:00 p.m. weekdays, except holidays and from 8:00 a.m. to 12:00 p.m. (noon) on Saturdays. You may come to our office located at 2745 N, Ohio St. N. Wichita, Ks. 67219 or you may mail correspondence to our office address.

We do not discriminate. If you are entitled to service, we will not discriminate against you on account of race, creed, color, sex, gender, national origin, ancestry, religion, age, physical or mental disability, marital status, or political affiliation.

Rights of Privacy. We will observe and protect your rights of privacy and trade secrets. Unless you give us permission, we will not reveal any information identifying you or the composition or contents of your solid waste to any person except City or if required by law.

Attachment "A" Litigation Records

Claimant Name	Description	Claim Status
SOUTHWESTERN BELL V. WC OF KS	Property damage resulting from vehicle collision	Open
WC OF KS V. RITCHIE	Complaint for declaratory relief and restraining order in connection with a pending transfer of interest in real property	Open
BRYON WILLIAMS V. WC OF KS	Personal injury resulting from vehicle collision	Dismissed
ESTATE OF GARY HARRIS V. WC OF KS	Wrongful death civil suit claiming personal injury and wrongful death involving pedestrian accident	Settled
BRYON WILLIAMS V. TIM CURTIS; WC OF KS	Personal injury, resulting from vehicle collision	Settled
ROY WILLIAMS V. WC OF KS (MR. BULT'S)	Personal injury and property damage resulting from vehicle collision	Settled
KS CORP COMMISSION V. WC OF KS	Order to Show Cause - motor carrier violations	Settled
WRIGHT V. WC OF KS	Small Claims property damage claim	Settled
FARMERS INS V. WC OF KS; SALINA WASTE	Civil Petition for property damage occurring from a fire in a garbage container at defendant's business location	Open
BAXTER SPRINGS V. DUAL COUNTY SANITATION; WC OF KS	Contract dispute - assignment violation	Settled
WC OF KS ET AL V. BEL AIRE	WC of KS sought temp/prelim injunction, enjoining the City from entering into exclusive contract for curbside pickup of recyclables	See below
WC OF KS ET AL V. BEL AIRE	Appeal from USDC denial of preliminary injunction	Final
WC OF KS V. WHITE PINE	Dispute over location of pipeline	Final
SOUTHWESTERN BELL V. WC OF KS	Property damage resulting from vehicle collision	Closed
SW BELL V. WC OF KS	Property damage claim for damaged aerial telephone wire	Settled
3d of County Commissioners of Sumner County and Tri-County Concerned Citizens v. Roderick Bremby, Secretary of Kansas Dept of Health and Environment	Plaintiffs seek judicial review of Department's issuance of a permit to operate a landfill	Open

Attachment "B" Violations Records

Date Issued	Site	Region	Violation	Resolution
4/13/2006	Plumb Thicket Landfill	CENTRAL	Failure to apply at least 6 inches of daily cover or ADC on top of working face.	Area in question was uncovered for less than 2 hours due to equipment failure. Issue resolved.
4/13/2006	Plumb Thicket Landfill	CENTRAL	Failure to comply with Operation Plan and mixing ratio for mulch and tackifier.	Landfill changed mixing ratio to increase thickness of ADC slurry.
4/13/2006	Plumb Thicket Landfill	CENTRAL	Failure to control and collect litter	Landfill has erected 20 ft fences with top kicker bar; staggered fencing along internal landfill access roads; and applied for tonnage increase to allow more flexibility in tipper operation (source of majority of litter)
12/2/2004	Wichita Transfer Station	CENTRAL	NOV - Leach ate exceeded limit for pH	WCI submitted written corrective plan and paid associated fines (\$100).
Orders and Judgments				
Facility	Issue Date	Synopsis		
Finney County Landfill, Inc.	7/3/02	Kansas Department of Health and Environment-Air Quality Division determined that WCI's predecessor, BFI of North America, failed to properly report the potential volume of Finney County, AKA Western Plains Regional, Landfill in Garden City, Kansas and subsequently failed to file a Title V Air Quality Permit in a timely manner. WCI has both recalculated the volumes and filed a Title V Permit Application in 2001. KDHE is requiring a penalty of \$2,500 for the aforementioned transgressions.		

Please contact us if you have any questions at 838-6664

Attachment "C"

EXAMPLE FLYER

YOUR "Monthly" BULKY WASTE PICK UP SERVICE

We thank the citizens of Derby in advance for their help in keeping our City clean.

Bulky Waste should be placed at the curb by 6:00 am and no more than three days before your pickup date. Residents may place up to 4x6x8 bulky item at the curb. There is a fee for additional yards.

- ❖ Items should be set at least five feet from mailboxes, gas meters, cars, shrubs, or anything else that could interfere with hand loading or mechanical.
- ❖ For the same reason, items should be set at least ten feet away from utility poles, to prevent contact with overhead power lines.
- ❖ Bulky waste pick up is for household items not normally picked up with your regular poly cart residential trash pick up.
- ❖ Bulky waste must be in a size and length that will fit in the hopper of the garbage truck

Here's what we can pick up:

Must be able to be lifted and handled by two persons and manageable: Discarded household appliances that have been certified free of CFC's and HCFC's Refrigerants be a certified refrigeration technician, Water tanks, Discarded Furniture, Mattresses Extra Large cardboard boxes (broken down and tied into tight bundles) Trees, limbs and wood scrap (tied and bundled, max length of (4) feet, not more than (55) lbs) Fencing (up to 4 panels) Non-contracted remodeling waste that is containerized (that is, leftovers from do-it-yourself projects) Appliances must not contain Freon, such as old refrigerators and window air conditioners, compressor must be removed or it has a sticker showing certified removal.

We can't pick up:

Hospital/medical waste or hazardous waste of any kind, poisons, acids and caustics, explosives, dirt and rocks, bricks (concrete), sewage and liquid waste, nuclear materials gasoline, kerosene, oils and other fuels propane tanks, degreasers, lubricants, brake fluid, antifreeze, batteries, tires and rims, car batteries, sheet rock or roofing items, contracted construction, reconstruction, demolition and repair waste, and storm debris.

Attachment "D"

Formula for Residential Price Increase Due to Increase in Landfill Tipping Fees

Current Disposal Rate \$55 per ton

Total homes picked up per month _____

Average pounds per house per month
(50lbs X 4.33 = 216.50lbs X number of homes) = _____ pounds

/ 2000 (pounds per ton)

Total tons picked up in City = _____ tons

X amount of increase = _____

/ Total number of homes = _____ increase
Per

home

X total number of homes = _____ total
Price increase

Attachment "E"

Waste Connections of Kansas, Inc. Wichita Hauling Company

Statement of Operating Values



Safety. We strive to assure complete safety of our employees, our customers and the public in all of our operations. Protection from accident or injury is paramount in all we do.

Integrity. We define integrity as "saying what you will do and then doing it." We keep our promises to our customers, our employees and our stockholders. Do the right thing, at the right time, for the right reason.

Customer Service. We provide our customers the best possible service in a courteous, effective manner, showing respect for those we are fortunate to serve.

To be a Great Place To Work. We maintain a growth culture where our employees can maximize their potential personally and professionally. Our objective is to provide an environment where people enjoy what they do and take pride in their work. We wish to embody a work hard, play harder culture.

To be the Premier Solid Waste Services Company in Wichita, Kansas. We continue to provide superior returns, remain environmentally responsible, and continue to grow in a disciplined way, deploying resources intelligently and benefiting communities we live in.