

December 22, 2023



**AMERICAN RECLAMATION**

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American Reclamation's Response To  
The Request For Qualifications For  
Commercial Solid Waste Collection,  
Recycling and Disposal Services  
For The City of El Segundo  
(RFQ #23-06)

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(888) 999-9330

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EDIBLE FOOD WASTE



4560 Doran Street

Los Angeles, CA 90039

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[www.americanreclamation.com](http://www.americanreclamation.com)



# AMERICAN RECLAMATION

4560 Doran Street • Los Angeles, CA • 90039-1006  
(818) 552-4074 • FAX (818) 548-8814  
Website: [www.americanreclamationinc.com](http://www.americanreclamationinc.com)

December 12, 2023

Erica Miramontes  
City of El Segundo  
Public Works Department  
350 Main Street  
El Segundo, CA 90245

**Re: Request for Qualifications for Commercial Solid Waste Collection, Recycling, and Disposal Services for the City of El Segundo, RFQ #23-06**

Dear Ms. Mira Miramontes,

American Reclamation (AR) is pleased to submit our response to the ***City of Segundo's Request for Qualifications for Commercial Waste Collection, Recycling, Disposal Services for the City of El Segundo (RFQ #23-06)***. American Reclamation has been providing solid waste management through the collection and processing of refuse, recycling and organics from municipalities, government entities, multi-family properties, and school districts, in California for over 35+ years. We have never had a contract terminated for lack of performance and pride ourselves on providing superior customer service to all of our customers.

We ensure each and every community's quality of life improves as a result of the implementation of our services as a part of our daily business mission. In servicing a City, we take pride in being a partner in all of its environmental goals, even items that go above and beyond the requirements in the RFQ. We submitted this response to El Segundo's RFQ with the understanding that our operations and environmental expertise differs from other proposers, which we feel makes our qualifications more advantageous for the City as you will have new options and resources that are not available to other communities that do not currently utilize AR's services. AR was initially exclusively a recycling company, and our focus has always been on improving our sustainable practices, in effort to service our customers in a more efficient manner. We began recycling collection services throughout California in 1958, and our solid waste operation began in 1986.

We have carefully reviewed all RFQ documents and agree to all terms and conditions specified in the documents. AR fully understands the scope of work (SOW) and are confident we will **exceed** all of the City's sustainability, diversion, outreach and waste removal goals. Our company is the ideal service provider for the City of El Segundo as we specialize in building custom recycling programs for commercial, industrial, and multi-family properties. As you will see in our benefits and enhancements section below, American Reclamation has already begun providing services within El Segundo by providing temporary bins and roll-off container services for the removal and recycling of construction, demolition and inert waste material for various customers. We feel our resources and qualifications will excel under an agreement with the City of El Segundo, and we will be able to focus

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on serviced accounts and provide the attention they need, at rates that remain affordable for the businesses and multi-family properties within the City.

American Reclamation will provide the following benefits and enhancements as part of our basic services to the City of El Segundo:

- Serve as an active corporate steward by supporting the City of El Segundo's waste removal and environmental sustainability programs and goals.
- Continuous participation as an active member in the City's Chamber of Commerce.
- Free 40-yard containers for the collection and recycling of used tires and disposed carpet at the City's public works maintenance yard (covers dump fees and process; haul rate will be applicable).
- **Provide free Zero Waste Training and certifications for City Staff.**
- **Guaranteed** limitation of vehicle miles traveled (VMT's). Our integrated business system has routing software that ensures our refuse collection trucks, which are outfitted with GPS navigation systems, utilize and adhere to the most efficient collection routes, resulting in less vehicle miles traveled daily on City streets, creating a **safer, cleaner, and less congested City.**

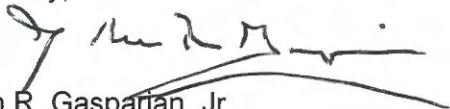
The following representatives are authorized to make representations and decisions on American Reclamation's behalf:

John R. Gasparian, Jr. (TRUE Zero Waste Advisor)  
Vice President & General Manager (AR Officer)  
C: (213) 270-5958  
O: (747) 257-0352  
E: [JohnG@americanreclamation.com](mailto:JohnG@americanreclamation.com)  
A: 4560 Doran Street, Los Angeles, CA 90039

John R. Gasparian, Sr.  
C.E.O. and President (AR Principal/Officer)  
D: (747) 257-0422  
O: (747) 257-0387  
E: [John@americanreclamation.com](mailto:John@americanreclamation.com)  
A: 4560 Doran Street, Los Angeles, CA 90039

Please do not hesitate to contact any of the aforementioned representatives listed above with any questions or requests for clarification. We can also be contacted at our toll-free number: (888) 999-9330 or at our corporate headquarters located at 4560 Doran Street, Los Angeles, CA 90039.

Sincerely,



John R. Gasparian, Jr.  
Vice President & General Manager (AR Officer)

*\*Although all proposals are subject to the California Public Records Act (CPRA), American Reclamation identifies documents which contain current customer information and/or business partnerships to be proprietary and would not be subject to a CPRA Request.*



December 1, 2023

**ADDENDUM NO. 1**  
to  
**REQUEST FOR QUALIFICATIONS**  
For  
**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING AND DISPOSAL**  
**SERVICES FOR THE CITY OF EL SEGUNDO**  
**(RFQ #23-06)**

**ATTENTION RESPONDENTS:**

The following additions, modifications, and clarifications to the specifications shall be included in, and become a part of, any contract which may be executed for the above project in the City of El Segundo:

1. **The statements of qualifications (SOQ) due date and time remains Friday, December 15, 2023 at 11:00 a.m.**
2. The due date for mandatory registration with the City has been changed to Thursday, December 7, 2023.
3. The deadline for the submittal of questions has been changed to Thursday, December 7, 2023. The date for all questions and answers to be distributed to all companies that register with the City remains Friday, December 8, 2023.
4. A revised version of the tentative schedule accompanies this Addendum.

As evidence that the RESPONDENT has read this Addendum, the RESPONDENT must acknowledge same in the space provided below and **submit this completed Addendum page with the Statement of Qualifications (SOQ)**. Failure to provide such acknowledgement shall render the SOQ as non-responsive and subject to rejection.

Signature: \_\_\_\_\_

A handwritten signature in black ink, appearing to read "John R. [unclear]".

Date: 12/12/2023

Print Company Name: American Reclamation, Inc.

**3. CURRENT DATA**

The existing permitted haulers have reported the total of approximately 610 commercial accounts and approximately 440 multi-family accounts. There are approximately 310 multi-family accounts on a 3-bin system, 65 on a 2-bin system and 65 on a 1-bin system. There are approximately 310 commercial accounts on a 3-bin system, 110 on a 2-bin system and 190 on a 1-bin system. Additionally, there was approximately 24,000 tons of waste hauled from commercial and multi-family facilities of the City during 2022.

Companies responding to this RFQ are advised to independently verify the actual service conditions in the City including, but not limited to, the topography, street conditions, concentration and density of residential and commercial service locations, and accessibility of service locations.

**4. SCHEDULE (ESTIMATED) – REVISED 12/1/2023**

Release of this RFQ.....	Nov. 21, 2023
Deadline to register with the City.....	Dec. 7, 2023
Deadline for submittal of questions to the RFQ.....	Dec. 7, 2023
City responses to questions to the RFQ.....	Dec. 8, 2023
Statements of qualifications due.....	Dec. 15, 2023, 11:00 a.m.
Notice inviting qualified applicants.....	Jan. 15, 2024
City releases Request for Proposal (RFP).....	Jan. 15, 2024
Deadline for submittal of questions to the RFP.....	Feb. 1, 2024
City response to questions to the RFP.....	Feb. 8, 2024
Proposals in response to RFP due.....	Feb. 15, 2024
City staff recommendations to City Council.....	Mar. 2024
City Council award of non-exclusive franchise agreements.....	Mar. 2024
Franchisee transition period.....	April 1 – May 30, 2024
Non-Exclusive Franchise service begins.....	June 12, 2024

**5. COMPONENTS OF THIS RFQ**

This RFQ includes four documents. Companies responding to this RFQ are advised to thoroughly review all documents.

1. These instructions
2. Company information form
3. Commercial Waste Collection and Recycling Service Plan
4. Certification Statement

**6. QUALIFICATION CRITERIA**

The following are minimum criteria to be considered a qualified company:



**ADDENDUM NO. 2**  
to  
REQUEST FOR QUALIFICATIONS  
For  
**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING, AND DISPOSAL  
SERVICES FOR THE CITY OF EL SEGUNDO**  
**(RFQ #23-06)**

**DATE:** December 11, 2023  
**TO:** All Prospective Respondents

This Addendum No. 2 provides a supplemental acknowledgement form below. The information in this Addendum has been made available to all prospective respondents who duly fulfilled the registration requirement set forth in Section 8 of Request for Qualification (“RFQ”) No. 23-06, dated November 21, 2023, and this Addendum No. 2 is incorporated into such RFQ by this reference. All other portions of Contract Documents, RFQ, and first Addendum not specifically mentioned in this Addendum No. 2 remain in full force and effect.

**SB 1383 COMPLIANT RENEWABLE GAS ACKNOWLEDGEMENT**

A minimum requirement to be considered a qualified company in response to the City’s RFQ is the use of SB 1383 compliant renewable gas in all trucks operating in the City of El Segundo. Renewable gas is defined as gas derived from organic waste that has been diverted from a landfill and processed at an in-vessel digestion facility that is permitted or otherwise authorized by Title 14 to recover organic waste [see 14 CCR Section 18982(a)(62)].

This form is an acknowledgment that your company will comply with this renewable gas fuel requirement.

I hereby acknowledge that all of American Reclamation, Inc. waste hauling trucks operating in El Segundo will be using SB 1383 compliant renewable gas.  
Company Name

**POSSESSION OF FRANCHISE AGREEMENTS ACKNOWLEDGEMENT**

I hereby further acknowledge that American Reclamation, Inc. possesses franchise agreements for  
Company Name  
at least three local California jurisdictions (i.e., city or county) for waste services, or municipal service agency or district, with no enforcement actions within the past five years.

The City reserves the right to ask for supporting documentation regarding these minimum requirements.

[Signature on next page]

American Reclamation, Inc.

Company Name

Signature

A handwritten signature in black ink, appearing to read "John R. Gasparian, Jr.", written over a horizontal line.

John R. Gasparian, Jr. -- Vice President & General Manager

Printed Name & Title

12/12/2023

Date



December 14, 2023

**ADDENDUM NO. 3**  
**to**  
**REQUEST FOR QUALIFICATIONS**  
**for**  
**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING AND DISPOSAL**  
**SERVICES FOR THE CITY OF EL SEGUNDO**  
**(RFQ #23-06)**

**ATTENTION RESPONDENTS:**

The following additions, modifications, and clarifications to the specifications shall be included in, and become a part of, any contract which may be executed for the above project in the City of El Segundo:

1. The statements of qualifications (SOQ) due date and time has been changed to **Friday, December 22, 2023 at 11:00 a.m.**
2. Section 1, subsection 6.b. of the RFQ is amended to read, "Ability to operate only with trucks that utilize SB 1383-compliant fuel within one year of non-exclusive franchise agreement execution."
3. Please see this project's attached Supplement to Addendum 3 for the required acknowledgement form.

As evidence that the RESPONDENT has read this Addendum, the RESPONDENT must acknowledge same in the space provided below and **submit this completed Addendum page with the Statement of Qualifications (SOQ)**. Failure to provide such acknowledgement shall render the SOQ as non-responsive and subject to rejection.

Signature:  Date: 12/15/2023

Print Company Name: American Reclamation, Inc.



**CITY OF EL SEGUNDO**

**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING, AND DISPOSAL  
SERVICES FOR THE CITY OF EL SEGUNDO  
(RFQ #23-06)**

**ADDENDUM NO. 3 SUPPLEMENT**

**DATE:** December 14, 2023

**TO:** All Prospective Respondents

This Addendum No. 3 provides an updated supplemental acknowledgement form below. Specifically, please note that the two acknowledgements set forth below in this Addendum No. 3 supersede and replace the acknowledgments in Addendum No. 2, dated December 11, 2023, and Addendum No. 2 will have no further force or effect. Accordingly, only the acknowledgments in this Addendum No. 3 will be required.

The information in this Addendum has been made available to all prospective respondents who duly fulfilled the registration requirement set forth in Section 8 of Request for Qualification (“RFQ”) No. 23-06, dated November 21, 2023, and this Addendum No. 3 is incorporated into such RFQ by this reference. All other portions of Contract Documents, RFQ, first Addendum, and second Addendum not specifically mentioned in this Addendum No. 3 remain in full force and effect.

**SB 1383 COMPLIANT RENEWABLE GAS ACKNOWLEDGEMENT**

A minimum requirement to be considered a qualified company in response to the City’s RFQ is the use of SB 1383 compliant renewable gas in all trucks operating in the City of El Segundo. Renewable gas is defined as gas derived from organic waste that has been diverted from a landfill and processed at an in-vessel digestion facility that is permitted or otherwise authorized by Title 14 to recover organic waste [see 14 CCR Section 18982(a)(62)].


This form is an acknowledgment that your company will be in compliance with this component of the regulation.

I hereby acknowledge that American Reclamation, Inc. will have the ability to only operate trucks that utilize SB 1383-compliant fuel, for services under El Segundo RFQ #23-06, within one year of execution of a non-exclusive franchise agreement with El Segundo.  
Company Name

**POSSESSION OF FRANCHISE AGREEMENTS ACKNOWLEDGEMENT**

I hereby further acknowledge that American Reclamation, Inc. <sup>Company Name</sup> possesses franchise agreements for at least three California jurisdictions for waste services, or municipal service agency or district, with no enforcement actions within the past five years.

The City reserves the right to ask for documentation regarding these minimum requirements.

Signature 

John R. Gasparian, Jr. -- Vice President & General Manager  
Printed Name & Title

12/15/2023  
Date

## 2. COMPANY INFORMATION FORM

### A. Company Information

1. Company name: **American Reclamation, Inc.**
2. DBA:
3. Corporate or other parent: **N/A**
4. Physical location of primary office in Los Angeles County  
Street: **4560 Doran Street**  
City: **Los Angeles** State: **CA** Zip code: **90039-1006**
5. Company type:
  - Corporation State in which company is incorporated
  - LLC
  - Partnership
  - ESOP
  - Sole proprietorship
  - Other:
6. Years in business: **37**

### B. Contact Person

7. Contact name: **John R. Gasparian, Jr.** Telephone: **747-257-0352/747-257-0432**  
Title: **Vice President & General Manger** Email address: **JohnG@americanreclamation.com**
8. Contact mailing address: **American Reclamation, Inc.**  
Street: **4560 Doran Street**  
City: **Los Angeles** State: **CA** Zip code: **90039-1006**
9. Company official with the authority to bind and make commitments on behalf of the company (include parent company if applicable)  
Names: **John R. Gasparian, Jr.** Titles: **Vice President & General Manager**

### C. Company Ownership

10. Are shares in the company publicly traded?  Yes  No If "Yes", skip to Section D.  
If "No", complete the remainder of this section.

11. List the names and addresses of the ten largest shareholders or partners and those with a 10% or greater ownership interest in the company:

Name	Address	Ownership Share
11.1 John R. Gasparian, Sr.	American Reclamation, 4560 Doran St., Los Angeles, CA 90039-1006	100.0 %
11.2		%
11.3		%
11.4		%
11.5		%
11.6		%
11.7		%
11.8		%
11.9		%
11.10		%

12. List the company officers and directors (including parent company if applicable)

Name	Title/Position
John R. Gasparian, Sr.	C.E.O. and President
John R. Gasparian, Jr.	Vice President and General Manager

**D. Franchise Experience**

13. To be qualified, your company must have at least three commercial franchises in California. List the details of applicable franchises in California for which your company is currently providing waste collection and recycling services. List franchises in Los Angeles County first. If the franchise covers a zone or district within the jurisdiction, enter the name of the zone or district in "Area Served". If the franchise covers the entire jurisdiction, enter the name of the jurisdiction in "Area Served."

Commercial
Please confirm the Company has at least three commercial franchises within California: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Quantity of vehicles owned by the Company: <b>30+</b> Type of fuel used in vehicles: <b>CNG, gasoline</b>

Jurisdiction	Franchise Type	Services Provided <i>check all that apply</i>
County of Los Angeles Area Served <b>Altadena, CA</b> Year franchise awarded <b>10/2022</b> Waste & materials collected in 2022 <b>1,555.25 tons</b> Contact Person <b>Jose M. Pedraza Acoasta</b> Telephone # (626) 458-3992	Exclusive Commercial and Multifamily Number of residential customers <b>156</b> Number of commercial customers <b>461</b> Percent of waste & materials collected in 2022 that was diverted from disposal <b>8.26 %</b>	<input checked="" type="checkbox"/> Waste collection <input type="checkbox"/> Mixed waste recycling <input checked="" type="checkbox"/> Source separation recycling <input checked="" type="checkbox"/> Mixed organics recycling <input checked="" type="checkbox"/> Food waste recycling <input checked="" type="checkbox"/> Green waste recycling <input checked="" type="checkbox"/> C&D debris recycling <input checked="" type="checkbox"/> Bulky item collection
County of Los Angeles Area Served <b>La Crescenta, CA</b> Year franchise awarded <b>10/2022</b> Waste & materials collected in 2022 <b>294.92 tons</b> Contact Person <b>Jose M. Pedraza Acoasta</b> Telephone # (626) 458-3992	Exclusive Commercial and Multifamily Number of residential customers <b>9</b> Number of commercial customers <b>108</b> Percent of waste & materials collected in 2022 that was diverted from disposal <b>8.26 %</b>	<input checked="" type="checkbox"/> Waste collection <input type="checkbox"/> Mixed waste recycling <input checked="" type="checkbox"/> Source separation recycling <input checked="" type="checkbox"/> Mixed organics recycling <input checked="" type="checkbox"/> Food waste recycling <input checked="" type="checkbox"/> Green waste recycling <input checked="" type="checkbox"/> C&D debris recycling <input checked="" type="checkbox"/> Bulky item collection

<p>Jurisdiction <b>County of Los Angeles</b></p> <p>Area <b>Montrose, CA</b></p> <p>Year franchise awarded <b>10/2022</b></p> <p>Waste &amp; materials collected in 2022 <b>423.47 tons</b></p> <p>Contact Person <b>Jose M. Pedraza Acoasta</b></p> <p>Telephone # <b>(626) 458-3992</b></p>	<p>Franchise Type <b>Exclusive Commercial and Multifamily</b></p> <p>Number of residential customers <b>12</b></p> <p>Number of commercial customers <b>150</b></p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal <b>8.26 %</b></p>	<p>Services Provided <i>check all that apply</i></p> <ul style="list-style-type: none"> <li><input checked="" type="checkbox"/> Waste collection</li> <li><input type="checkbox"/> Mixed waste recycling</li> <li><input checked="" type="checkbox"/> Source separation recycling</li> <li><input checked="" type="checkbox"/> Mixed organics recycling</li> <li><input checked="" type="checkbox"/> Food waste recycling</li> <li><input checked="" type="checkbox"/> Green waste recycling</li> <li><input checked="" type="checkbox"/> C&amp;D debris recycling</li> <li><input checked="" type="checkbox"/> Bulky item collection</li> </ul>
<p>Jurisdiction <b>City of Montebello</b></p> <p>Area Served <b>Montebello, CA</b></p> <p>Year franchise awarded <b>2006</b></p> <p>Waste &amp; materials collected in 2022 <b>1,763.57 tons</b></p> <p>Contact Person <b>Jeffrey A. Camera</b></p> <p>Telephone # <b>(866) 377-6754</b></p>	<p>Franchise Type <b>Non-Exclusive Commercial</b></p> <p>Number of residential customers <b>0</b></p> <p>Number of commercial customers <b>64</b></p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal <b>44.07 %</b></p>	<p>Services Provided <i>check all that apply</i></p> <ul style="list-style-type: none"> <li><input checked="" type="checkbox"/> Waste collection</li> <li><input checked="" type="checkbox"/> Mixed waste recycling</li> <li><input checked="" type="checkbox"/> Source separation recycling</li> <li><input checked="" type="checkbox"/> Mixed organics recycling</li> <li><input checked="" type="checkbox"/> Food waste recycling</li> <li><input checked="" type="checkbox"/> Green waste recycling</li> <li><input checked="" type="checkbox"/> C&amp;D debris recycling</li> <li><input checked="" type="checkbox"/> Bulky item collection</li> </ul>
<p>Jurisdiction <b>City of Pasadena, CA Dept. of Public Works</b></p> <p>Area Served <b>Pasadena, CA</b></p> <p>Year franchise awarded <b>1986</b></p> <p>Waste &amp; materials collected in 2022 <b>15,997.12 tons</b></p> <p>Contact Person <b>Gabe Silva</b></p> <p>Telephone # <b>(818) 522-1342</b></p>	<p>Franchise Type <b>Non-Exclusive Waste Franchise</b></p> <p>Number of residential customers <b>5</b></p> <p>Number of commercial customers <b>239</b></p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal <b>57.97 %</b></p>	<p>Services Provided <i>check all that apply</i></p> <ul style="list-style-type: none"> <li><input checked="" type="checkbox"/> Waste collection</li> <li><input checked="" type="checkbox"/> Mixed waste recycling</li> <li><input checked="" type="checkbox"/> Source separation recycling</li> <li><input checked="" type="checkbox"/> Mixed organics recycling</li> <li><input checked="" type="checkbox"/> Food waste recycling</li> <li><input checked="" type="checkbox"/> Green waste recycling</li> <li><input checked="" type="checkbox"/> C&amp;D debris recycling</li> <li><input checked="" type="checkbox"/> Bulky item collection</li> </ul>

<p>Jurisdiction <b>City of Vernon, CA</b> Dept. of Public Works</p> <p>Area Served <b>Vernon, CA</b></p> <p>Year franchise awarded <b>2015</b></p> <p>Waste &amp; materials collected in 2022 <b>605.8</b> tons</p> <p>Contact Person <b>Leonard Grossberg</b></p> <p>Telephone # <b>(323) 583-8811,</b> <b>Ext. 231</b></p>	<p>Franchise Type <b>Non-Exclusive Commercial</b></p> <p>Number of residential customers <b>0</b></p> <p>Number of commercial customers <b>30</b></p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal <b>36.5 %</b></p>	<p>Services Provided <i>check all that apply</i></p> <ul style="list-style-type: none"> <li><input checked="" type="checkbox"/> Waste collection</li> <li><input checked="" type="checkbox"/> Mixed waste recycling</li> <li><input checked="" type="checkbox"/> Source separation recycling</li> <li><input checked="" type="checkbox"/> Mixed organics recycling</li> <li><input checked="" type="checkbox"/> Food waste recycling</li> <li><input checked="" type="checkbox"/> Green waste recycling</li> <li><input checked="" type="checkbox"/> C&amp;D debris recycling</li> <li><input checked="" type="checkbox"/> Bulky item collection</li> </ul>
<p>Jurisdiction <b>County of Los Angeles</b> Dept. of Public Works</p> <p>Area Served <b>Unincorporated Los Angeles County</b></p> <p>Year franchise awarded <b>2012</b></p> <p>Waste &amp; materials collected in 2022 <b>260.50</b> tons</p> <p>Contact Person <b>Grace Leriget/Michelle Chan</b></p> <p>Telephone # <b>(626) 458-3596 /</b> <b>(626) 458-7123</b></p>	<p>Franchise Type <b>Non-Exclusive Commercial</b></p> <p>Number of residential customers <b>0</b></p> <p>Number of commercial customers <b>49</b></p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal <b>23.79 %</b></p>	<p>Services Provided <i>check all that apply</i></p> <ul style="list-style-type: none"> <li><input checked="" type="checkbox"/> Waste collection</li> <li><input checked="" type="checkbox"/> Mixed waste recycling</li> <li><input checked="" type="checkbox"/> Source separation recycling</li> <li><input checked="" type="checkbox"/> Mixed organics recycling</li> <li><input type="checkbox"/> Food waste recycling</li> <li><input checked="" type="checkbox"/> Green waste recycling</li> <li><input checked="" type="checkbox"/> C&amp;D debris recycling</li> <li><input checked="" type="checkbox"/> Bulky item collection</li> </ul>
<p>Jurisdiction <b>Los Angeles Unified School District</b></p> <p>Area Served <b>Los Angeles Unified School District</b></p> <p>Year franchise awarded <b>2017, 2022</b></p> <p>Waste &amp; materials collected in 2022 <b>8,561.24</b> tons</p> <p>Contact Person <b>Eric Donnell</b></p> <p>Telephone # <b>(213) 241-0453</b></p>	<p>Franchise Type <b>Exclusive Agency Contracts</b></p> <p>Number of residential customers <b>0</b></p> <p>Number of commercial customers <b>176</b></p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal <b>16.37 %</b></p>	<p>Services Provided <i>check all that apply</i></p> <ul style="list-style-type: none"> <li><input checked="" type="checkbox"/> Waste collection</li> <li><input type="checkbox"/> Mixed waste recycling</li> <li><input checked="" type="checkbox"/> Source separation recycling</li> <li><input checked="" type="checkbox"/> Mixed organics recycling</li> <li><input checked="" type="checkbox"/> Food waste recycling</li> <li><input checked="" type="checkbox"/> Green waste recycling</li> <li><input checked="" type="checkbox"/> C&amp;D debris recycling</li> <li><input checked="" type="checkbox"/> Bulky item collection</li> </ul>

<p>Jurisdiction <b>City of Santa Clarita</b></p> <p>Area Served <b>Santa Clarita, CA</b></p> <p>Year franchise awarded <b>2021</b></p> <p>Waste &amp; materials collected in 2022 <b>26.06 tons</b></p> <p>Contact Person <b>Laura Jardine</b></p> <p>Telephone # <b>(661) 255-4376</b></p>	<p>Franchise Type <b>Non-Exclusive Franchise for Temporary Bins &amp; Roll-Offs</b></p> <p>Number of residential customers <b>0</b></p> <p>Number of commercial customers <b>10</b></p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal <b>83.73 %</b></p>	<p>Services Provided <i>check all that apply</i></p> <ul style="list-style-type: none"> <li><input checked="" type="checkbox"/> Waste collection</li> <li><input checked="" type="checkbox"/> Mixed waste recycling</li> <li><input checked="" type="checkbox"/> Source separation recycling</li> <li><input checked="" type="checkbox"/> Mixed organics recycling</li> <li><input type="checkbox"/> Food waste recycling</li> <li><input checked="" type="checkbox"/> Green waste recycling</li> <li><input checked="" type="checkbox"/> C&amp;D debris recycling</li> <li><input checked="" type="checkbox"/> Bulky item collection</li> </ul>
<p>Jurisdiction <b>Burbank-Glendale-Pasadena Airport Authority</b></p> <p>Area Served <b>Burbank-Glendale-Pasadena Airport</b></p> <p>Year franchise awarded <b>2021</b></p> <p>Waste &amp; materials collected in 2022 <b>775.78 tons</b></p> <p>Contact Person <b>Maggie Martinez</b></p> <p>Telephone # <b>(818) 729-2226</b></p>	<p>Franchise Type <b>Exclusive Agency Contract</b></p> <p>Number of residential customers <b>0</b></p> <p>Number of commercial customers <b>13</b></p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal <b>40.86 %</b></p>	<p>Services Provided <i>check all that apply</i></p> <ul style="list-style-type: none"> <li><input checked="" type="checkbox"/> Waste collection</li> <li><input checked="" type="checkbox"/> Mixed waste recycling</li> <li><input checked="" type="checkbox"/> Source separation recycling</li> <li><input checked="" type="checkbox"/> Mixed organics recycling</li> <li><input type="checkbox"/> Food waste recycling</li> <li><input checked="" type="checkbox"/> Green waste recycling</li> <li><input checked="" type="checkbox"/> C&amp;D debris recycling</li> <li><input type="checkbox"/> Bulky item collection</li> </ul>
<p>Jurisdiction</p> <p>Area Served</p> <p>Year franchise awarded</p> <p>Waste &amp; materials collected in 2022 tons</p> <p>Contact Person</p> <p>Telephone #</p>	<p>Franchise Type <b>Select</b></p> <p>Number of residential customers</p> <p>Number of commercial customers</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal <b>%</b></p>	<p>Services Provided <i>check all that apply</i></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Waste collection</li> <li><input type="checkbox"/> Mixed waste recycling</li> <li><input type="checkbox"/> Source separation recycling</li> <li><input type="checkbox"/> Mixed organics recycling</li> <li><input type="checkbox"/> Food waste recycling</li> <li><input type="checkbox"/> Green waste recycling</li> <li><input type="checkbox"/> C&amp;D debris recycling</li> <li><input type="checkbox"/> Bulky item collection</li> </ul>

**E. Litigation History**

14. Provide details on any litigation filed within the past ten years between your company, parent company, or subsidiaries and a California public agency that related to a contract, permit, or franchise for solid waste services. If you need additional space, please use the format below and submit an attachment to your proposal.

14.1 Agency **None** Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

---

14.2 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

---

14.3 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

---

14.4 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

---

14.5 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

---

14.6 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

---

14.7 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

---

14.8 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*



15.4 Agency Date Amount \$

Issue

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

15.5 Agency Date Amount \$

Issue

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

15.6 Agency Date Amount \$

Issue

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

16. In the past five years, has the company, its parent, or subsidiaries been fined or assessed liquidated damages for violation of the terms, conditions, or requirements of a permit, license, or franchise for the collection, recycling, or disposal of solid waste in California or received a notice of default or a notice of violation of the terms, conditions, or requirements of a permit, license, or franchise for the collection, recycling, or disposal of solid waste in California? If you need additional space, please use the format below and attach such to your proposal.

Yes  No If "Yes", provide details

16.1 Agency	Date	Amount \$
Issue		

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

16.2 Agency	Date	Amount \$
Issue		

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

16.3 Agency	Date	Amount \$
Issue		

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

16.4 Agency	Date	Amount \$
Issue		

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or*

remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.

16.5	Agency	Date	Amount \$
	Issue		

In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.

16.6	Agency	Date	Amount \$
	Issue		

In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.

17. Is the company, its parent, or any of its subsidiaries currently the subject of any litigation or investigations by a law enforcement or public agency related to the waste collection, recycling, or disposal activities of the company, its parent, or any of its subsidiaries in California? If you need additional space, create a new page using the format below and attach it to your proposal.

Yes     No    If "Yes", provide details

17.1	Agency	Date filed or initiated	Status Select
	Issue		

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

17.2	Agency	Date filed or initiated	Status Select
	Issue		

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

17.3	Agency	Date filed or initiated	Status Select
	Issue		

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

17.4	Agency	Date filed or initiated	Status Select
	Issue		

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

17.5 Agency	Date filed or initiated	Status Select
Issue		

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

---

17.6 Agency	Date filed or initiated	Status Select
Issue		

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*


*Note:* The City may require companies to provide more details on any of these issues

#### 4. CERTIFICATION STATEMENT

American Reclamation, Inc. ("The Company") has submitted a statement of qualifications (SOQ) to the City of El Segundo for a waste collection and recycling non-exclusive franchise agreement. The individual signing below certifies on behalf of the Company, that:

1. The Company has reviewed the actual service conditions and requirements in the City, read and understands the service plans provided by the City, and based on its independent judgment, it has the skills, resources, and experience required to successfully provide the services described in the Commercial Waste Collection and Recycling Service Plan.
2. The SOQ and related documents submitted to the City do not contain any false, misleading, or inaccurate information, statements, or facts.
3. When preparing its SOQ, the Company has not colluded with any other companies that, to the best of its knowledge, intended to submit an SOQ to the City.
4. The Company will adhere to the communication protocols specified in the instructions to the Request for Qualifications.
5. The City of El Segundo staff and/or its representatives may contact representatives of the cities and counties where our company provides services, for the purpose of obtaining information on our performance and experience.
6. The City of El Segundo staff and/or its representatives may inspect our facilities at a time that is mutually convenient.
7. If awarded a non-exclusive franchise agreement, the company will meet and maintain the waste diversion requirements specified in the City's service plans.
8. The Company acknowledges that the City of El Segundo is the sole arbiter of our qualifications for a waste collection and recycling non-exclusive franchise agreement. The City reserves the right to waive irregularities in qualification statements or to reject all statements and reissue the RFQ.

I certify and declare under penalty of perjury, that the foregoing is true and correct.

\_\_\_\_\_  
Signature of corporate officer or official            12/12/2023  
Date

John R. Gasparian, Jr.      Vice President and General Manager  
Printed name      Title

\_\_\_\_\_  
Signature of corporate officer or official of parent company if applicable      Date

\_\_\_\_\_  
Printed name      Title

# CITY OF EL SEGUNDO



December 22, 2023

**CITY OF EL SEGUNDO  
COMMERCIAL SOLID WASTE COLLECTION,  
RECYCLING, AND DISPOSAL SERVICES**

Prepared for:  
Erica Miramontes, Senior Management Analyst  
City of El Segundo, Public Works Department  
350 Main Street, El Segundo CA 90245

Prepared by:  
Athens Services  
Gary Clifford, Senior Executive Vice President  
14048 Valley Boulevard, City of Industry, CA 91746  
Email: [GClifford@AthensServices.com](mailto:GClifford@AthensServices.com) | Phone: (626) 934-4619



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## COVER LETTER

Erica Miramontes, Senior Management Analyst  
City of El Segundo, Public Works Department  
350 Main Street, El Segundo CA 90245

Dear Ms. Miramontes,

Arakelian Enterprises, Inc., doing business as Athens Services, is proudly recognized as one of the leading recycling and waste diversion companies in Southern California. With a rich history spanning more than 65 years, our services are dedicated to helping communities meet their waste diversion goals by minimizing landfill disposal, maximizing the recovery of recyclables, and repurposing organics materials. Today, it is with great enthusiasm that we present our statement of qualification for the Commercial Solid Waste Collection, Recycling, and Disposal Services Franchise Agreement to the City of El Segundo for consideration.

Since 2007, it has been our distinct privilege to serve as a dedicated community partner in El Segundo. We take immense pride in our ability to provide unparalleled waste and recycling services with the most value. To fulfill this commitment, Athens utilizes the resource and infrastructure characteristics of a large, national hauler with the individualized, attentive customer experience that is the hallmark of a local, family-operated business.

As part of the RFQ requirements, our franchise experience and certification statement form, as well as our litigation and compliance history, are detailed on the following pages. We understand the importance of clear and open communication in the RFQ process and are fully available to discuss any aspect of our submission.

On behalf of the Athens family, it is my honor to submit this statement of qualification in anticipation of the opportunity to continue our tradition of delivering excellent waste and recycling services in the City of El Segundo. We welcome the chance to discuss our qualifications in further detail and are available at your earliest convenience.

Gary Clifford, Senior Executive Vice President  
14048 Valley Boulevard, City of Industry, CA 91746  
Phone: (626) 934-4619 | Fax: (626) 330-0456  
Email: GClifford@AthensServices.com





December 1, 2023

**ADDENDUM NO. 1**  
to  
**REQUEST FOR QUALIFICATIONS**  
For  
**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING AND DISPOSAL**  
**SERVICES FOR THE CITY OF EL SEGUNDO**  
**(RFQ #23-06)**

**ATTENTION RESPONDENTS:**

The following additions, modifications, and clarifications to the specifications shall be included in, and become a part of, any contract which may be executed for the above project in the City of El Segundo:

1. **The statements of qualifications (SOQ) due date and time remains Friday, December 15, 2023 at 11:00 a.m.**
2. The due date for mandatory registration with the City has been changed to Thursday, December 7, 2023.
3. The deadline for the submittal of questions has been changed to Thursday, December 7, 2023. The date for all questions and answers to be distributed to all companies that register with the City remains Friday, December 8, 2023.
4. A revised version of the tentative schedule accompanies this Addendum.

As evidence that the RESPONDENT has read this Addendum, the RESPONDENT must acknowledge same in the space provided below and **submit this completed Addendum page with the Statement of Qualifications (SOQ)**. Failure to provide such acknowledgement shall render the SOQ as non-responsive and subject to rejection.

Signature: 

Date: December 4, 2023

Print Company Name: Athens Services



December 14, 2023

**ADDENDUM NO. 3  
to  
REQUEST FOR QUALIFICATIONS  
for  
COMMERCIAL SOLID WASTE COLLECTION, RECYCLING AND DISPOSAL  
SERVICES FOR THE CITY OF EL SEGUNDO  
(RFQ #23-06)**

**ATTENTION RESPONDENTS:**

The following additions, modifications, and clarifications to the specifications shall be included in, and become a part of, any contract which may be executed for the above project in the City of El Segundo:

1. The statements of qualifications (SOQ) due date and time has been changed to **Friday, December 22, 2023 at 11:00 a.m.**
2. Section 1, subsection 6.b. of the RFQ is amended to read, “Ability to operate only with trucks that utilize SB 1383-compliant fuel within one year of non-exclusive franchise agreement execution.”
3. Please see this project’s attached Supplement to Addendum 3 for the required acknowledgement form.

As evidence that the RESPONDENT has read this Addendum, the RESPONDENT must acknowledge same in the space provided below and **submit this completed Addendum page with the Statement of Qualifications (SOQ)**. Failure to provide such acknowledgement shall render the SOQ as non-responsive and subject to rejection.

Signature: 

Date: December 18, 2023

Print Company Name: Athens Services



**CITY OF EL SEGUNDO**

**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING, AND DISPOSAL  
SERVICES FOR THE CITY OF EL SEGUNDO  
(RFQ #23-06)**

**ADDENDUM NO. 3 SUPPLEMENT**

**DATE:** December 14, 2023

**TO:** All Prospective Respondents

This Addendum No. 3 provides an updated supplemental acknowledgement form below. Specifically, please note that the two acknowledgements set forth below in this Addendum No. 3 supersede and replace the acknowledgments in Addendum No. 2, dated December 11, 2023, and Addendum No. 2 will have no further force or effect. Accordingly, only the acknowledgments in this Addendum No. 3 will be required.

The information in this Addendum has been made available to all prospective respondents who duly fulfilled the registration requirement set forth in Section 8 of Request for Qualification (“RFQ”) No. 23-06, dated November 21, 2023, and this Addendum No. 3 is incorporated into such RFQ by this reference. All other portions of Contract Documents, RFQ, first Addendum, and second Addendum not specifically mentioned in this Addendum No. 3 remain in full force and effect.

**SB 1383 COMPLIANT RENEWABLE GAS ACKNOWLEDGEMENT**

A minimum requirement to be considered a qualified company in response to the City’s RFQ is the use of SB 1383 compliant renewable gas in all trucks operating in the City of El Segundo. Renewable gas is defined as gas derived from organic waste that has been diverted from a landfill and processed at an in-vessel digestion facility that is permitted or otherwise authorized by Title 14 to recover organic waste [see 14 CCR Section 18982(a)(62)].

This form is an acknowledgment that your company will be in compliance with this component of the regulation.

I hereby acknowledge that                     Athens Services                     will have the ability to only operate trucks that utilize SB 1383-compliant fuel, for Company Name services under El Segundo RFQ #23-06, within one year of execution of a non-exclusive franchise agreement with El Segundo.



## POSSESSION OF FRANCHISE AGREEMENTS ACKNOWLEDGEMENT

I hereby further acknowledge that Athens Services possesses franchise agreements for at least three California jurisdictions for waste services, or municipal service agency or district, with no enforcement actions within the past five years.  
Company Name

The City reserves the right to ask for documentation regarding these minimum requirements.

A handwritten signature in black ink, appearing to read 'Gary Clifford', written over a horizontal line.

Signature

Gary Clifford, Senior Executive Vice President

Printed Name & Title

December 18, 2023

Date



## 2. COMPANY INFORMATION FORM

### A. Company Information

1. Company name: **Arakelian Enterprises, Inc.**
2. DBA: **Athens Services**
3. Corporate or other parent: **N/A**
4. Physical location of primary office in Los Angeles County  
Street: **14048 Valley Boulevard**  
City: **City of Industry** State: **CA** Zip code: **91746**
5. Company type:  
 Corporation State in which company is incorporated **California**  
 LLC  
 Partnership  
 ESOP  
 Sole proprietorship  
 Other:
6. Years in business: **66**

### B. Contact Person

7. Contact name: **Gary Clifford** Telephone: **(626) 934-4619**  
Title: **Senior Executive Vice President** Email address: **GClifford@AthensServices.com**
8. Contact mailing address:  
Street: **14048 Valley Boulevard**  
City: **City of Industry** State: **CA** Zip code: **91746**
9. Company official with the authority to bind and make commitments on behalf of the company (include parent company if applicable)  
Names: **Gary Clifford** Titles: **Senior Executive Vice President**

### C. Company Ownership

10. Are shares in the company publicly traded?  Yes  No If "Yes", skip to Section D.  
If "No", complete the remainder of this section.



- 11. List the names and addresses of the ten largest shareholders or partners and those with a 10% or greater ownership interest in the company:

Name	Address	Ownership Share
11.1 Ron J. Arakelian, Jr.	14048 Valley Boulevard, City of Industry, CA 91746	>10%
11.2 Michael Arakelian	14048 Valley Boulevard, City of Industry, CA 91746	>10%
11.3 Ron Arakelian III	14048 Valley Boulevard, City of Industry, CA 91746	<10%
11.4 Adam Arakelian	14048 Valley Boulevard, City of Industry, CA 91746	<10%
11.5	[REDACTED]	%
11.6	[REDACTED]	%
11.7	[REDACTED]	%
11.8		%
11.9		%
11.10		%

- 12. List the company officers and directors (including parent company if applicable)

Name	Title/Position
Ron J. Arakelian, Jr.	President and Chief Executive Officer
Michael Arakelian	Secretary
Ron Arakelian III	Executive Officer
Adam Arakelian	Executive Officer
Gary Clifford	Senior Executive Vice President



**D. Franchise Experience**

13. To be qualified, your company must have at least three commercial franchises in California. List the details of applicable franchises in California for which your company is currently providing waste collection and recycling services. List franchises in Los Angeles County first. If the franchise covers a zone or district within the jurisdiction, enter the name of the zone or district in "Area Served". If the franchise covers the entire jurisdiction, enter the name of the jurisdiction in "Area Served."

Commercial
Please confirm the Company has at least three commercial franchises within California: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Quantity of vehicles owned by the Company: <b>1,000+</b> Type of fuel used in vehicles: <b>Near-zero emissions renewable natural gas (RNG)</b>

Jurisdiction <b>Hermosa Beach</b>  Area Served <b>Hermosa Beach</b>  Year franchise awarded <b>2013</b>  Waste & materials collected in 2022 <b>10,000-20,000 tons</b>  Contact Person <b>Doug Krauss, Environmental Programs Manager</b>  Telephone # <b>(310) 750-3603</b>	Franchise Type <b>Exclusive</b>  Number of residential customers <b>5,200-5,600</b>  Number of commercial customers <b>350-550</b>  Percent of waste & materials collected in 2022 that was diverted from disposal <b>46-51%</b>	Services Provided <i>check all that apply</i> <input checked="" type="checkbox"/> Waste collection <input checked="" type="checkbox"/> Mixed waste recycling <input checked="" type="checkbox"/> Source separation recycling <input checked="" type="checkbox"/> Mixed organics recycling <input checked="" type="checkbox"/> Food waste recycling <input type="checkbox"/> Green waste recycling <input checked="" type="checkbox"/> C&D debris recycling <input checked="" type="checkbox"/> Bulky item collection
Jurisdiction <b>Lomita</b>  Area Served <b>Lomita</b>  Year franchise awarded <b>2022*</b>  Waste & materials collected in 2022 <b>6,000-16,000 tons</b>  Contact Person <b>Gary Sugano, Assistant City Manager</b>  Telephone # <b>(310) 325-7110 x121</b>	Franchise Type <b>Exclusive</b>  Number of residential customers <b>5,300-5,700</b>  Number of commercial customers <b>350-550</b>  Percent of waste & materials collected in 2022 that was diverted from disposal <b>27-32%</b>	Services Provided <i>check all that apply</i> <input checked="" type="checkbox"/> Waste collection <input checked="" type="checkbox"/> Mixed waste recycling <input checked="" type="checkbox"/> Source separation recycling <input type="checkbox"/> Mixed organics recycling <input checked="" type="checkbox"/> Food waste recycling <input checked="" type="checkbox"/> Green waste recycling <input checked="" type="checkbox"/> C&D debris recycling <input checked="" type="checkbox"/> Bulky item collection

\*CalMet Services was acquired by Athens Services in 2022 and had been servicing the City since 1996.



<p>Jurisdiction <b>Los Angeles (recycLA)</b></p> <p>Area <b>East Downtown, Harbor, North Central, and West LA zones</b></p> <p>Year franchise awarded <b>2016</b></p> <p>Waste &amp; materials collected in 2022 <b>450,000-550,000 tons</b></p> <p>Contact Person <b>Alex Helou, Assistant Director of Sanitation, Department of Public Works</b></p> <p>Telephone # <b>(213) 485-3605</b></p>	<p>Franchise Type <b>Exclusive</b></p> <p>Number of residential customers <b>N/A</b></p> <p>Number of commercial customers <b>20,000-25,000</b></p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal <b>35-40 %</b></p>	<p>Services Provided <i>check all that apply</i></p> <p><input checked="" type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input checked="" type="checkbox"/> Source separation recycling</p> <p><input checked="" type="checkbox"/> Mixed organics recycling</p> <p><input type="checkbox"/> Food waste recycling</p> <p><input type="checkbox"/> Green waste recycling</p> <p><input checked="" type="checkbox"/> C&amp;D debris recycling (Non-Exclusive)</p> <p><input checked="" type="checkbox"/> Bulky item collection (Commercial)</p>
<p>Jurisdiction</p> <p>Area Served</p> <p>Year franchise awarded</p> <p>Waste &amp; materials collected in 2022 tons</p> <p>Contact Person</p> <p>Telephone #</p>	<p>Franchise Type Select</p> <p>Number of residential customers</p> <p>Number of commercial customers</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal %</p>	<p>Services Provided <i>check all that apply</i></p> <p><input type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input type="checkbox"/> Source separation recycling</p> <p><input type="checkbox"/> Mixed organics recycling</p> <p><input type="checkbox"/> Food waste recycling</p> <p><input type="checkbox"/> Green waste recycling</p> <p><input type="checkbox"/> C&amp;D debris recycling</p> <p><input type="checkbox"/> Bulky item collection</p>
<p>Jurisdiction</p> <p>Area Served</p> <p>Year franchise awarded</p> <p>Waste &amp; materials collected in 2022 tons</p> <p>Contact Person</p> <p>Telephone #</p>	<p>Franchise Type Select</p> <p>Number of residential customers</p> <p>Number of commercial customers</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal %</p>	<p>Services Provided <i>check all that apply</i></p> <p><input type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input type="checkbox"/> Source separation recycling</p> <p><input type="checkbox"/> Mixed organics recycling</p> <p><input type="checkbox"/> Food waste recycling</p> <p><input type="checkbox"/> Green waste recycling</p> <p><input type="checkbox"/> C&amp;D debris recycling</p> <p><input type="checkbox"/> Bulky item collection</p>



<p>Jurisdiction</p> <p>Area Served</p> <p>Year franchise awarded</p> <p>Waste &amp; materials collected in 2022 tons</p> <p>Contact Person</p> <p>Telephone #</p>	<p>Franchise Type Select</p> <p>Number of residential customers</p> <p>Number of commercial customers</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal</p> <p style="text-align: center;">%</p>	<p>Services Provided <i>check all that apply</i></p> <p><input type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input type="checkbox"/> Source separation recycling</p> <p><input type="checkbox"/> Mixed organics recycling</p> <p><input type="checkbox"/> Food waste recycling</p> <p><input type="checkbox"/> Green waste recycling</p> <p><input type="checkbox"/> C&amp;D debris recycling</p> <p><input type="checkbox"/> Bulky item collection</p>
<p>Jurisdiction</p> <p>Area Served</p> <p>Year franchise awarded</p> <p>Waste &amp; materials collected in 2022 tons</p> <p>Contact Person</p> <p>Telephone #</p>	<p>Franchise Type Select</p> <p>Number of residential customers</p> <p>Number of commercial customers</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal</p> <p style="text-align: center;">%</p>	<p>Services Provided <i>check all that apply</i></p> <p><input type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input type="checkbox"/> Source separation recycling</p> <p><input type="checkbox"/> Mixed organics recycling</p> <p><input type="checkbox"/> Food waste recycling</p> <p><input type="checkbox"/> Green waste recycling</p> <p><input type="checkbox"/> C&amp;D debris recycling</p> <p><input type="checkbox"/> Bulky item collection</p>
<p>Jurisdiction</p> <p>Area Served</p> <p>Year franchise awarded</p> <p>Waste &amp; materials collected in 2022 tons</p> <p>Contact Person</p> <p>Telephone #</p>	<p>Franchise Type Select</p> <p>Number of residential customers</p> <p>Number of commercial customers</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal</p> <p style="text-align: center;">%</p>	<p>Services Provided <i>check all that apply</i></p> <p><input type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input type="checkbox"/> Source separation recycling</p> <p><input type="checkbox"/> Mixed organics recycling</p> <p><input type="checkbox"/> Food waste recycling</p> <p><input type="checkbox"/> Green waste recycling</p> <p><input type="checkbox"/> C&amp;D debris recycling</p> <p><input type="checkbox"/> Bulky item collection</p>



E. Litigation History

14. Provide details on any litigation filed within the past ten years between your company, parent company, or subsidiaries and a California public agency that related to a contract, permit, or franchise for solid waste services. If you need additional space, please use the format below and submit an attachment to your proposal.

14.1 Agency **City of Montebello** Date Filed **2018** Status **Settled**

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

This case (Los Angeles Superior Court Case Number BC71353) was an action for judicial declaration concerning the then current status of the residential franchise agreement filed by the City and a counterclaim by Athens for declaratory relief and damages. The initial action was believed to be politically driven by a competitor. The City and Athens reached a settlement and the actions were dismissed. Athens continues to provide exceptional solid waste services under the long-standing 1984 agreement to the City residents.

14.2 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

14.3 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

14.4 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*



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14.5 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

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14.6 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

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14.7 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

---

14.8 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*





*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

---

17.2 Agency

Date filed or initiated

Status Select

Issue

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

---

17.3 Agency

Date filed or initiated

Status Select

Issue

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

---

17.4 Agency

Date filed or initiated

Status Select

Issue

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*



17.5 Agency	Date filed or initiated	Status Select
Issue		

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

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17.6 Agency	Date filed or initiated	Status Select
Issue		

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

Note: The City may require companies to provide more details on any of these issues



#### 4. CERTIFICATION STATEMENT

Arakelian Enterprises, Inc., dba Athens Services ("The Company") has submitted a statement of qualifications (SOQ) to the City of El Segundo for a waste collection and recycling non-exclusive franchise agreement. The individual signing below certifies on behalf of the Company, that:

1. The Company has reviewed the actual service conditions and requirements in the City, read and understands the service plans provided by the City, and based on its independent judgment, it has the skills, resources, and experience required to successfully provide the services described in the Commercial Waste Collection and Recycling Service Plan.
2. The SOQ and related documents submitted to the City do not contain any false, misleading, or inaccurate information, statements, or facts.
3. When preparing its SOQ, the Company has not colluded with any other companies that, to the best of its knowledge, intended to submit an SOQ to the City.
4. The Company will adhere to the communication protocols specified in the instructions to the Request for Qualifications.
5. The City of El Segundo staff and/or its representatives may contact representatives of the cities and counties where our company provides services, for the purpose of obtaining information on our performance and experience.
6. The City of El Segundo staff and/or its representatives may inspect our facilities at a time that is mutually convenient.
7. If awarded a non-exclusive franchise agreement, the company will meet and maintain the waste diversion requirements specified in the City's service plans.
8. The Company acknowledges that the City of El Segundo is the sole arbiter of our qualifications for a waste collection and recycling non-exclusive franchise agreement. The City reserves the right to waive irregularities in qualification statements or to reject all statements and reissue the RFQ.

I certify and declare under penalty of perjury, that the foregoing is true and correct.

	11/29/23
Signature of corporate officer or official	Date
GARY M CLIFFORD II	R.E.V.P.
Printed name	Title

Signature of corporate officer or official of parent company if applicable	Date
Printed name	Title

November 21, 2023



Sustainability in Action

## **City of El Segundo Request for Qualifications #23-06**

submitted by Republic Services, Inc.

22 December 2023



## Sustainability in Action

December 12, 2023

City Clerk  
City of El Segundo  
350 Main St  
El Segundo CA 90245

Request for Qualifications for Commercial Solid Waste Collection, Recycling, and Disposal Services for the City of El Segundo

Dear City Clerk,  
Consolidated Disposal Service, LLC d/b/a Republic Services (Republic) is pleased to provide the City of El Segundo with its response to the above referenced services outlined in the City's Invitation for RFQ. Republic has thoroughly reviewed and fully understands the City's RFQ, all attachments, service plans, addenda, and other documents relative to the RFQ.

Consolidated is a subsidiary of Republic Services, In. (Republic), the second largest solid waste company in the United States with close to \$20 billion in assets and is one of the most experienced solid waste service providers in Los Angeles County. Republic Services has the financial, technical, and operational wherewithal to perform all required services, while doing so with the utmost reliability and professionalism.

Republic is confident in its ability to meet and/or exceed all requirements of the RFQ. In addition to representing ourselves as a leading service provider to the City with proven experience, Republic offers the lowest risk to the city and guarantees the most seamless transition for implementing new programs stemming from SB1383 – the most comprehensive and robust solid-waste legislation to impact California since the passage of AB939.

As indicated in the following Certificate of Secretary, I am authorized to make representations for Republic during the proposal process and I am authorized to execute the contracts with the City of El Segundo on behalf of Republic Services. I may be reached at 602-475-1290 or [dkincaid@republicservices.com](mailto:dkincaid@republicservices.com), and my physical address is 14905 S. San Pedro St, Gardena CA 90248.

I appreciate the City's consideration of Republic's response and look forward to the opportunity to serve the City of El Segundo.

Sincerely,

Devin Kincaid, General Manager

**CERTIFICATE OF SECRETARY**

**RELATING TO THE BID OR PROPOSAL  
FOR COMMERCIAL SOLID WASTE COLLECTION,  
RECYCLING, AND DISPOSAL SERVICES  
FOR THE CITY OF EL SEGUNDO  
IN THE STATE OF CALIFORNIA**

The undersigned, Secretary of **CONSOLIDATED DISPOSAL SERVICE, L.L.C.**, a Delaware limited liability company (the “Company”), hereby certifies that the following is a true and correct copy of the resolution which was duly adopted by **REPUBLIC SERVICES, INC.**, a Delaware corporation, the sole member of the Company (the “Member”) by written consent of the Member on August 23, 2021, that such resolution has not been rescinded, amended or modified in any respect, and is in full force and effect on the date hereof:

**RESOLVED**, that (i) any individual at the time holding the position of General Manager or Area Director, Finance; and in connection with environmental solutions transactions only, General Manager; Division President; or Division Vice President Finance be, and each of them hereby is, appointed as an Authorized Agent, to act in the name and on behalf of the Company and to include the execution of related documents, in connection with the day-to-day business activities of the Company, and further, that (ii) in addition to any one of the foregoing positions, any individual at the time holding the position of Area Director, Business Development; Area Director, Operations; Market Vice President; Vice President, Environmental Services be, and each of them hereby is, appointed as an Authorized Agent to execute any bid and proposal, and if awarded, any related contract for services to be performed by the Company and any bond required by such bid, proposal or contract, all in accordance with the existing Levels of Authority and other relevant policies and procedures.

I further certify that **DEVIN KINCAID** holds the title of General Manager and in such capacity has full authority to act in the name and on behalf of the Company as set forth in the foregoing resolution.

**WITNESS MY HAND**, this 8<sup>th</sup> day of December, 2023.

*Lauren McKeon*

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Lauren McKeon, Secretary



# Request for Qualifications for Commercial Solid Waste Collection, Recycling, and Disposal Services for the City of El Segundo

## **RFQ #23-06**

Release Date: November 21, 2023

Notice is hereby given that the City of El Segundo Public Works Department is soliciting statements of qualification (SOQ) from waste management companies interested in submitting a proposal for a non-exclusive franchise agreement for the collection, recycling, and disposal of commercial waste generated in the City.

Three (3) hard copies and one (1) electronic copy of the sealed SOQ must be received by the City Clerk by: **11:00 a.m. PST, December 15, 2023.**

City of El Segundo  
City Clerk's Office  
350 Main Street  
El Segundo, CA 90245

**Late submittals will not be accepted.**

Interested parties may obtain a copy of this RFQ by accessing the City of El Segundo website:  
<https://www.elsegundo.org/government/departments/city-clerk/bid-rfp>

Any and all updates, addenda, questions and answers and changes to this RFQ will be distributed only to those companies who register with the City by December 1, 2023. The city will not be held responsible or liable if interested bidders or proposals miss any information relevant to this RFQ.

## 1. INSTRUCTIONS

### 1. OBJECTIVE

The City of El Segundo, California (City) is soliciting statements of qualification (SOQ) from waste management companies interested in submitting a proposal for a non-exclusive franchise agreement for the collection, recycling, and disposal of commercial waste generated in the City (“commercial waste management services”). For the purpose of this RFQ, “commercial waste management services” includes industrial, retail, multifamily properties, and schools. The effective date of the new non-exclusive franchise agreement(s) is anticipated to be June 12, 2024.

This request for qualifications (RFQ) is the first step in a four-step process leading to the selection of one or more non-exclusive franchisees to provide commercial waste management services in the City:

Step 1: Interested companies submit statements of qualification to the City.

Step 2: The City evaluates the submittals and develops a list of qualified companies.

Step 3: The qualified companies are invited to submit formal proposals with service rates.

Step 4: The City evaluates the applications in relation to the stated criteria and selects the company or companies to be awarded a non-exclusive franchise agreement.

The City is interested in receiving SOQs from companies with a documented history of successfully providing high-quality waste management services to municipalities, and the demonstrated ability to achieve high levels of waste diversion, ensuring compliance with current regulations (e.g., AB 341 and SB 1383). The City encourages companies responding to this RFQ to discuss how they plan to minimize the environmental impact of their operations through efficient route planning and the use of waste recycling, diversion and disposal facilities that will result in the significant net reductions in greenhouse gas emissions from collection, transportation, and facility processing.

### 2. BACKGROUND

The City of El Segundo was incorporated in 1917 and is about 5.5 square miles in size. It is home to 17,000 people and is known as a major aeronautical and industrial business center, home to the Los Angeles Air Force Base, Chevron Oil Refinery, Mattel, Los Angeles Times, and other major businesses.

El Segundo maintains a blend of residential and commercial land uses. Residential and municipal waste management services are currently provided by EDCO Disposal (EDCO) pursuant to an exclusive franchise agreement with the City. Commercial waste management services are currently provided through a permit system by multiple permitted haulers.

On June 12, 2019, the City mailed a copy of the “5-year Notice of Intent to Franchise Commercial Haulers Affidavit” to all permitted haulers in the City, pursuant to Public Resources Code § 49520.

**3. CURRENT DATA**

The existing permitted haulers have reported the total of approximately 610 commercial accounts and approximately 440 multi-family accounts. There are approximately 310 multi-family accounts on a 3-bin system, 65 on a 2-bin system and 65 on a 1-bin system. There are approximately 310 commercial accounts on a 3-bin system, 110 on a 2-bin system and 190 on a 1-bin system. Additionally, there was approximately 24,000 tons of waste hauled from commercial and multi-family facilities of the City during 2022.

Companies responding to this RFQ are advised to independently verify the actual service conditions in the City including, but not limited to, the topography, street conditions, concentration and density of residential and commercial service locations, and accessibility of service locations.

**4. SCHEDULE (ESTIMATED)**

Release of this RFQ .....	Nov. 21, 2023
Deadline for submittal of questions to the RFQ .....	Dec. 1, 2023
City responses to questions to the RFQ .....	Dec. 8, 2023
Statements of qualifications due .....	Dec. 15, 2023, 11:00 a.m.
Notice inviting qualified applicants .....	Jan. 15, 2024
City releases Request for Proposal (RFP) .....	Jan. 15, 2024
Deadline for submittal of questions to the RFP .....	Feb. 1, 2024
City response to questions to the RFP .....	Feb. 8, 2024
Proposals in response to RFP due .....	Feb. 15, 2024
City staff recommendations to City Council .....	Mar. 2024
City Council award of non-exclusive franchise agreements .....	Mar. 2024
Franchisee transition period .....	April 1 – May 30, 2024
Non-Exclusive Franchise service begins .....	June 12, 2024

**5. COMPONENTS OF THIS RFQ**

This RFQ includes four documents. Companies responding to this RFQ are advised to thoroughly review all documents.

1. These instructions
2. Company information form
3. Commercial Waste Collection and Recycling Service Plan
4. Certification Statement

**6. QUALIFICATION CRITERIA**

The following are minimum criteria to be considered a qualified company:

- a. If the company desires to be considered for a commercial non-exclusive franchise agreement in El Segundo, it must be currently providing waste collection, recycling, and disposal services relatively similar to those described in the commercial service plan in at least three California jurisdictions pursuant to an exclusive or non-exclusive franchise agreement. These franchise agreements must have been awarded by a California city, county, regional agency that provides waste services, or municipal service agency or district.
- b. Operate only with trucks that utilize SB 1383-compliant fuel.
- c. Be in good standing with all active franchise agreements with no enforcement actions within the last five years.

## **7. REASONS FOR DISQUALIFICATION**

Companies responding to the RFQ may be automatically disqualified from further consideration for the following reasons:

- a. Including materially false, misleading, or inaccurate information or statements in their submittals to the City.
- b. Deviating materially from the communication protocol specified in these instructions.
- c. Failing to execute, without modification, the Certification Statement that is included as part 5 of this RFQ.
- d. Failing to complete and submit all required documents or to provide additional information requested by the City.

## **8. REGISTRATION WITH THE CITY**

Companies intending to respond to this RFQ **must register their intention by sending an email to Erica Miramontes, by December 1, 2023.** The company's email to Erica Miramontes should include:

Type text here62666

- a. The name of the company that will be submitting the statement of qualifications.
- b. The name, telephone number, and email address of the primary contact person.
- c. A statement that the company intends to submit a statement of qualifications in response to the City's RFQ.

Responses to questions and addendums to the RFQ will only be sent to those companies that register with the City prior to the deadline.

## **9. COMMUNICATION PROTOCOL**

All questions and comments related to this RFQ must be submitted in writing or via email by December 1, 2023 to:

Erica Miramontes  
City of El Segundo  
Public Works Department  
350 Main Street  
El Segundo, CA 90245  
Email: [emiramontes@elsegundo.org](mailto:emiramontes@elsegundo.org)

The City staff will not respond to questions or requests for clarification received orally or via telephone, and the City will not be responsible for any oral exchanges or other information or exchanges regarding this RFQ that occur between parties.

Written responses to all questions received prior to the submittal deadline will be prepared and distributed on December 8, 2023 to all companies that register with the City as being interested in responding to this RFQ. Companies are advised to not rely on responses to their questions or clarifications of the requirements of this RFQ from sources other than the written responses received from Erica Miramontes. The contracts for services will be the final and sole understanding between the City and the contractor(s).

## 10. SUBMITTAL INSTRUCTIONS

### 10.1 General

The City is interested in receiving SOQs that primarily contain quantitative as well as qualitative information. Companies are encouraged to refrain from submitting superfluous information and marketing brochures, and to focus on responding to the specific information requested by the City and demonstrating their ability to provide the services requested.

### 10.2 Due date for submittals

All components of a company's SOQ must be received by the City in a sealed envelope by **11:00 a.m. PST on December 15, 2023**. Submittals received after this time and date will not be considered.

### 10.3 Address for submittals

A company's SOQ must be mailed or delivered to:

City Clerk  
City of El Segundo  
350 Main Street  
El Segundo, CA 90245

### 10.4 Number of copies

**Three** (3) bound copies and **one** (1) flash drive (emails not accepted) of all components of a company's SOQ are required. All copies should be printed on paper with at least 50% recycled

fiber content. Electronic copies must be in searchable PDF or Microsoft Word format as a single document.

#### 10.5 Ownership and Control of SOQs

Responses to this RFQ will become the exclusive property of the City of El Segundo. All documents submitted in response to this RFQ will be public records and subject to disclosure.

#### 10.6 Contents of the SOQs

If a company fails to provide any of the information requested by the City, the company's SOQ may be deemed incomplete and the company may be disqualified from consideration for a franchise.

a. Cover Letter

The cover letter should be no longer than two pages and must be signed by an officer or official with the authority to make binding commitments on behalf of the company. The title of the individual signing the cover letter must be specified. If a company is a subsidiary, it shall clearly identify the parent company and shall include the parent company's signature on the cover letter and Certification Statement.

b. Company Information Form

All sections must be completed.

Some sections of the form require that additional information or clarifications be provided. This document is distributed as an MS Word file so companies can add the requested information directly in the text boxes in the document. The text boxes can be expanded to accommodate the requested information.

Companies should not attach general marketing brochures, press materials or clippings about their companies or facilities, or include any audio or video materials or live hyperlinks to such materials.

c. Certification Statement

The statement, as prepared by the City, must be signed by an officer of the company with the authority to make binding commitments on behalf of the company. The City may require companies to provide additional information to:

- i. Clarify any of the facts, statements, or calculations in their SOQs.
- ii. Further explain or elaborate upon the litigation or investigations in which the company, its parent, or any of its subsidiaries is a party.

- iii. Provide more details on any instances in which the company, its parent, or any of its subsidiaries were found to not be in compliance with any permit, license, or franchise terms and conditions.

## **11. EVALUATION**

All statements of qualification received by the submittal deadline will first be evaluated by the City and/or its representatives for completeness and those determined to be complete will be evaluated in relation to the qualification criteria specified in these instructions. The City staff and/or its representatives may contact representatives at other agencies where the companies are currently or have previously provided waste collection and recycling services. City staff and/or its representatives shall be responsible for making the determination of the companies that qualify as eligible bidders.

## **12. NOTIFICATION**

All companies that submitted a statement of qualifications by the deadline will be notified in writing by the date specified in Section 4 of these instructions of the results of the City's evaluation of their qualifications. Companies judged to be qualified will be invited to submit a proposal and cost forms for a non-exclusive commercial franchise agreement.



11. List the names and addresses of the ten largest shareholders or partners and those with a 10% or greater ownership interest in the company:

Name	Address	Ownership Share
11.1		%
11.2		%
11.3		%
11.4		%
11.5		%
11.6		%
11.7		%
11.8		%
11.9		%
11.10		%

12. List the company officers and directors (including parent company if applicable)

Name	Title/Position

**D. Franchise Experience**

13. To be qualified, your company must have at least three commercial franchises in California. List the details of applicable franchises in California for which your company is currently providing waste collection and recycling services. List franchises in Los Angeles County first. If the franchise covers a zone or district within the jurisdiction, enter the name of the zone or district in "Area Served". If the franchise covers the entire jurisdiction, enter the name of the jurisdiction in "Area Served."

Commercial

Please confirm the Company has at least three commercial franchises within California:

Yes                      No

Quantity of vehicles owned by the Company: 246      Type of fuel used in vehicles: CNG, Diesel, Unleaded

<p style="text-align: center;">Jurisdiction Los Angeles County</p> <p style="text-align: center;">Area Served Athens Garbage Disposal District</p> <p style="text-align: center;">Year franchise awarded 2020</p> <p style="text-align: center;">Waste &amp; materials collected in 2022 24,347.78 tons</p> <p style="text-align: center;">Contact Person Wendy Bui</p> <p style="text-align: center;">Telephone # 626-300-4593</p>	<p style="text-align: center;">Franchise Type Non-Exclusive</p> <p style="text-align: center;">Number of residential customers 6765</p> <p style="text-align: center;">Number of commercial customers 579</p> <p style="text-align: center;">Percent of waste &amp; materials collected in 2022 that was diverted from disposal 13.66%</p>	<p style="text-align: center;">Services Provided <i>check all that apply</i></p> <ul style="list-style-type: none"> <li><input checked="" type="checkbox"/> Waste collection</li> <li><input checked="" type="checkbox"/> Mixed waste recycling</li> <li><input checked="" type="checkbox"/> Source separation recycling</li> <li><input checked="" type="checkbox"/> Mixed organics recycling</li> <li><input checked="" type="checkbox"/> Food waste recycling</li> <li><input checked="" type="checkbox"/> Green waste recycling</li> <li><input checked="" type="checkbox"/> C&amp;D debris recycling</li> <li><input checked="" type="checkbox"/> Bulky item collection</li> </ul>
<p style="text-align: center;">Jurisdiction</p> <p style="text-align: center;">Area Served City of Hawthorne</p> <p style="text-align: center;">Year franchise awarded 2006</p> <p style="text-align: center;">Waste &amp; materials collected in 2022 68,214.44 tons</p> <p style="text-align: center;">Contact Person Selena Acuna</p> <p style="text-align: center;">Telephone # 323-714-4014</p>	<p style="text-align: center;">Franchise Type Non-Exclusive</p> <p style="text-align: center;">Number of residential customers 9273</p> <p style="text-align: center;">Number of commercial customers 1711</p> <p style="text-align: center;">Percent of waste &amp; materials collected in 2022 that was diverted from disposal 10.75%</p>	<p style="text-align: center;">Services Provided <i>check all that apply</i></p> <ul style="list-style-type: none"> <li><input checked="" type="checkbox"/> Waste collection</li> <li><input checked="" type="checkbox"/> Mixed waste recycling</li> <li><input checked="" type="checkbox"/> Source separation recycling</li> <li><input checked="" type="checkbox"/> Mixed organics recycling</li> <li><input checked="" type="checkbox"/> Food waste recycling</li> <li><input checked="" type="checkbox"/> Green waste recycling</li> <li><input checked="" type="checkbox"/> C&amp;D debris recycling</li> <li><input checked="" type="checkbox"/> Bulky item collection</li> </ul>

<p>Jurisdiction</p> <p>Area Served City of Inglewood</p> <p>Year franchise awarded May 2012</p> <p>Waste &amp; materials collected in 2022 105,265.79 tons</p> <p>Contact Person Angela Williams Telephone # 310 412 8422</p>	<p>Franchise Type Exclusive</p> <p>Number of residential customers 19,196</p> <p>Number of commercial customers 3,179</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal 20.02%</p>	<p>Services Provided <i>check all that apply</i></p> <ul style="list-style-type: none"> <li>✓ Waste collection</li> <li>✓ Mixed waste recycling</li> <li>✓ Source separation recycling</li> <li>✓ Mixed organics recycling</li> <li>✓ Food waste recycling</li> <li>✓ Green waste recycling</li> <li>✓ C&amp;D debris recycling</li> <li>✓ Bulky item collection</li> </ul>
<p>Jurisdiction</p> <p>Area Served City of Compton</p> <p>Year franchise awarded 2013</p> <p>Waste &amp; materials collected in 2022 111,857.55</p> <p>Contact Person Victor Meza Telephone # 310 605-5555</p>	<p>Franchise Type Exclusive</p> <p>Number of residential customers 21,797</p> <p>Number of commercial customers 1,602</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal 18.58%</p>	<p>Services Provided <i>check all that apply</i></p> <ul style="list-style-type: none"> <li>✓ Waste collection</li> <li>✓ Mixed waste recycling</li> <li>✓ Source separation recycling</li> <li>✓ Mixed organics recycling</li> <li>✓ Food waste recycling</li> <li>✓ Green waste recycling</li> <li>✓ C&amp;D debris recycling</li> <li>✓ Bulky item collection</li> </ul>
<p>Jurisdiction</p> <p>Area Served</p> <p>Year franchise awarded</p> <p>Waste &amp; materials collected in 2022</p> <p>Contact Person</p> <p>Telephone #</p>	<p>Franchise Type Select</p> <p>Number of residential customers</p> <p>Number of commercial customers</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal %</p>	<p>Services Provided <i>check all that apply</i></p> <ul style="list-style-type: none"> <li>Waste collection</li> <li>Mixed waste recycling</li> <li>Source separation recycling</li> <li>Mixed organics recycling</li> <li>Food waste recycling</li> <li>Green waste recycling</li> <li>C&amp;D debris recycling</li> <li>Bulky item collection</li> </ul>

<p>Jurisdiction</p> <p>Area Served</p> <p>Year franchise awarded</p> <p>Waste &amp; materials collected in 2022</p> <p>Contact Person</p> <p>Telephone #</p>	<p>Franchise Type Select</p> <p>Number of residential customers</p> <p>Number of commercial customers</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal %</p>	<p>Services Provided <i>check all that apply</i></p> <p>Waste collection</p> <p>Mixed waste recycling</p> <p>Source separation recycling</p> <p>Mixed organics recycling</p> <p>Food waste recycling</p> <p>Green waste recycling</p> <p>C&amp;D debris recycling</p> <p>Bulky item collection</p>
<p>Jurisdiction</p> <p>Area Served</p> <p>Year franchise awarded</p> <p>Waste &amp; materials collected in 2022</p> <p>Contact Person</p> <p>Telephone #</p>	<p>Franchise Type Select</p> <p>Number of residential customers</p> <p>Number of commercial customers</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal %</p>	<p>Services Provided <i>check all that apply</i></p> <p>Waste collection</p> <p>Mixed waste recycling</p> <p>Source separation recycling</p> <p>Mixed organics recycling</p> <p>Food waste recycling</p> <p>Green waste recycling</p> <p>C&amp;D debris recycling</p> <p>Bulky item collection</p>
<p>Jurisdiction</p> <p>Area Served</p> <p>Year franchise awarded</p> <p>Waste &amp; materials collected in 2022</p> <p>Contact Person</p> <p>Telephone #</p>	<p>Franchise Type Select</p> <p>Number of residential customers</p> <p>Number of commercial customers</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal %</p>	<p>Services Provided <i>check all that apply</i></p> <p>Waste collection</p> <p>Mixed waste recycling</p> <p>Source separation recycling</p> <p>Mixed organics recycling</p> <p>Food waste recycling</p> <p>Green waste recycling</p> <p>C&amp;D debris recycling</p> <p>Bulky item collection</p>

**E. Litigation History**

14. Provide details on any litigation filed within the past ten years between your company, parent company, or subsidiaries and a California public agency that related to a contract, permit, or franchise for solid waste services. If you need additional space, please use the format below and submit an attachment to your proposal.

14.1 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

\_\_\_\_\_

14.2 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

\_\_\_\_\_

14.3 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

\_\_\_\_\_

14.4 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

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14.5 Agency

Date Filed

Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

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14.6 Agency

Date Filed

Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

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14.7 Agency

Date Filed

Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

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14.8 Agency

Date Filed

Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

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**F. Compliance History**

15. In the past five years, has the company, its parent, or its subsidiaries been fined, penalized, or been assessed liquidated damages by any state or local California agency for violation of any laws, regulations, or contract terms related to the collection, recycling, or disposal of solid waste? If you need additional space, please use the same format as below and attach such to your proposal.

Yes       No      If "Yes", provide details

15.1 Agency	Date	Amount \$
County of Los Angeles Department of Public Works Environmental Programs Division	1/23/2019	0.00

Issue  
Order to Comply, LA County TS (South) [American] / Pending

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

Alleged violation relating to the rain diversion system

15.2 Agency	Date	Amount \$
California Air Resources Board	3/3/2020	0.00

Issue  
NOV, Gardena HL & TS (South) [American] / Resolved

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

Allegation of 47 violations of the TB Regulation for failure to meet the requirements of the Engine Model Year Compliance Schedule for its diesel vehicles. 199 violations of the PSIP Regulation and 168 violations of the Off-Road Regulation

15.3 Agency	Date	Amount \$
SCAQMD	12/22/2022	0.00

Issue  
NOV, Los Angeles T/S (East LA) / Pending

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

Alleged violations for mud track out

15.4 Agency	Date	Amount \$
County of Los Angeles, Department of Public Works, Environmental Programs Division	5/24/2021	0.00

Issue  
NOV/Order to Comply, Gardena HL (American) / Resolved

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

Alleged failure to sign designated operator reports for July-December, 2019, and March-August, 2020. It was also alleged that on May 18, 2020, multiple sensor alarms without being recorded in designated operator monthly report.

15.5 Agency	Date	Amount \$
City of Paramount Public Works	5/11/2023	0.00

Issue  
NOV, Long Beach NC (Rail) / Pending

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

Alleged non-storm water discharge to the storm drain system, accumulated dirt, gravel and sediment observed on streets

15.6 Agency	Date	Amount \$
City of Lawndale Public Works	5/6/2021	34,131.00

Issue  
Missed Diversion Requirement / Resolved

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

Missed required diversion by 6% due to limited facilities

16. In the past five years, has the company, its parent, or subsidiaries been fined or assessed liquidated damages for violation of the terms, conditions, or requirements of a permit, license, or franchise for the collection, recycling, or disposal of solid waste in California or received a notice of default or a notice of violation of the terms, conditions, or requirements of a permit, license, or franchise for the collection, recycling, or disposal of solid waste in California? If you need additional space, please use the format below and attach such to your proposal.

Yes     No    If "Yes", provide details

16.1 Agency	Date	Amount \$
Issue		

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

\_\_\_\_\_

16.2 Agency	Date	Amount \$
Issue		

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

\_\_\_\_\_

16.3 Agency	Date	Amount \$
Issue		

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

\_\_\_\_\_

16.4 Agency	Date	Amount \$
Issue		

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or*

remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.

\_\_\_\_\_

16.5 Agency	Date	Amount \$
Issue		

In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.

\_\_\_\_\_

16.6 Agency	Date	Amount \$
Issue		

In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.

\_\_\_\_\_

17. Is the company, its parent, or any of its subsidiaries currently the subject of any litigation or investigations by a law enforcement or public agency related to the waste collection, recycling, or disposal activities of the company, its parent, or any of its subsidiaries in California? If you need additional space, create a new page using the format below and attach it to your proposal.

Yes  No  If " Yes " , provide details

17.1 Agency	Date filed or initiated	Status Select
Issue		

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

\_\_\_\_\_

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17.2 Agency	Date filed or initiated	Status Select
Issue		

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

\_\_\_\_\_

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17.3 Agency	Date filed or initiated	Status Select
Issue		

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

\_\_\_\_\_

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17.4 Agency	Date filed or initiated	Status Select
Issue		

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

\_\_\_\_\_

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17.5 Agency

Date filed or initiated

Status Select

Issue

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

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17.6 Agency

Date filed or initiated

Status Select

Issue

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

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*Note:* The City may require companies to provide more details on any of these issues

### 3. COMMERCIAL WASTE COLLECTION AND RECYCLING SERVICE PLAN

The City of El Segundo will be awarding one or more non-exclusive franchise agreements for the collection, recycling, and disposal of waste from commercial, industrial, and multi-family properties in the City. The term of this franchise is anticipated to be from June 12, 2024 to no later than June 12, 2031 (7 years). This document describes the services that the successful franchise(s) will be required to provide to customers in the City. Companies submitting a statement of qualifications for a non-exclusive franchise agreement are advised to read this document carefully as they must certify that their company has the experience, skill, and resources to successfully provide these services.

Additional details of the services to be provided will be included in the draft franchise agreement upon the release of the request for proposal (RFP).

#### 1. Weekly Collection, Recycling, and Disposal Services

- 1.1 Provide regular collection of refuse, recyclable, and mixed organic materials. There are approximately 610 commercial accounts and approximately 440 multi-family accounts being currently serviced in the City by permitted haulers. If franchisee is to co-collect Solid Waste and Recyclables (Mixed Waste), a High Diversion Organic Waste Processing Facility (HDOWPF) must be used and specified in the Agreement. Frequency of collection shall be determined by the service needs of each customer, but shall occur at least once per week.
- 1.2 Divert from disposal at least 50% of the refuse and materials collected through approved CalRecycle diversion methods. At least 65% of construction and demolition debris collected must be diverted from disposal. The minimum diversion requirements may change during the term of the franchise agreement if so required by California law; in such case, the franchisee must take all steps necessary to comply with such requirements.
- 1.3 Dispose of non-recyclable waste in a fully-permitted disposal facility.
- 1.4 Containers:
  - 1.4.1 Provide each customer with an appropriately-sized cart, bin, or roll-off.
  - 1.4.2 Bins may be new or used, of welded steel construction, with wheels and covers.
  - 1.4.3 Customers that cannot accommodate a bin are to be provided with lidded wheeled carts of adequate size and construction. All carts provided to customers for refuse, recycling, and mixed organic service shall be new.
  - 1.4.4 Roll-offs to be clean and in good repair.
  - 1.4.5 All container labels shall be SB 1383-compliant and marked with the name and customer service telephone number of the franchisee and shall advise the customer to not dispose of hazardous materials or universal waste. A telephone number for information on the proper disposal of these items shall be included. The label shall

also indicate that the customer should contact the franchisee for repair or replacement of damaged containers.

1.4.6 All bins and roll-offs shall include a sticker or label with a safety warning.

1.4.7 Maintenance and Repair, and Exchange of Containers: All customer containers shall be maintained in good condition and must be kept clear of graffiti. Broken or damaged carts and bins shall be repaired or replaced by the franchisee at no charge to the customer or City. Bins, particularly those used for the collection of food waste, shall be cleaned as needed to eliminate odors and discourage vermin infestation.

1.5 Provide as-needed service for customer-owned compactors.

1.6 Provide roll-out service for a fee to customers that request this service.

1.7 Provide all customers with recycling services and organic materials (landscaping debris and trimmings, non-hazardous wood waste, and food waste) diversion services.

## 2. Temporary Services

2.1 Provide appropriately-sized bins and roll-offs for the temporary collection of refuse, recyclable materials, and construction and demolition debris to customers who order such service. Customers for temporary service are to be offered a variety of bin and roll-off sizes, and containers for the collection of mixed and source separated materials.

2.2 At least 65% of the construction and demolition debris collected from customers provided with temporary service must be diverted from disposal.

## 3. Vehicles and Collection Routes

All vehicles used to service customers are to be 2017 models or newer and in full compliance with all local, regional, and state regulations, including SCAQMD Rule 1193. All vehicles shall be kept clean, painted, free of graffiti, and in good repair. Additionally, all vehicles shall operate on SB 1383 compliant renewable gas.

Collection routes are to be dedicated to the City and designed to minimize total vehicle-miles required to service customers and transport collected refuse and materials from the City to processing and disposal facilities.

## 4. Billing of Customers and Payment for Services

The franchisee(s) will be responsible for billing customers for services provided. Franchise and other fees levied by the City, if any, are to be included in the amounts charged to customers and remitted to the City upon receipt by the franchisee(s).

## 5. Service Rates

The franchisees will be responsible for determining the rates charged to their customers. However, the City will set ceilings for rates based on the franchisees' proposals.

Rates may be adjusted once annually by the average annual change in the consumer price index for all urban consumers as calculated by the U.S. Department of Labor, Bureau of Labor Statistics, for the Los Angeles-Long Beach-Anaheim area.

#### 6. Franchisee Service Contracts with Customers

The term of any service contracts between a franchisee and its customers shall not extend beyond the term of the franchisee's non-exclusive franchise agreement with the City.

Franchisees shall not include any automatic renewals or extensions, such as "evergreen" clauses, in the service contracts with its customers.

Each customer shall be provided with the option of terminating its services with a franchisee upon 30 days' notice provided that the customer is not delinquent in paying for services received from the franchisee.

#### 7. Customer Service and Support

Provide the personnel, equipment, and systems necessary to receive and respond to customer requests for extra services, changes to service, bulky item collection, billing questions, and equipment repair or exchange. The standard time for responding to and resolving customer calls shall be 24 hours or the next business day, whichever is sooner. There must be adequate customer service staff fluent in English and Spanish.

#### 8. Customer Education and Outreach

Provide all new customers with information on the services provided, collection schedules, proper handling of hazardous and universal waste, the importance of recycling and waste diversion, and the procedures for separating and handling recyclable materials and organics. The franchisee will also be required to provide on-going customer education on these topics through quarterly newsletters to customers. Printed materials must be available in English and Spanish.

The franchisee(s) will be responsible for providing customers with the information required to support compliance with AB 341, AB 1826, and SB 1383, including providing the City with the information required to meet the respective reporting requirements.

#### 9. Litter Control

Collect and transport refuse and materials so as to avoid the creation of litter or spills on City streets, driveways, and private property. Drivers will be responsible for cleaning up spills and litter created when servicing a customer cart or bin.

#### 10. Reporting

Monthly reports shall be submitted to the City with information on the quantities of waste and materials collected, recycled, and disposed, and the number of customers served. The reports must also indicate the quantities of materials transported to and processed at all facilities used during the month. Information on facility usage submitted to the City must be consistent with the information submitted by the franchisee to the facility operators and the Disposal Reporting System.

The City shall specify the form of the reports and the method by which reports are to be submitted. The percent of waste diverted from disposal shall be calculated and reported monthly. If the franchisee uses material recovery or recycling facilities that receive waste and materials from more than one source, the waste diversion rate reported to the City shall be based on the actual characteristics of the waste or materials from the City delivered to those facilities.

The waste diversion rate reported to the City must be based on the quantities of waste and materials collected in the City each month that are diverted from disposal. Diverted materials from other jurisdictions shall not be included in the calculation of the franchisee's waste diversion rate reported to the City.

11. SB 1383 Compliance

Franchisee shall perform and/or assist the City with services in compliance with CalRecycle requirements under SB 1383 including, without limitation: contamination monitoring, route reviews and inspections (Section 18984.5), food recovery assistance, which may include inspections (Section 18991), waiver assistance (Section 18984.11), organic waste recovery education and outreach (Section 18995.1), and all recordkeeping and reporting requirements.

12. Recovered Organic Waste Product (ROWP) Procurement

Franchisee shall provide the City with ROWP for the City to meet its procurement target.

13. Audits and Inspections

The City shall have the right to audit a franchisee's books and records related to the services provided pursuant to the franchise.

14. Insurance

Franchisees shall obtain and keep in effect, the following insurance policies and limits:

Comprehensive general liability .....	\$10 million
Automobile liability .....	\$10 million
Worker's Compensation Liability .....	Limits required by the State of California
Pollution Liability Insurance.....	\$2 million per occurrence
	\$4 million aggregate

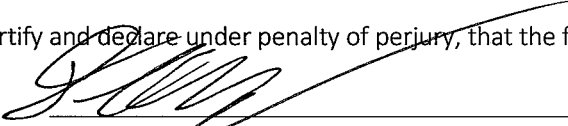
**4. CERTIFICATION STATEMENT**

Consolidated Disposal Service ("The Company")

has submitted a statement of qualifications (SOQ) to the City of El Segundo for a waste collection and recycling non-exclusive franchise agreement. The individual signing below certifies on behalf of the Company, that:

1. The Company has reviewed the actual service conditions and requirements in the City, read and understands the service plans provided by the City, and based on its independent judgment, it has the skills, resources, and experience required to successfully provide the services described in the Commercial Waste Collection and Recycling Service Plan.
2. The SOQ and related documents submitted to the City do not contain any false, misleading, or inaccurate information, statements, or facts.
3. When preparing its SOQ, the Company has not colluded with any other companies that, to the best of its knowledge, intended to submit an SOQ to the City.
4. The Company will adhere to the communication protocols specified in the instructions to the Request for Qualifications.
5. The City of El Segundo staff and/or its representatives may contact representatives of the cities and counties where our company provides services, for the purpose of obtaining information on our performance and experience.
6. The City of El Segundo staff and/or its representatives may inspect our facilities at a time that is mutually convenient.
7. If awarded a non-exclusive franchise agreement, the company will meet and maintain the waste diversion requirements specified in the City's service plans.
8. The Company acknowledges that the City of El Segundo is the sole arbiter of our qualifications for a waste collection and recycling non-exclusive franchise agreement. The City reserves the right to waive irregularities in qualification statements or to reject all statements and reissue the RFQ.

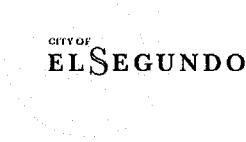
I certify and declare under penalty of perjury, that the foregoing is true and correct.

	12/14/23
_____ Signature of corporate officer or official	_____ Date

Devin Kincaid	General Manager
_____ Printed name	_____ Title

_____ Signature of corporate officer or official of parent company if applicable	_____ Date
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_____ Printed name	_____ Title
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December 1, 2023

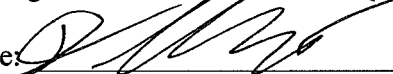
**ADDENDUM NO. 1**  
to  
**REQUEST FOR QUALIFICATIONS**  
For  
**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING AND DISPOSAL**  
**SERVICES FOR THE CITY OF EL SEGUNDO**  
**(RFQ #23-06)**

**ATTENTION RESPONDENTS:**

The following additions, modifications, and clarifications to the specifications shall be included in, and become a part of, any contract which may be executed for the above project in the City of El Segundo:

1. **The statements of qualifications (SOQ) due date and time remains Friday, December 15, 2023 at 11:00 a.m.**
2. The due date for mandatory registration with the City has been changed to Thursday, December 7, 2023.
3. The deadline for the submittal of questions has been changed to Thursday, December 7, 2023. The date for all questions and answers to be distributed to all companies that register with the City remains Friday, December 8, 2023.
4. A revised version of the tentative schedule accompanies this Addendum.

As evidence that the RESPONDENT has read this Addendum, the RESPONDENT must acknowledge same in the space provided below and **submit this completed Addendum page with the Statement of Qualifications (SOQ)**. Failure to provide such acknowledgement shall render the SOQ as non-responsive and subject to rejection.

Signature:  Date: 12/14/23

Print Company Name: Consolidated Disposal Service

**ADDENDUM NO. 2**  
to  
**REQUEST FOR QUALIFICATIONS**  
For  
**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING, AND DISPOSAL**  
**SERVICES FOR THE CITY OF EL SEGUNDO**  
**(RFQ #23-06)**

**DATE:** December 11, 2023  
**TO:** All Prospective Respondents

This Addendum No. 2 provides a supplemental acknowledgement form below. The information in this Addendum has been made available to all prospective respondents who duly fulfilled the registration requirement set forth in Section 8 of Request for Qualification (“RFQ”) No. 23-06, dated November 21, 2023, and this Addendum No. 2 is incorporated into such RFQ by this reference. All other portions of Contract Documents, RFQ, and first Addendum not specifically mentioned in this Addendum No. 2 remain in full force and effect.

**SB 1383 COMPLIANT RENEWABLE GAS ACKNOWLEDGEMENT**

A minimum requirement to be considered a qualified company in response to the City’s RFQ is the use of SB 1383 compliant renewable gas in all trucks operating in the City of El Segundo. Renewable gas is defined as gas derived from organic waste that has been diverted from a landfill and processed at an in-vessel digestion facility that is permitted or otherwise authorized by Title 14 to recover organic waste [see 14 CCR Section 18982(a)(62)].

This form is an acknowledgment that your company will comply with this renewable gas fuel requirement.

I hereby acknowledge that all of Consolidated Disposal waste hauling trucks operating in El Segundo will be using SB 1383 compliant renewable gas.  
Company Name

**POSSESSION OF FRANCHISE AGREEMENTS ACKNOWLEDGEMENT**

I hereby further acknowledge that Consolidated Disposal possesses franchise agreements for at least three local California jurisdictions (i.e., city or county) for waste services, or municipal service agency or district, with no enforcement actions within the past five years.  
Company Name

The City reserves the right to ask for supporting documentation regarding these minimum requirements.

[Signature on next page]

Consolidated Disposal Service  
Company Name d/b/a Republic Services



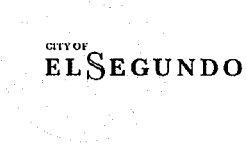
Signature

Devin Kincaid

Printed Name & Title

14 December 2023

Date



December 14, 2023

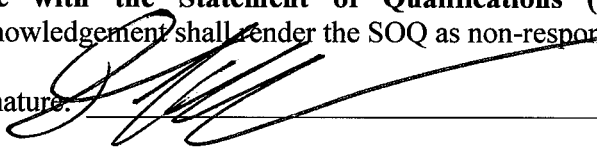
**ADDENDUM NO. 3**  
**to**  
**REQUEST FOR QUALIFICATIONS**  
**for**  
**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING AND DISPOSAL**  
**SERVICES FOR THE CITY OF EL SEGUNDO**  
**(RFQ #23-06)**

**ATTENTION RESPONDENTS:**

The following additions, modifications, and clarifications to the specifications shall be included in, and become a part of, any contract which may be executed for the above project in the City of El Segundo:

1. The statements of qualifications (SOQ) due date and time has been changed to **Friday, December 22, 2023 at 11:00 a.m.**
2. Section 1, subsection 6.b. of the RFQ is amended to read, "Ability to operate only with trucks that utilize SB 1383-compliant fuel within one year of non-exclusive franchise agreement execution."
3. Please see this project's attached Supplement to Addendum 3 for the required acknowledgement form.

As evidence that the RESPONDENT has read this Addendum, the RESPONDENT must acknowledge same in the space provided below and **submit this completed Addendum page with the Statement of Qualifications (SOQ)**. Failure to provide such acknowledgement shall render the SOQ as non-responsive and subject to rejection.

Signature:  Date: 12-18-23

Print Company Name: Consolidated Disposal Services LLC

**CITY OF EL SEGUNDO**

**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING, AND DISPOSAL  
SERVICES FOR THE CITY OF EL SEGUNDO  
(RFQ #23-06)**

**ADDENDUM NO. 3 SUPPLEMENT**

**DATE:** December 14, 2023

**TO:** All Prospective Respondents

This Addendum No. 3 provides an updated supplemental acknowledgement form below. Specifically, please note that the two acknowledgements set forth below in this Addendum No. 3 supersede and replace the acknowledgments in Addendum No. 2, dated December 11, 2023, and Addendum No. 2 will have no further force or effect. Accordingly, only the acknowledgments in this Addendum No. 3 will be required.

The information in this Addendum has been made available to all prospective respondents who duly fulfilled the registration requirement set forth in Section 8 of Request for Qualification (“RFQ”) No. 23-06, dated November 21, 2023, and this Addendum No. 3 is incorporated into such RFQ by this reference. All other portions of Contract Documents, RFQ, first Addendum, and second Addendum not specifically mentioned in this Addendum No. 3 remain in full force and effect.

**SB 1383 COMPLIANT RENEWABLE GAS ACKNOWLEDGEMENT**

A minimum requirement to be considered a qualified company in response to the City’s RFQ is the use of SB 1383 compliant renewable gas in all trucks operating in the City of El Segundo. Renewable gas is defined as gas derived from organic waste that has been diverted from a landfill and processed at an in-vessel digestion facility that is permitted or otherwise authorized by Title 14 to recover organic waste [see 14 CCR Section 18982(a)(62)].

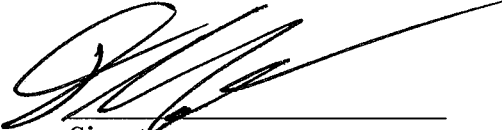
This form is an acknowledgment that your company will be in compliance with this component of the regulation.

I hereby acknowledge that Consolidated Disposal Service, LLC will have the ability to only operate trucks that utilize SB 1383-compliant fuel, for services under El Segundo RFQ #23-06, within one year of execution of a non-exclusive franchise agreement with El Segundo.

**POSSESSION OF FRANCHISE AGREEMENTS ACKNOWLEDGEMENT**

I hereby further acknowledge that consolidated Disposal Service LLC Company Name possesses franchise agreements for at least three California jurisdictions for waste services, or municipal service agency or district, with no enforcement actions within the past five years.

The City reserves the right to ask for documentation regarding these minimum requirements.

  
\_\_\_\_\_  
Signature

Devin Kincaid GM  
Printed Name & Title

12-18-23  
Date

Statement Of Qualifications  
Submitted To:  
The City of El Segundo  
For Commercial Solid Waste Collection,  
Recycling, and Disposal Services. RFQ 23-06



**EDCO**  
edcodisposal.com  
"We'll Take Care of It"

**CONTACT:**

Steve South, President & CEO  
(760) 744-5615 ext. 155  
ssouth@edcodisposal.com





Ms. Erika Miramontes  
City of El Segundo  
350 Main Street  
El Segundo, CA 90245

December 22, 2023

*Family owned and operated* EDCO is honored to submit the enclosed response to the City of El Segundo's Request for Qualifications (RFQ) 23-06 for Commercial Solid Waste Collection, Recycling, and Disposal Services. **EDCO has a demonstrated record of service to El Segundo and believes it is uniquely qualified to exceed the expectations of the City.**

Founded in 1967, EDCO is the largest independent solid waste and recycling company in the State of California and has fully integrated collection, recycling and organics processing diversion infrastructure at facilities throughout Southern California. EDCO does not own or operate any landfills, making its business model mutually aligned with diversion goals of the City.

Distinguishing attributes and qualifications of EDCO include, but are not limited to:

- **A genuine commitment** at every level of the organization to provide superior customer service with a *"We'll Take Care of It"* approach.
- **EDCO has extensive SB 1383 experience** as demonstrated through the full implementation of organic and recycling programs in over 20 municipalities.
- **EDCO invests in dedicated professionals**, including a SB 1383 Implementation & Compliance Manager, a Sustainability Manager, a Public Education Manager and a loyal and committed operating team averaging over 15 years of tenure with the company.

Please note that our designated representative for all communications and representations regarding this RFQ is Steve South, President and Chief Executive Officer of EDCO, who may be reached at 760-744-5615 ext. 155, via email at [ssouth@edcodisposal.com](mailto:ssouth@edcodisposal.com) or via facsimile at 760-744-8364. As required by the RFQ, EDCO has executed the Certification Statement and Addendum 3 Supplement, though notes 50% diversion of collected material will be very challenging in a non-exclusive structure and 100% use of SB 1383 RNG is only possible to the extent the product is commercially available.

*As an active and engaged member of the community*, EDCO would be honored to have the opportunity to submit a full proposal to the City of El Segundo. Thank you for your consideration of our statements of qualifications.

Sincerely,

Steve South  
President and Chief Executive Officer

***"We'll Take Care of It"***

## 2. COMPANY INFORMATION FORM

### A. Company Information

1. Company name: EDCO Disposal Corporation
2. DBA:
3. Corporate or other parent:
4. Physical location of primary office in Los Angeles County  
Street: 950 E. 27th Street  
City: Signal Hill State: CA Zip code: 90755
5. Company type:  
 Corporation State in which company is incorporated California  
 LLC  
 Partnership  
 ESOP  
 Sole proprietorship  
 Other:
6. Years in business: 56

### B. Contact Person

7. Contact name: Steve South Telephone: (760) 744-5615 ext. 155  
Title: President and Chief Executive Officer Email address: ssouth@edcodisposal.com
8. Contact mailing address:  
Street: 950 E. 27th Street  
City: Signal Hill State: CA Zip code: 90755
9. Company official with the authority to bind and make commitments on behalf of the company (include parent company if applicable)  
Names: Steve South Titles: President and Chief Executive Officer

### C. Company Ownership

10. Are shares in the company publicly traded?  Yes  No If "Yes", skip to Section D.  
If "No", complete the remainder of this section.

11. List the names and addresses of the ten largest shareholders or partners and those with a 10% or greater ownership interest in the company:

Name	Address	Ownership Share
11.1 Burr 2001 Community Trust	6670 Federal Boulevard. Lemon Grove, CA 91945	100%
11.2		%
11.3		%
11.4.		%
11.5.		%
11.6		%
11.7		%
11.8		%
11.9		%
11.10		%

12. List the company officers and directors (including parent company if applicable)

Name	Title/Position
Cole Burr	Chair of the Board of Directors
Steve South	President and Chief Executive Officer
Alan Walsh	Vice President and Chief Financial Officer
John Snyder	Vice President and Chief Administrative Officer
Efrain Ramirez	Senior Vice President

## D. Franchise Experience

13. To be qualified, your company must have at least three commercial franchises in California. List the details of applicable franchises in California for which your company is currently providing waste collection and recycling services. List franchises in Los Angeles County first. If the franchise covers a zone or district within the jurisdiction, enter the name of the zone or district in "Area Served". If the franchise covers the entire jurisdiction, enter the name of the jurisdiction in "Area Served."

Commercial
<p>Please confirm the Company has at least three commercial franchises within California:</p> <p><input checked="" type="checkbox"/> Yes      <input type="checkbox"/> No</p> <p>Quantity of vehicles owned by the Company: 653    Type of fuel used in vehicles: Renewable Natural Gas</p>

<p style="text-align: center;">Jurisdiction City of El Segundo</p> <p style="text-align: center;">Area Served City of El Segundo</p> <p style="text-align: center;">Year franchise awarded 2019</p> <p style="text-align: center;">Waste &amp; materials collected in 2022 8,421 tons</p> <p style="text-align: center;">Contact Person Elias Sassoon</p> <p style="text-align: center;">Telephone # (310) 524-2356</p>	<p style="text-align: center;">Franchise Type Singlefamily Residential Exclusive</p> <p style="text-align: center;">Number of residential customers 3,042</p> <p style="text-align: center;">Number of commercial customers 98</p> <p style="text-align: center;">Percent of waste &amp; materials collected in 2022 that was diverted from disposal 50 %</p>	<p style="text-align: center;">Services Provided <i>check all that apply</i></p> <p><input checked="" type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input checked="" type="checkbox"/> Source separation recycling</p> <p><input checked="" type="checkbox"/> Mixed organics recycling</p> <p><input checked="" type="checkbox"/> Food waste recycling</p> <p><input checked="" type="checkbox"/> Green waste recycling</p> <p><input checked="" type="checkbox"/> C&amp;D debris recycling</p> <p><input checked="" type="checkbox"/> Bulky item collection</p>
<p style="text-align: center;">Jurisdiction City of Rancho Palos Verdes</p> <p style="text-align: center;">Area Served City of Rancho Palos Verdes</p> <p style="text-align: center;">Year franchise awarded 2010</p> <p style="text-align: center;">Waste &amp; materials collected in 2022 29,183 tons</p> <p style="text-align: center;">Contact Person Ramzi Awwad</p> <p style="text-align: center;">Telephone # (310) 544-5275</p>	<p style="text-align: center;">Franchise Type Single and Multifamily Exclusive</p> <p style="text-align: center;">Number of residential customers 12,570</p> <p style="text-align: center;">Number of commercial customers 70</p> <p style="text-align: center;">Percent of waste &amp; materials collected in 2022 that was diverted from disposal 54 %</p>	<p style="text-align: center;">Services Provided <i>check all that apply</i></p> <p><input checked="" type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input checked="" type="checkbox"/> Source separation recycling</p> <p><input checked="" type="checkbox"/> Mixed organics recycling</p> <p><input checked="" type="checkbox"/> Food waste recycling</p> <p><input checked="" type="checkbox"/> Green waste recycling</p> <p><input checked="" type="checkbox"/> C&amp;D debris recycling</p> <p><input checked="" type="checkbox"/> Bulky item collection</p>

<p>Jurisdiction City of Lakewood</p> <p>Area City of Lakewood</p> <p>Year franchise awarded 2003</p> <p>Waste &amp; materials collected in 2022 69,196 tons</p> <p>Contact Person Kelli Pickler</p> <p>Telephone # (562) 866-9771 ext. 2501</p>	<p>Franchise Type Exclusive</p> <p>Number of residential customers 22,790</p> <p>Number of commercial customers 475</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal 39 %</p>	<p>Services Provided <i>check all that apply</i></p> <p><input checked="" type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input checked="" type="checkbox"/> Source separation recycling</p> <p><input checked="" type="checkbox"/> Mixed organics recycling</p> <p><input checked="" type="checkbox"/> Food waste recycling</p> <p><input checked="" type="checkbox"/> Green waste recycling</p> <p><input checked="" type="checkbox"/> C&amp;D debris recycling</p> <p><input checked="" type="checkbox"/> Bulky item collection</p>
<p>Jurisdiction City of La Mirada</p> <p>Area Served City of La Mirada</p> <p>Year franchise awarded 2009</p> <p>Waste &amp; materials collected in 2022 52,003 tons</p> <p>Contact Person Marlin Munoz</p> <p>Telephone # (562) 902 - 2372</p>	<p>Franchise Type Exclusive</p> <p>Number of residential customers 12,266</p> <p>Number of commercial customers 417</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal 30 %</p>	<p>Services Provided <i>check all that apply</i></p> <p><input checked="" type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input checked="" type="checkbox"/> Source separation recycling</p> <p><input checked="" type="checkbox"/> Mixed organics recycling</p> <p><input checked="" type="checkbox"/> Food waste recycling</p> <p><input checked="" type="checkbox"/> Green waste recycling</p> <p><input checked="" type="checkbox"/> C&amp;D debris recycling</p> <p><input checked="" type="checkbox"/> Bulky item collection</p>
<p>Jurisdiction City of Signal Hill</p> <p>Area Served City of Signal Hill</p> <p>Year franchise awarded 1989</p> <p>Waste &amp; materials collected in 2022 15,327 tons</p> <p>Contact Person Thomas Bekele</p> <p>Telephone # (562) 989 - 7355</p>	<p>Franchise Type Exclusive</p> <p>Number of residential customers 1,625</p> <p>Number of commercial customers 578</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal 17 %</p>	<p>Services Provided <i>check all that apply</i></p> <p><input checked="" type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input checked="" type="checkbox"/> Source separation recycling</p> <p><input checked="" type="checkbox"/> Mixed organics recycling</p> <p><input checked="" type="checkbox"/> Food waste recycling</p> <p><input checked="" type="checkbox"/> Green waste recycling</p> <p><input checked="" type="checkbox"/> C&amp;D debris recycling</p> <p><input checked="" type="checkbox"/> Bulky item collection</p>

<p>Jurisdiction City of Long Beach</p> <p>Area Served City of Long Beach</p> <p>Year franchise awarded 1986</p> <p>Waste &amp; materials collected in 2022 33,033 tons</p> <p>Contact Person Diko Melkonian</p> <p>Telephone # (562) 570 - 2850</p>	<p>Franchise Type Commercial Non-Exclusive</p> <p>Number of residential customers 43</p> <p>Number of commercial customers 1,003</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal 40 %</p>	<p>Services Provided <i>check all that apply</i></p> <p><input checked="" type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input checked="" type="checkbox"/> Source separation recycling</p> <p><input checked="" type="checkbox"/> Mixed organics recycling</p> <p><input checked="" type="checkbox"/> Food waste recycling</p> <p><input checked="" type="checkbox"/> Green waste recycling</p> <p><input checked="" type="checkbox"/> C&amp;D debris recycling</p> <p><input checked="" type="checkbox"/> Bulky item collection</p>
<p>Jurisdiction City of Buena Park</p> <p>Area Served City of Buena Park</p> <p>Year franchise awarded 1976</p> <p>Waste &amp; materials collected in 2022 88,180 tons</p> <p>Contact Person Aaron France</p> <p>Telephone # (714) 562 - 3554</p>	<p>Franchise Type Exclusive</p> <p>Number of residential customers 16,035</p> <p>Number of commercial customers 1,011</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal 17 %</p>	<p>Services Provided <i>check all that apply</i></p> <p><input checked="" type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input checked="" type="checkbox"/> Source separation recycling</p> <p><input checked="" type="checkbox"/> Mixed organics recycling</p> <p><input checked="" type="checkbox"/> Food waste recycling</p> <p><input checked="" type="checkbox"/> Green waste recycling</p> <p><input checked="" type="checkbox"/> C&amp;D debris recycling</p> <p><input checked="" type="checkbox"/> Bulky item collection</p>
<p>Jurisdiction City of La Palma</p> <p>Area Served City of La Palma</p> <p>Year franchise awarded 1976</p> <p>Waste &amp; materials collected in 2022 11,042 tons</p> <p>Contact Person Conal McNamara</p> <p>Telephone # (714) 690-3334</p>	<p>Franchise Type Exclusive</p> <p>Number of residential customers 3,690</p> <p>Number of commercial customers 104</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal 26 %</p>	<p>Services Provided <i>check all that apply</i></p> <p><input checked="" type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input checked="" type="checkbox"/> Source separation recycling</p> <p><input checked="" type="checkbox"/> Mixed organics recycling</p> <p><input checked="" type="checkbox"/> Food waste recycling</p> <p><input checked="" type="checkbox"/> Green waste recycling</p> <p><input checked="" type="checkbox"/> C&amp;D debris recycling</p> <p><input checked="" type="checkbox"/> Bulky item collection</p>

<p>Jurisdiction City of Solana Beach</p> <p>Area Served City of Solana Beach</p> <p>Year franchise awarded 1993</p> <p>Waste &amp; materials collected in 2022 14,977 tons</p> <p>Contact Person Greg Wade</p> <p>Telephone # (858) 720 - 2444</p>	<p>Franchise Type Exclusive</p> <p>Number of residential customers 3,086</p> <p>Number of commercial customers 241</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal 39 %</p>	<p>Services Provided <i>check all that apply</i></p> <p><input checked="" type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input checked="" type="checkbox"/> Source separation recycling</p> <p><input checked="" type="checkbox"/> Mixed organics recycling</p> <p><input checked="" type="checkbox"/> Food waste recycling</p> <p><input checked="" type="checkbox"/> Green waste recycling</p> <p><input checked="" type="checkbox"/> C&amp;D debris recycling</p> <p><input checked="" type="checkbox"/> Bulky item collection</p>
<p>Jurisdiction City of Encinitas</p> <p>Area Served City of Encinitas</p> <p>Year franchise awarded 1990</p> <p>Waste &amp; materials collected in 2022 75,317 tons</p> <p>Contact Person Erik Steenblock</p> <p>Telephone # (760) 943-2108</p>	<p>Franchise Type Exclusive</p> <p>Number of residential customers 18,248</p> <p>Number of commercial customers 769</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal 36 %</p>	<p>Services Provided <i>check all that apply</i></p> <p><input checked="" type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input checked="" type="checkbox"/> Source separation recycling</p> <p><input checked="" type="checkbox"/> Mixed organics recycling</p> <p><input checked="" type="checkbox"/> Food waste recycling</p> <p><input checked="" type="checkbox"/> Green waste recycling</p> <p><input checked="" type="checkbox"/> C&amp;D debris recycling</p> <p><input checked="" type="checkbox"/> Bulky item collection</p>
<p>Jurisdiction City of San Marcos</p> <p>Area Served City of San Marcos</p> <p>Year franchise awarded 1964</p> <p>Waste &amp; materials collected in 2022 105,739 tons</p> <p>Contact Person Michelle Bender</p> <p>Telephone # (760) 744-1050 ext. 3431</p>	<p>Franchise Type Exclusive</p> <p>Number of residential customers 18,466</p> <p>Number of commercial customers 1,088</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal 28 %</p>	<p>Services Provided <i>check all that apply</i></p> <p><input checked="" type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input checked="" type="checkbox"/> Source separation recycling</p> <p><input checked="" type="checkbox"/> Mixed organics recycling</p> <p><input checked="" type="checkbox"/> Food waste recycling</p> <p><input checked="" type="checkbox"/> Green waste recycling</p> <p><input checked="" type="checkbox"/> C&amp;D debris recycling</p> <p><input checked="" type="checkbox"/> Bulky item collection</p>

<p>Jurisdiction City of Vista</p> <p>Area Served City of Vista</p> <p>Year franchise awarded 1997</p> <p>Waste &amp; materials collected in 2022 113,687 tons</p> <p>Contact Person Kuna Muthusamy</p> <p>Telephone # (760) 639-6177</p>	<p>Franchise Type Exclusive</p> <p>Number of residential customers 20,275</p> <p>Number of commercial customers 1,485</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal 24 %</p>	<p>Services Provided <i>check all that apply</i></p> <p><input checked="" type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input checked="" type="checkbox"/> Source separation recycling</p> <p><input checked="" type="checkbox"/> Mixed organics recycling</p> <p><input checked="" type="checkbox"/> Food waste recycling</p> <p><input checked="" type="checkbox"/> Green waste recycling</p> <p><input checked="" type="checkbox"/> C&amp;D debris recycling</p> <p><input checked="" type="checkbox"/> Bulky item collection</p>
<p>Jurisdiction City of Escondido</p> <p>Area Served City of Escondido</p> <p>Year franchise awarded 1971</p> <p>Waste &amp; materials collected in 2022 148,712 tons</p> <p>Contact Person Christopher McKinney</p> <p>Telephone # (760) 839-4631</p>	<p>Franchise Type Exclusive</p> <p>Number of residential customers 29,624</p> <p>Number of commercial customers 1,903</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal 26 %</p>	<p>Services Provided <i>check all that apply</i></p> <p><input checked="" type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input checked="" type="checkbox"/> Source separation recycling</p> <p><input checked="" type="checkbox"/> Mixed organics recycling</p> <p><input checked="" type="checkbox"/> Food waste recycling</p> <p><input checked="" type="checkbox"/> Green waste recycling</p> <p><input checked="" type="checkbox"/> C&amp;D debris recycling</p> <p><input checked="" type="checkbox"/> Bulky item collection</p>
<p>Jurisdiction City of La Mesa</p> <p>Area Served City of La Mesa</p> <p>Year franchise awarded 1967</p> <p>Waste &amp; materials collected in 2022 53,150 tons</p> <p>Contact Person Gregory Humora</p> <p>Telephone # (619) 667-1311</p>	<p>Franchise Type Exclusive</p> <p>Number of residential customers 12,140</p> <p>Number of commercial customers 908</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal 27 %</p>	<p>Services Provided <i>check all that apply</i></p> <p><input checked="" type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input checked="" type="checkbox"/> Source separation recycling</p> <p><input checked="" type="checkbox"/> Mixed organics recycling</p> <p><input checked="" type="checkbox"/> Food waste recycling</p> <p><input checked="" type="checkbox"/> Green waste recycling</p> <p><input checked="" type="checkbox"/> C&amp;D debris recycling</p> <p><input checked="" type="checkbox"/> Bulky item collection</p>

<p>Jurisdiction City of Lemon Grove</p> <p>Area Served City of Lemon Grove</p> <p>Year franchise awarded 1973</p> <p>Waste &amp; materials collected in 2022 23,437 tons</p> <p>Contact Person Lydia Romero</p> <p>Telephone # (619) 825 - 3800</p>	<p>Franchise Type Exclusive</p> <p>Number of residential customers 6,413</p> <p>Number of commercial customers 403</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal 30 %</p>	<p>Services Provided <i>check all that apply</i></p> <p><input checked="" type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input checked="" type="checkbox"/> Source separation recycling</p> <p><input checked="" type="checkbox"/> Mixed organics recycling</p> <p><input checked="" type="checkbox"/> Food waste recycling</p> <p><input checked="" type="checkbox"/> Green waste recycling</p> <p><input checked="" type="checkbox"/> C&amp;D debris recycling</p> <p><input checked="" type="checkbox"/> Bulky item collection</p>
<p>Jurisdiction City of National City</p> <p>Area Served City of National City</p> <p>Year franchise awarded 1975</p> <p>Waste &amp; materials collected in 2022 54,275 tons</p> <p>Contact Person Ben Martinez</p> <p>Telephone # (619) 336 - 4242</p>	<p>Franchise Type Exclusive</p> <p>Number of residential customers 8,596</p> <p>Number of commercial customers 969</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal 20 %</p>	<p>Services Provided <i>check all that apply</i></p> <p><input checked="" type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input checked="" type="checkbox"/> Source separation recycling</p> <p><input checked="" type="checkbox"/> Mixed organics recycling</p> <p><input checked="" type="checkbox"/> Food waste recycling</p> <p><input checked="" type="checkbox"/> Green waste recycling</p> <p><input checked="" type="checkbox"/> C&amp;D debris recycling</p> <p><input checked="" type="checkbox"/> Bulky item collection</p>
<p>Jurisdiction City of Coronado</p> <p>Area Served City of Coronado</p> <p>Year franchise awarded 1974</p> <p>Waste &amp; materials collected in 2022 27,814 tons</p> <p>Contact Person Leon P. Firsht</p> <p>Telephone # (619) 522-2652</p>	<p>Franchise Type Exclusive</p> <p>Number of residential customers 4,103</p> <p>Number of commercial customers 325</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal 43 %</p>	<p>Services Provided <i>check all that apply</i></p> <p><input checked="" type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input checked="" type="checkbox"/> Source separation recycling</p> <p><input checked="" type="checkbox"/> Mixed organics recycling</p> <p><input checked="" type="checkbox"/> Food waste recycling</p> <p><input checked="" type="checkbox"/> Green waste recycling</p> <p><input checked="" type="checkbox"/> C&amp;D debris recycling</p> <p><input checked="" type="checkbox"/> Bulky item collection</p>

<p>Jurisdiction City of Imperial Beach</p> <p>Area Served City of Imperial Beach</p> <p>Year franchise awarded 2000</p> <p>Waste &amp; materials collected in 2022 17,685 tons</p> <p>Contact Person Chris Helmer</p> <p>Telephone # (619) 628-1370</p>	<p>Franchise Type Exclusive</p> <p>Number of residential customers 5,479</p> <p>Number of commercial customers 458</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal 28 %</p>	<p>Services Provided <i>check all that apply</i></p> <p><input checked="" type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input checked="" type="checkbox"/> Source separation recycling</p> <p><input checked="" type="checkbox"/> Mixed organics recycling</p> <p><input checked="" type="checkbox"/> Food waste recycling</p> <p><input checked="" type="checkbox"/> Green waste recycling</p> <p><input checked="" type="checkbox"/> C&amp;D debris recycling</p> <p><input checked="" type="checkbox"/> Bulky item collection</p>
<p>Jurisdiction City of Poway</p> <p>Area Served City of Poway</p> <p>Year franchise awarded 1985</p> <p>Waste &amp; materials collected in 2022 62,948 tons</p> <p>Contact Person Eric Heidemann</p> <p>Telephone # (858) 668 - 4716</p>	<p>Franchise Type Exclusive</p> <p>Number of residential customers 12,568</p> <p>Number of commercial customers 583</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal 29 %</p>	<p>Services Provided <i>check all that apply</i></p> <p><input checked="" type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input checked="" type="checkbox"/> Source separation recycling</p> <p><input checked="" type="checkbox"/> Mixed organics recycling</p> <p><input checked="" type="checkbox"/> Food waste recycling</p> <p><input checked="" type="checkbox"/> Green waste recycling</p> <p><input checked="" type="checkbox"/> C&amp;D debris recycling</p> <p><input checked="" type="checkbox"/> Bulky item collection</p>
<p>Jurisdiction City of Del Mar</p> <p>Area Served City of Del Mar</p> <p>Year franchise awarded 2022</p> <p>Waste &amp; materials collected in 2022 7,514 tons</p> <p>Contact Person Clem Brown</p> <p>Telephone # (858) 375-9524</p>	<p>Franchise Type Exclusive</p> <p>Number of residential customers 1,565</p> <p>Number of commercial customers 99</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal 30 %</p>	<p>Services Provided <i>check all that apply</i></p> <p><input checked="" type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input checked="" type="checkbox"/> Source separation recycling</p> <p><input checked="" type="checkbox"/> Mixed organics recycling</p> <p><input checked="" type="checkbox"/> Food waste recycling</p> <p><input checked="" type="checkbox"/> Green waste recycling</p> <p><input checked="" type="checkbox"/> C&amp;D debris recycling</p> <p><input checked="" type="checkbox"/> Bulky item collection</p>

<p>Jurisdiction City of El Cajon</p> <p>Area Served City of El Cajon</p> <p>Year franchise awarded 2021</p> <p>Waste &amp; materials collected in 2022 97,200 tons</p> <p>Contact Person Graham Mitchell</p> <p>Telephone # (619) 441-1716</p>	<p>Franchise Type Exclusive</p> <p>Number of residential customers 14,575</p> <p>Number of commercial customers 1,981</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal 25 %</p>	<p>Services Provided <i>check all that apply</i></p> <p><input checked="" type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input checked="" type="checkbox"/> Source separation recycling</p> <p><input checked="" type="checkbox"/> Mixed organics recycling</p> <p><input checked="" type="checkbox"/> Food waste recycling</p> <p><input checked="" type="checkbox"/> Green waste recycling</p> <p><input checked="" type="checkbox"/> C&amp;D debris recycling</p> <p><input checked="" type="checkbox"/> Bulky item collection</p>
<p>Jurisdiction City of San Diego</p> <p>Area Served City of San Diego</p> <p>Year franchise awarded 1998</p> <p>Waste &amp; materials collected in 2022 268,372 tons</p> <p>Contact Person Renee Robertson</p> <p>Telephone # 858-573-1275</p>	<p>Franchise Type Commercial Non-Exclusive</p> <p>Number of residential customers 1,413</p> <p>Number of commercial customers 6,445</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal 35 %</p>	<p>Services Provided <i>check all that apply</i></p> <p><input checked="" type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input checked="" type="checkbox"/> Source separation recycling</p> <p><input checked="" type="checkbox"/> Mixed organics recycling</p> <p><input checked="" type="checkbox"/> Food waste recycling</p> <p><input checked="" type="checkbox"/> Green waste recycling</p> <p><input checked="" type="checkbox"/> C&amp;D debris recycling</p> <p><input checked="" type="checkbox"/> Bulky item collection</p>
<p>Jurisdiction County of San Diego</p> <p>Area Served County of San Diego</p> <p>Year franchise awarded 1963</p> <p>Waste &amp; materials collected in 2022 220,246 tons</p> <p>Contact Person Eric Wolff</p> <p>Telephone # (858) 694 - 2468</p>	<p>Franchise Type Non-Exclusive</p> <p>Number of residential customers 82,951</p> <p>Number of commercial customers 2,739</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal 33 %</p>	<p>Services Provided <i>check all that apply</i></p> <p><input checked="" type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input checked="" type="checkbox"/> Source separation recycling</p> <p><input checked="" type="checkbox"/> Mixed organics recycling</p> <p><input checked="" type="checkbox"/> Food waste recycling</p> <p><input checked="" type="checkbox"/> Green waste recycling</p> <p><input checked="" type="checkbox"/> C&amp;D debris recycling</p> <p><input checked="" type="checkbox"/> Bulky item collection</p>

E. Litigation History

14. Provide details on any litigation filed within the past ten years between your company, parent company, or subsidiaries and a California public agency that related to a contract, permit, or franchise for solid waste services. If you need additional space, please use the format below and submit an attachment to your proposal.

14.1 Agency N/A Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

---

14.2 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

---

14.3 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

---

14.4 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

---

14.5 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

---

14.6 Agency

Date Filed

Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

---

14.7 Agency

Date Filed

Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

---

14.8 Agency

Date Filed

Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*



15.4 Agency California Air Resources Board

Date December, 2022

Amount \$12,500

Issue Ten alleged violations of the 2018 Truck and Bus Regulation

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

Settlement executed

---

15.5 Agency

Date

Amount \$

Issue

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

---

15.6 Agency

Date

Amount \$

Issue

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

16. In the past five years, has the company, its parent, or subsidiaries been fined or assessed liquidated damages for violation of the terms, conditions, or requirements of a permit, license, or franchise for the collection, recycling, or disposal of solid waste in California or received a notice of default or a notice of violation of the terms, conditions, or requirements of a permit, license, or franchise for the collection, recycling, or disposal of solid waste in California? If you need additional space, please use the format below and attach such to your proposal.

Yes     No    If "Yes", provide details

16.1 Agency County of San Diego

Date 9/29/2023

Amount \$Zero

Issue EDCO received a Notice of Violation for not meeting the 2022 diversion goal per the terms of the Agreement.

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

Per terms of the Agreement no fines or liquidated damages were assessed because EDCO is in full programmatic compliance.

16.2 Agency

Date

Amount \$

Issue

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

16.3 Agency

Date

Amount \$

Issue

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

16.4 Agency

Date

Amount \$

Issue

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

16.5 Agency

Date

Amount \$

Issue

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

16.6 Agency

Date

Amount \$

Issue

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

17. Is the company, its parent, or any of its subsidiaries currently the subject of any litigation or investigations by a law enforcement or public agency related to the waste collection, recycling, or disposal activities of the company, its parent, or any of its subsidiaries in California? If you need additional space, create a new page using the format below and attach it to your proposal.

Yes     No    If "Yes", provide details

17.1 Agency

Date filed or initiated

Status Select

Issue

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

---

17.2 Agency

Date filed or initiated

Status Select

Issue

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

---

17.3 Agency

Date filed or initiated

Status Select

Issue

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

---

17.4 Agency

Date filed or initiated

Status Select

Issue

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

---

17.5 Agency

Date filed or initiated

Status Select

Issue

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

---

17.6 Agency

Date filed or initiated

Status Select

Issue

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

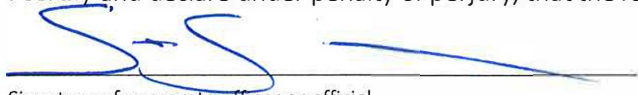
Note: The City may require companies to provide more details on any of these issues

**4. CERTIFICATION STATEMENT**

EDCO Disposal Corporation ("The Company") has submitted a statement of qualifications (SOQ) to the City of El Segundo for a waste collection and recycling non-exclusive franchise agreement. The individual signing below certifies on behalf of the Company, that:

1. The Company has reviewed the actual service conditions and requirements in the City, read and understands the service plans provided by the City, and based on its independent judgment, it has the skills, resources, and experience required to successfully provide the services described in the Commercial Waste Collection and Recycling Service Plan.
2. The SOQ and related documents submitted to the City do not contain any false, misleading, or inaccurate information, statements, or facts.
3. When preparing its SOQ, the Company has not colluded with any other companies that, to the best of its knowledge, intended to submit an SOQ to the City.
4. The Company will adhere to the communication protocols specified in the instructions to the Request for Qualifications.
5. The City of El Segundo staff and/or its representatives may contact representatives of the cities and counties where our company provides services, for the purpose of obtaining information on our performance and experience.
6. The City of El Segundo staff and/or its representatives may inspect our facilities at a time that is mutually convenient.
7. If awarded a non-exclusive franchise agreement, the company will meet and maintain the waste diversion requirements specified in the City's service plans.
8. The Company acknowledges that the City of El Segundo is the sole arbiter of our qualifications for a waste collection and recycling non-exclusive franchise agreement. The City reserves the right to waive irregularities in qualification statements or to reject all statements and reissue the RFQ.

I certify and declare under penalty of perjury, that the foregoing is true and correct.

  
\_\_\_\_\_  
Signature of corporate officer or official

12/22/2023  
\_\_\_\_\_  
Date

Steve South  
\_\_\_\_\_  
Printed name

President and Chief Executive Officer  
\_\_\_\_\_  
Title

\_\_\_\_\_  
Signature of corporate officer or official of parent company if applicable  
  
\_\_\_\_\_  
Printed name

\_\_\_\_\_  
Date  
  
\_\_\_\_\_  
Title



December 1, 2023

**ADDENDUM NO. 1**  
to  
REQUEST FOR QUALIFICATIONS  
For  
**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING AND DISPOSAL  
SERVICES FOR THE CITY OF EL SEGUNDO**  
(RFQ #23-06)

**ATTENTION RESPONDENTS:**

The following additions, modifications, and clarifications to the specifications shall be included in, and become a part of, any contract which may be executed for the above project in the City of El Segundo:

1. **The statements of qualifications (SOQ) due date and time remains Friday, December 15, 2023 at 11:00 a.m.**
2. The due date for mandatory registration with the City has been changed to Thursday, December 7, 2023.
3. The deadline for the submittal of questions has been changed to Thursday, December 7, 2023. The date for all questions and answers to be distributed to all companies that register with the City remains Friday, December 8, 2023.
4. A revised version of the tentative schedule accompanies this Addendum.

As evidence that the RESPONDENT has read this Addendum, the RESPONDENT must acknowledge same in the space provided below and **submit this completed Addendum page with the Statement of Qualifications (SOQ)**. Failure to provide such acknowledgement shall render the SOQ as non-responsive and subject to rejection.

Signature:  Date: 12/22/2023

Print Company Name: EDCO Disposal Corporation

**3. CURRENT DATA**

The existing permitted haulers have reported the total of approximately 610 commercial accounts and approximately 440 multi-family accounts. There are approximately 310 multi-family accounts on a 3-bin system, 65 on a 2-bin system and 65 on a 1-bin system. There are approximately 310 commercial accounts on a 3-bin system, 110 on a 2-bin system and 190 on a 1-bin system. Additionally, there was approximately 24,000 tons of waste hauled from commercial and multi-family facilities of the City during 2022.

Companies responding to this RFQ are advised to independently verify the actual service conditions in the City including, but not limited to, the topography, street conditions, concentration and density of residential and commercial service locations, and accessibility of service locations.

**4. SCHEDULE (ESTIMATED) – REVISED 12/1/2023**

Release of this RFQ .....	Nov. 21, 2023
Deadline to register with the City .....	Dec. 7, 2023
Deadline for submittal of questions to the RFQ .....	Dec. 7, 2023
City responses to questions to the RFQ .....	Dec. 8, 2023
Statements of qualifications due .....	Dec. 15, 2023, 11:00 a.m.
Notice inviting qualified applicants .....	Jan. 15, 2024
City releases Request for Proposal (RFP).....	Jan. 15, 2024
Deadline for submittal of questions to the RFP .....	Feb. 1, 2024
City response to questions to the RFP.....	Feb. 8, 2024
Proposals in response to RFP due.....	Feb. 15, 2024
City staff recommendations to City Council .....	Mar. 2024
City Council award of non-exclusive franchise agreements .....	Mar. 2024
Franchisee transition period .....	April 1 – May 30, 2024
Non-Exclusive Franchise service begins .....	June 12, 2024

**5. COMPONENTS OF THIS RFQ**

This RFQ includes four documents. Companies responding to this RFQ are advised to thoroughly review all documents.

1. These instructions
2. Company information form
3. Commercial Waste Collection and Recycling Service Plan
4. Certification Statement

**6. QUALIFICATION CRITERIA**

The following are minimum criteria to be considered a qualified company:



December 14, 2023

**ADDENDUM NO. 3**  
**to**  
**REQUEST FOR QUALIFICATIONS**  
**for**  
**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING AND DISPOSAL**  
**SERVICES FOR THE CITY OF EL SEGUNDO**  
**(RFQ #23-06)**

**ATTENTION RESPONDENTS:**

The following additions, modifications, and clarifications to the specifications shall be included in, and become a part of, any contract which may be executed for the above project in the City of El Segundo:

1. The statements of qualifications (SOQ) due date and time has been changed to **Friday, December 22, 2023 at 11:00 a.m.**
2. Section 1, subsection 6.b. of the RFQ is amended to read, "Ability to operate only with trucks that utilize SB 1383-compliant fuel within one year of non-exclusive franchise agreement execution."
3. Please see this project's attached Supplement to Addendum 3 for the required acknowledgement form.

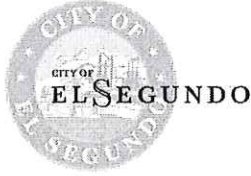
As evidence that the RESPONDENT has read this Addendum, the RESPONDENT must acknowledge same in the space provided below and **submit this completed Addendum page with the Statement of Qualifications (SOQ)**. Failure to provide such acknowledgement shall render the SOQ as non-responsive and subject to rejection.

Signature: \_\_\_\_\_

A handwritten signature in blue ink, consisting of a large, stylized 'S' followed by a horizontal line.

Date: 12/22/2023

Print Company Name: EDCO Disposal Corporation



**CITY OF EL SEGUNDO**

**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING, AND DISPOSAL  
SERVICES FOR THE CITY OF EL SEGUNDO  
(RFQ #23-06)**

**ADDENDUM NO. 3 SUPPLEMENT**

**DATE:** December 14, 2023

**TO:** All Prospective Respondents

This Addendum No. 3 provides an updated supplemental acknowledgement form below. Specifically, please note that the two acknowledgements set forth below in this Addendum No. 3 supersede and replace the acknowledgments in Addendum No. 2, dated December 11, 2023, and Addendum No. 2 will have no further force or effect. Accordingly, only the acknowledgments in this Addendum No. 3 will be required.

The information in this Addendum has been made available to all prospective respondents who duly fulfilled the registration requirement set forth in Section 8 of Request for Qualification ("RFQ") No. 23-06, dated November 21, 2023, and this Addendum No. 3 is incorporated into such RFQ by this reference. All other portions of Contract Documents, RFQ, first Addendum, and second Addendum not specifically mentioned in this Addendum No. 3 remain in full force and effect.

**SB 1383 COMPLIANT RENEWABLE GAS ACKNOWLEDGEMENT**

A minimum requirement to be considered a qualified company in response to the City's RFQ is the use of SB 1383 compliant renewable gas in all trucks operating in the City of El Segundo. Renewable gas is defined as gas derived from organic waste that has been diverted from a landfill and processed at an in-vessel digestion facility that is permitted or otherwise authorized by Title 14 to recover organic waste [see 14 CCR Section 18982(a)(62)].

This form is an acknowledgment that your company will be in compliance with this component of the regulation.


I hereby acknowledge that EDCO Disposal Corporation will have the ability to only operate trucks that utilize SB 1383-compliant fuel, for services under El Segundo RFQ #23-06, within one year of execution of a non-exclusive franchise agreement with El Segundo.

Company Name

**POSSESSION OF FRANCHISE AGREEMENTS ACKNOWLEDGEMENT**

I hereby further acknowledge that EDCO Disposal Corporation possesses franchise agreements for at least three California jurisdictions for waste services, or municipal service agency or district, with no enforcement actions within the past five years.  
Company Name

The City reserves the right to ask for documentation regarding these minimum requirements.

  
Signature

Steve South, President and Chief Executive Officer  
Printed Name & Title

12/22/2023  
Date

---

*Haul-Away Rubbish Service Co., Inc.*

**Statement of Qualifications  
For  
City of El Segundo**

**Haul Away Rubbish Service Co Inc  
1205 Date St  
Montebello, CA 90640**

**Family Owned and Operated  
Established 1949**

**Programs**

- Trash Collection**
- Mixed Trash Processing**
- Single Stream/Co-Mingled Recyclables**
- Food Waste/Organics**
- Source Separated – Cardboard, Glass, Aluminum, Paper, Plastics**

*m - m Bel. Jr.*

Morris M. Beliakoff, Jr.  
President/CEO



# Request for Qualifications for Commercial Solid Waste Collection, Recycling, and Disposal Services for the City of El Segundo

## **RFQ #23-06**

Release Date: November 21, 2023

Notice is hereby given that the City of El Segundo Public Works Department is soliciting statements of qualification (SOQ) from waste management companies interested in submitting a proposal for a non-exclusive franchise agreement for the collection, recycling, and disposal of commercial waste generated in the City.

Three (3) hard copies and one (1) electronic copy of the sealed SOQ must be received by the City Clerk by: **11:00 a.m. PST, December 15, 2023.**

City of El Segundo  
City Clerk's Office  
350 Main Street  
El Segundo, CA 90245

**Late submittals will not be accepted.**

Interested parties may obtain a copy of this RFQ by accessing the City of El Segundo website:  
<https://www.elsegundo.org/government/departments/city-clerk/bid-rfp>

Any and all updates, addenda, questions and answers and changes to this RFQ will be distributed only to those companies who register with the City by December 1, 2023. The city will not be held responsible or liable if interested bidders or proposals miss any information relevant to this RFQ.

## 1. INSTRUCTIONS

### 1. OBJECTIVE

The City of El Segundo, California (City) is soliciting statements of qualification (SOQ) from waste management companies interested in submitting a proposal for a non-exclusive franchise agreement for the collection, recycling, and disposal of commercial waste generated in the City (“commercial waste management services”). For the purpose of this RFQ, “commercial waste management services” includes industrial, retail, multifamily properties, and schools. The effective date of the new non-exclusive franchise agreement(s) is anticipated to be June 12, 2024.

This request for qualifications (RFQ) is the first step in a four-step process leading to the selection of one or more non-exclusive franchisees to provide commercial waste management services in the City:

- Step 1: Interested companies submit statements of qualification to the City.
- Step 2: The City evaluates the submittals and develops a list of qualified companies.
- Step 3: The qualified companies are invited to submit formal proposals with service rates.
- Step 4: The City evaluates the applications in relation to the stated criteria and selects the company or companies to be awarded a non-exclusive franchise agreement.

The City is interested in receiving SOQs from companies with a documented history of successfully providing high-quality waste management services to municipalities, and the demonstrated ability to achieve high levels of waste diversion, ensuring compliance with current regulations (e.g., AB 341 and SB 1383). The City encourages companies responding to this RFQ to discuss how they plan to minimize the environmental impact of their operations through efficient route planning and the use of waste recycling, diversion and disposal facilities that will result in the significant net reductions in greenhouse gas emissions from collection, transportation, and facility processing.

### 2. BACKGROUND

The City of El Segundo was incorporated in 1917 and is about 5.5 square miles in size. It is home to 17,000 people and is known as a major aeronautical and industrial business center, home to the Los Angeles Air Force Base, Chevron Oil Refinery, Mattel, Los Angeles Times, and other major businesses.

El Segundo maintains a blend of residential and commercial land uses. Residential and municipal waste management services are currently provided by EDCO Disposal (EDCO) pursuant to an exclusive franchise agreement with the City. Commercial waste management services are currently provided through a permit system by multiple permitted haulers.

On June 12, 2019, the City mailed a copy of the “5-year Notice of Intent to Franchise Commercial Haulers Affidavit” to all permitted haulers in the City, pursuant to Public Resources Code § 49520.

**3. CURRENT DATA**

The existing permitted haulers have reported the total of approximately 610 commercial accounts and approximately 440 multi-family accounts. There are approximately 310 multi-family accounts on a 3-bin system, 65 on a 2-bin system and 65 on a 1-bin system. There are approximately 310 commercial accounts on a 3-bin system, 110 on a 2-bin system and 190 on a 1-bin system. Additionally, there was approximately 24,000 tons of waste hauled from commercial and multi-family facilities of the City during 2022.

Companies responding to this RFQ are advised to independently verify the actual service conditions in the City including, but not limited to, the topography, street conditions, concentration and density of residential and commercial service locations, and accessibility of service locations.

**4. SCHEDULE (ESTIMATED)**

Release of this RFQ .....	Nov. 21, 2023
Deadline for submittal of questions to the RFQ .....	Dec. 1, 2023
City responses to questions to the RFQ .....	Dec. 8, 2023
Statements of qualifications due .....	Dec. 15, 2023, 11:00 a.m.
Notice inviting qualified applicants .....	Jan. 15, 2024
City releases Request for Proposal (RFP).....	Jan. 15, 2024
Deadline for submittal of questions to the RFP .....	Feb. 1, 2024
City response to questions to the RFP .....	Feb. 8, 2024
Proposals in response to RFP due.....	Feb. 15, 2024
City staff recommendations to City Council .....	Mar. 2024
City Council award of non-exclusive franchise agreements.....	Mar. 2024
Franchisee transition period .....	April 1 – May 30, 2024
Non-Exclusive Franchise service begins .....	June 12, 2024

**5. COMPONENTS OF THIS RFQ**

This RFQ includes four documents. Companies responding to this RFQ are advised to thoroughly review all documents.

- 1. These instructions
- 2. Company information form
- 3. Commercial Waste Collection and Recycling Service Plan
- 4. Certification Statement

**6. QUALIFICATION CRITERIA**

The following are minimum criteria to be considered a qualified company:

- a. If the company desires to be considered for a commercial non-exclusive franchise agreement in El Segundo, it must be currently providing waste collection, recycling, and disposal services relatively similar to those described in the commercial service plan in at least three California jurisdictions pursuant to an exclusive or non-exclusive franchise agreement. These franchise agreements must have been awarded by a California city, county, regional agency that provides waste services, or municipal service agency or district.
- b. Operate only with trucks that utilize SB 1383-compliant fuel.
- c. Be in good standing with all active franchise agreements with no enforcement actions within the last five years.

#### **7. REASONS FOR DISQUALIFICATION**

Companies responding to the RFQ may be automatically disqualified from further consideration for the following reasons:

- a. Including materially false, misleading, or inaccurate information or statements in their submittals to the City.
- b. Deviating materially from the communication protocol specified in these instructions.
- c. Failing to execute, without modification, the Certification Statement that is included as part 5 of this RFQ.
- d. Failing to complete and submit all required documents or to provide additional information requested by the City.

#### **8. REGISTRATION WITH THE CITY**

Companies intending to respond to this RFQ **must register their intention by sending an email to Erica Miramontes, by December 1, 2023.** The company's email to Erica Miramontes should include:

- a. The name of the company that will be submitting the statement of qualifications.
- b. The name, telephone number, and email address of the primary contact person.
- c. A statement that the company intends to submit a statement of qualifications in response to the City's RFQ.

Responses to questions and addendums to the RFQ will only be sent to those companies that register with the City prior to the deadline.

#### **9. COMMUNICATION PROTOCOL**

All questions and comments related to this RFQ must be submitted in writing or via email by December 1, 2023 to:

Erica Miramontes  
City of El Segundo  
Public Works Department  
350 Main Street  
El Segundo, CA 90245  
Email: [emiramontes@elsegundo.org](mailto:emiramontes@elsegundo.org)

The City staff will not respond to questions or requests for clarification received orally or via telephone, and the City will not be responsible for any oral exchanges or other information or exchanges regarding this RFQ that occur between parties.

Written responses to all questions received prior to the submittal deadline will be prepared and distributed on December 8, 2023 to all companies that register with the City as being interested in responding to this RFQ. Companies are advised to not rely on responses to their questions or clarifications of the requirements of this RFQ from sources other than the written responses received from Erica Miramontes. The contracts for services will be the final and sole understanding between the City and the contractor(s).

## 10. SUBMITTAL INSTRUCTIONS

### 10.1 General

The City is interested in receiving SOQs that primarily contain quantitative as well as qualitative information. Companies are encouraged to refrain from submitting superfluous information and marketing brochures, and to focus on responding to the specific information requested by the City and demonstrating their ability to provide the services requested.

### 10.2 Due date for submittals

All components of a company's SOQ must be received by the City in a sealed envelope by **11:00 a.m. PST on December 15, 2023**. Submittals received after this time and date will not be considered.

### 10.3 Address for submittals

A company's SOQ must be mailed or delivered to:

City Clerk  
City of El Segundo  
350 Main Street  
El Segundo, CA 90245

### 10.4 Number of copies

**Three** (3) bound copies and **one** (1) flash drive (emails not accepted) of all components of a company's SOQ are required. All copies should be printed on paper with at least 50% recycled

fiber content. Electronic copies must be in searchable PDF or Microsoft Word format as a single document.

10.5 Ownership and Control of SOQs

Responses to this RFQ will become the exclusive property of the City of El Segundo. All documents submitted in response to this RFQ will be public records and subject to disclosure.

10.6 Contents of the SOQs

If a company fails to provide any of the information requested by the City, the company's SOQ may be deemed incomplete and the company may be disqualified from consideration for a franchise.

a. Cover Letter

The cover letter should be no longer than two pages and must be signed by an officer or official with the authority to make binding commitments on behalf of the company. The title of the individual signing the cover letter must be specified. If a company is a subsidiary, it shall clearly identify the parent company and shall include the parent company's signature on the cover letter and Certification Statement.

b. Company Information Form

All sections must be completed.

Some sections of the form require that additional information or clarifications be provided. This document is distributed as an MS Word file so companies can add the requested information directly in the text boxes in the document. The text boxes can be expanded to accommodate the requested information.

Companies should not attach general marketing brochures, press materials or clippings about their companies or facilities, or include any audio or video materials or live hyperlinks to such materials.

c. Certification Statement

The statement, as prepared by the City, must be signed by an officer of the company with the authority to make binding commitments on behalf of the company. The City may require companies to provide additional information to:

- i. Clarify any of the facts, statements, or calculations in their SOQs.
- ii. Further explain or elaborate upon the litigation or investigations in which the company, its parent, or any of its subsidiaries is a party.

- iii. Provide more details on any instances in which the company, its parent, or any of its subsidiaries were found to not be in compliance with any permit, license, or franchise terms and conditions.

## **11. EVALUATION**

All statements of qualification received by the submittal deadline will first be evaluated by the City and/or its representatives for completeness and those determined to be complete will be evaluated in relation to the qualification criteria specified in these instructions. The City staff and/or its representatives may contact representatives at other agencies where the companies are currently or have previously provided waste collection and recycling services. City staff and/or its representatives shall be responsible for making the determination of the companies that qualify as eligible bidders.

## **12. NOTIFICATION**

All companies that submitted a statement of qualifications by the deadline will be notified in writing by the date specified in Section 4 of these instructions of the results of the City's evaluation of their qualifications. Companies judged to be qualified will be invited to submit a proposal and cost forms for a non-exclusive commercial franchise agreement.

## 2. COMPANY INFORMATION FORM

### A. Company Information

1. Company name: **Haul-Away Rubbish Service Co., Inc.**
2. DBA: **N/A**
3. Corporate or other parent: **N/A**
4. Physical location of primary office in Los Angeles County  
Street: **1205 Date Street**  
City: **Montebello** State: **CA** Zip code: **90640**
5. Company type:  
 Corporation State in which company is incorporated **California**  
 LLC  
 Partnership  
 ESOP  
 Sole proprietorship  
 Other:
6. Years in business: **74 years**

### B. Contact Person

7. Contact name: **Nick Korneff** Telephone: **(323) 721-0371**  
Title: **Manager** Email address: **Nick@haulawayrubbish.com**
8. Contact mailing address:  
Street: **1205 Date Street**  
City: **Montebello** State: **CA** Zip code: **90640**
9. Company official with the authority to bind and make commitments on behalf of the company (include parent company if applicable)  
Names: **Morris M. Beliakoff, Jr.** Titles: **President/CEO**

### C. Company Ownership

10. Are shares in the company publicly traded?  Yes  No If "Yes", skip to Section D.  
If "No", complete the remainder of this section.

11. List the names and addresses of the ten largest shareholders or partners and those with a 10% or greater ownership interest in the company:

Name	Address	Ownership Share
11.1 Morris M. Beliakoff, Jr.	1205 Date St., Montebello, CA 90640	33.34 %
11.2 David M. Beliakoff	1205 Date St., Montebello, CA 90640	33.33 %
11.3 John M. Beliakoff	1205 Date St., Montebello, CA 90640	33.33 %
11.4.		%
11.5.		%
11.6		%
11.7		%
11.8		%
11.9		%
11.10		%

12. List the company officers and directors (including parent company if applicable)

Name	Title/Position
Morris M. Beliakoff, Jr.	Chief Executive Officer
David M. Beliakoff	Chief Financial Officer
John Beliakoff	Secretary

**D. Franchise Experience**

13. To be qualified, your company must have at least three commercial franchises in California. List the details of applicable franchises in California for which your company is currently providing waste collection and recycling services. List franchises in Los Angeles County first. If the franchise covers a zone or district within the jurisdiction, enter the name of the zone or district in "Area Served". If the franchise covers the entire jurisdiction, enter the name of the jurisdiction in "Area Served."

Commercial
Please confirm the Company has at least three commercial franchises within California:
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Quantity of vehicles owned by the Company: <b>25</b> Type of fuel used in vehicles: <b>CNG, Diesel</b>

Jurisdiction	Franchise Type	Services Provided
<p style="text-align: center;"><b>Montebello</b> Area Served</p> <p style="text-align: center;">Year franchise awarded <b>1960 to present</b></p> <p style="text-align: center;">Waste &amp; materials collected in 2022 <b>12,539.87 tons</b></p> <p style="text-align: center;">Contact Person <b>Nick Korneff</b> Telephone # <b>(323) 721-0371</b></p>	<p style="text-align: center;">Select</p> <p style="text-align: center;">Number of residential customers <b>0</b></p> <p style="text-align: center;">Number of commercial customers <b>251</b></p> <p style="text-align: center;">Percent of waste &amp; materials collected in 2022 that was diverted from disposal <b>69.25 %</b></p>	<p style="text-align: center;"><i>check all that apply</i></p> <ul style="list-style-type: none"> <li><input checked="" type="checkbox"/> Waste collection</li> <li><input checked="" type="checkbox"/> Mixed waste recycling</li> <li><input checked="" type="checkbox"/> Source separation recycling</li> <li><input type="checkbox"/> Mixed organics recycling</li> <li><input checked="" type="checkbox"/> Food waste recycling</li> <li><input checked="" type="checkbox"/> Green waste recycling</li> <li><input checked="" type="checkbox"/> C&amp;D debris recycling</li> <li><input checked="" type="checkbox"/> Bulky item collection</li> </ul>
<p style="text-align: center;"><b>Bell Gardens</b> Area Served</p> <p style="text-align: center;">Year franchise awarded <b>1959 to present</b></p> <p style="text-align: center;">Waste &amp; materials collected in 2022 <b>5,470.36 tons</b></p> <p style="text-align: center;">Contact Person <b>Nick Korneff</b> Telephone # <b>(323) 721-0371</b></p>	<p style="text-align: center;">Select</p> <p style="text-align: center;">Number of residential customers <b>0</b></p> <p style="text-align: center;">Number of commercial customers <b>223</b></p> <p style="text-align: center;">Percent of waste &amp; materials collected in 2022 that was diverted from disposal <b>51.74 %</b></p>	<p style="text-align: center;"><i>check all that apply</i></p> <ul style="list-style-type: none"> <li><input checked="" type="checkbox"/> Waste collection</li> <li><input checked="" type="checkbox"/> Mixed waste recycling</li> <li><input checked="" type="checkbox"/> Source separation recycling</li> <li><input type="checkbox"/> Mixed organics recycling</li> <li><input checked="" type="checkbox"/> Food waste recycling</li> <li><input checked="" type="checkbox"/> Green waste recycling</li> <li><input checked="" type="checkbox"/> C&amp;D debris recycling</li> <li><input checked="" type="checkbox"/> Bulky item collection</li> </ul>

<p>Jurisdiction <b>Long Beach</b> Area</p> <p>Year franchise awarded <b>1975 to present</b></p> <p>Waste &amp; materials collected in 2022 <b>5,611.14</b> tons</p> <p>Contact Person <b>Nick Korneff</b> Telephone # <b>(323) 721-0371</b></p>	<p>Franchise Type Select</p> <p>Number of residential customers <b>0</b></p> <p>Number of commercial customers <b>76</b></p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal <b>41 %</b></p>	<p>Services Provided <i>check all that apply</i></p> <p><input checked="" type="checkbox"/> Waste collection</p> <p><input checked="" type="checkbox"/> Mixed waste recycling</p> <p><input checked="" type="checkbox"/> Source separation recycling</p> <p><input type="checkbox"/> Mixed organics recycling</p> <p><input checked="" type="checkbox"/> Food waste recycling</p> <p><input checked="" type="checkbox"/> Green waste recycling</p> <p><input checked="" type="checkbox"/> C&amp;D debris recycling</p> <p><input checked="" type="checkbox"/> Bulky item collection</p>
<p>Jurisdiction <b>Commerce</b> Area Served</p> <p>Year franchise awarded <b>1958 to present</b></p> <p>Waste &amp; materials collected in 2022 <b>8,298.22</b> tons</p> <p>Contact Person <b>Nick Korneff</b> Telephone # <b>(323) 721-0371</b></p>	<p>Franchise Type Select</p> <p>Number of residential customers <b>0</b></p> <p>Number of commercial customers <b>162</b></p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal <b>40 %</b></p>	<p>Services Provided <i>check all that apply</i></p> <p><input checked="" type="checkbox"/> Waste collection</p> <p><input checked="" type="checkbox"/> Mixed waste recycling</p> <p><input checked="" type="checkbox"/> Source separation recycling</p> <p><input type="checkbox"/> Mixed organics recycling</p> <p><input checked="" type="checkbox"/> Food waste recycling</p> <p><input checked="" type="checkbox"/> Green waste recycling</p> <p><input checked="" type="checkbox"/> C&amp;D debris recycling</p> <p><input checked="" type="checkbox"/> Bulky item collection</p>
<p>Jurisdiction</p> <p>Area Served</p> <p>Year franchise awarded</p> <p>Waste &amp; materials collected in 2022 tons</p> <p>Contact Person</p> <p>Telephone #</p>	<p>Franchise Type Select</p> <p>Number of residential customers</p> <p>Number of commercial customers</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal %</p>	<p>Services Provided <i>check all that apply</i></p> <p><input type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input type="checkbox"/> Source separation recycling</p> <p><input type="checkbox"/> Mixed organics recycling</p> <p><input type="checkbox"/> Food waste recycling</p> <p><input type="checkbox"/> Green waste recycling</p> <p><input type="checkbox"/> C&amp;D debris recycling</p> <p><input type="checkbox"/> Bulky item collection</p>

<p>Jurisdiction</p> <p>Area Served</p> <p>Year franchise awarded</p> <p>Waste &amp; materials collected in 2022 tons</p> <p>Contact Person</p> <p>Telephone #</p>	<p>Franchise Type Select</p> <p>Number of residential customers</p> <p>Number of commercial customers</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal</p> <p>%</p>	<p>Services Provided <i>check all that apply</i></p> <p><input type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input type="checkbox"/> Source separation recycling</p> <p><input type="checkbox"/> Mixed organics recycling</p> <p><input type="checkbox"/> Food waste recycling</p> <p><input type="checkbox"/> Green waste recycling</p> <p><input type="checkbox"/> C&amp;D debris recycling</p> <p><input type="checkbox"/> Bulky item collection</p>
<p>Jurisdiction</p> <p>Area Served</p> <p>Year franchise awarded</p> <p>Waste &amp; materials collected in 2022 tons</p> <p>Contact Person</p> <p>Telephone #</p>	<p>Franchise Type Select</p> <p>Number of residential customers</p> <p>Number of commercial customers</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal</p> <p>%</p>	<p>Services Provided <i>check all that apply</i></p> <p><input type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input type="checkbox"/> Source separation recycling</p> <p><input type="checkbox"/> Mixed organics recycling</p> <p><input type="checkbox"/> Food waste recycling</p> <p><input type="checkbox"/> Green waste recycling</p> <p><input type="checkbox"/> C&amp;D debris recycling</p> <p><input type="checkbox"/> Bulky item collection</p>
<p>Jurisdiction</p> <p>Area Served</p> <p>Year franchise awarded</p> <p>Waste &amp; materials collected in 2022 tons</p> <p>Contact Person</p> <p>Telephone #</p>	<p>Franchise Type Select</p> <p>Number of residential customers</p> <p>Number of commercial customers</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal</p> <p>%</p>	<p>Services Provided <i>check all that apply</i></p> <p><input type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input type="checkbox"/> Source separation recycling</p> <p><input type="checkbox"/> Mixed organics recycling</p> <p><input type="checkbox"/> Food waste recycling</p> <p><input type="checkbox"/> Green waste recycling</p> <p><input type="checkbox"/> C&amp;D debris recycling</p> <p><input type="checkbox"/> Bulky item collection</p>

**E. Litigation History**

14. Provide details on any litigation filed within the past ten years between your company, parent company, or subsidiaries and a California public agency that related to a contract, permit, or franchise for solid waste services. If you need additional space, please use the format below and submit an attachment to your proposal.

14.1 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

14.2 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

14.3 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

14.4 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

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14.5	Agency	Date Filed	Status Select
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Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

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14.6	Agency	Date Filed	Status Select
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Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

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14.7	Agency	Date Filed	Status Select
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Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

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14.8	Agency	Date Filed	Status Select
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Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

F. Compliance History

15. In the past five years, has the company, its parent, or its subsidiaries been fined, penalized, or been assessed liquidated damages by any state or local California agency for violation of any laws, regulations, or contract terms related to the collection, recycling, or disposal of solid waste? If you need additional space, please use the same format as below and attach such to your proposal.

Yes     No    If "Yes", provide details

15.1	Agency	Date	Amount \$
	Issue		

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

15.2	Agency	Date	Amount \$
	Issue		

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

15.3	Agency	Date	Amount \$
	Issue		

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*



16.1 Agency Date Amount \$  
 Issue

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

16.2 Agency Date Amount \$  
 Issue

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

16.3 Agency Date Amount \$  
 Issue

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

16.4 Agency Date Amount \$  
 Issue

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or*

remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.

16.5 Agency	Date	Amount \$
Issue		

In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.

16.6 Agency	Date	Amount \$
Issue		

In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.

17. Is the company, its parent, or any of its subsidiaries currently the subject of any litigation or investigations by a law enforcement or public agency related to the waste collection, recycling, or disposal activities of the company, its parent, or any of its subsidiaries in California? If you need additional space, create a new page using the format below and attach it to your proposal.

Yes     No    If "Yes", provide details

17.1 Agency	Date filed or initiated	Status Select
Issue		

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

---

17.2 Agency	Date filed or initiated	Status Select
Issue		

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

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17.3 Agency	Date filed or initiated	Status Select
Issue		

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

---

17.4 Agency	Date filed or initiated	Status Select
Issue		

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

17.5 Agency Date filed or initiated Status Select

Issue

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

---

17.6 Agency Date filed or initiated Status Select

Issue

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

*Note:* The City may require companies to provide more details on any of these issues

### 3. COMMERCIAL WASTE COLLECTION AND RECYCLING SERVICE PLAN

The City of El Segundo will be awarding one or more non-exclusive franchise agreements for the collection, recycling, and disposal of waste from commercial, industrial, and multi-family properties in the City. The term of this franchise is anticipated to be from June 12, 2024 to no later than June 12, 2031 (7 years). This document describes the services that the successful franchise(s) will be required to provide to customers in the City. Companies submitting a statement of qualifications for a non-exclusive franchise agreement are advised to read this document carefully as they must certify that their company has the experience, skill, and resources to successfully provide these services.

Additional details of the services to be provided will be included in the draft franchise agreement upon the release of the request for proposal (RFP).

1. Weekly Collection, Recycling, and Disposal Services
  - 1.1 Provide regular collection of refuse, recyclable, and mixed organic materials. There are approximately 610 commercial accounts and approximately 440 multi-family accounts being currently serviced in the City by permitted haulers. If franchisee is to co-collect Solid Waste and Recyclables (Mixed Waste), a High Diversion Organic Waste Processing Facility (HDOWPF) must be used and specified in the Agreement. Frequency of collection shall be determined by the service needs of each customer, but shall occur at least once per week.
  - 1.2 Divert from disposal at least 50% of the refuse and materials collected through approved CalRecycle diversion methods. At least 65% of construction and demolition debris collected must be diverted from disposal. The minimum diversion requirements may change during the term of the franchise agreement if so required by California law; in such case, the franchisee must take all steps necessary to comply with such requirements.
  - 1.3 Dispose of non-recyclable waste in a fully-permitted disposal facility.
  - 1.4 Containers:
    - 1.4.1 Provide each customer with an appropriately-sized cart, bin, or roll-off.
    - 1.4.2 Bins may be new or used, of welded steel construction, with wheels and covers.
    - 1.4.3 Customers that cannot accommodate a bin are to be provided with lidded wheeled carts of adequate size and construction. All carts provided to customers for refuse, recycling, and mixed organic service shall be new.
    - 1.4.4 Roll-offs to be clean and in good repair.
    - 1.4.5 All container labels shall be SB 1383-compliant and marked with the name and customer service telephone number of the franchisee and shall advise the customer to not dispose of hazardous materials or universal waste. A telephone number for information on the proper disposal of these items shall be included. The label shall

also indicate that the customer should contact the franchisee for repair or replacement of damaged containers.

- 1.4.6 All bins and roll-offs shall include a sticker or label with a safety warning.
- 1.4.7 Maintenance and Repair, and Exchange of Containers: All customer containers shall be maintained in good condition and must be kept clear of graffiti. Broken or damaged carts and bins shall be repaired or replaced by the franchisee at no charge to the customer or City. Bins, particularly those used for the collection of food waste, shall be cleaned as needed to eliminate odors and discourage vermin infestation.

1.5 Provide as-needed service for customer-owned compactors.

1.6 Provide roll-out service for a fee to customers that request this service.

1.7 Provide all customers with recycling services and organic materials (landscaping debris and trimmings, non-hazardous wood waste, and food waste) diversion services.

## 2. Temporary Services

2.1 Provide appropriately-sized bins and roll-offs for the temporary collection of refuse, recyclable materials, and construction and demolition debris to customers who order such service. Customers for temporary service are to be offered a variety of bin and roll-off sizes, and containers for the collection of mixed and source separated materials.

2.2 At least 65% of the construction and demolition debris collected from customers provided with temporary service must be diverted from disposal.

## 3. Vehicles and Collection Routes

All vehicles used to service customers are to be 2017 models or newer and in full compliance with all local, regional, and state regulations, including SCAQMD Rule 1193. All vehicles shall be kept clean, painted, free of graffiti, and in good repair. Additionally, all vehicles shall operate on SB 1383 compliant renewable gas.

Collection routes are to be dedicated to the City and designed to minimize total vehicle-miles required to service customers and transport collected refuse and materials from the City to processing and disposal facilities.

## 4. Billing of Customers and Payment for Services

The franchisee(s) will be responsible for billing customers for services provided. Franchise and other fees levied by the City, if any, are to be included in the amounts charged to customers and remitted to the City upon receipt by the franchisee(s).

## 5. Service Rates

The franchisees will be responsible for determining the rates charged to their customers. However, the City will set ceilings for rates based on the franchisees' proposals.

Rates may be adjusted once annually by the average annual change in the consumer price index for all urban consumers as calculated by the U.S. Department of Labor, Bureau of Labor Statistics, for the Los Angeles-Long Beach-Anaheim area.

6. Franchisee Service Contracts with Customers

The term of any service contracts between a franchisee and its customers shall not extend beyond the term of the franchisee's non-exclusive franchise agreement with the City.

Franchisees shall not include any automatic renewals or extensions, such as "evergreen" clauses, in the service contracts with its customers.

Each customer shall be provided with the option of terminating its services with a franchisee upon 30 days' notice provided that the customer is not delinquent in paying for services received from the franchisee.

7. Customer Service and Support

Provide the personnel, equipment, and systems necessary to receive and respond to customer requests for extra services, changes to service, bulky item collection, billing questions, and equipment repair or exchange. The standard time for responding to and resolving customer calls shall be 24 hours or the next business day, whichever is sooner. There must be adequate customer service staff fluent in English and Spanish.

8. Customer Education and Outreach

Provide all new customers with information on the services provided, collection schedules, proper handling of hazardous and universal waste, the importance of recycling and waste diversion, and the procedures for separating and handling recyclable materials and organics. The franchisee will also be required to provide on-going customer education on these topics through quarterly newsletters to customers. Printed materials must be available in English and Spanish.

The franchisee(s) will be responsible for providing customers with the information required to support compliance with AB 341, AB 1826, and SB 1383, including providing the City with the information required to meet the respective reporting requirements.

9. Litter Control

Collect and transport refuse and materials so as to avoid the creation of litter or spills on City streets, driveways, and private property. Drivers will be responsible for cleaning up spills and litter created when servicing a customer cart or bin.

10. Reporting

Monthly reports shall be submitted to the City with information on the quantities of waste and materials collected, recycled, and disposed, and the number of customers served. The reports must also indicate the quantities of materials transported to and processed at all facilities used during the month. Information on facility usage submitted to the City must be consistent with the information submitted by the franchisee to the facility operators and the Disposal Reporting System.

The City shall specify the form of the reports and the method by which reports are to be submitted. The percent of waste diverted from disposal shall be calculated and reported monthly. If the franchisee uses material recovery or recycling facilities that receive waste and materials from more than one source, the waste diversion rate reported to the City shall be based on the actual characteristics of the waste or materials from the City delivered to those facilities.

The waste diversion rate reported to the City must be based on the quantities of waste and materials collected in the City each month that are diverted from disposal. Diverted materials from other jurisdictions shall not be included in the calculation of the franchisee's waste diversion rate reported to the City.

11. SB 1383 Compliance

Franchisee shall perform and/or assist the City with services in compliance with CalRecycle requirements under SB 1383 including, without limitation: contamination monitoring, route reviews and inspections (Section 18984.5), food recovery assistance, which may include inspections (Section 18991), waiver assistance (Section 18984.11), organic waste recovery education and outreach (Section 18995.1), and all recordkeeping and reporting requirements.

12. Recovered Organic Waste Product (ROWP) Procurement

Franchisee shall provide the City with ROWP for the City to meet its procurement target.

13. Audits and Inspections

The City shall have the right to audit a franchisee's books and records related to the services provided pursuant to the franchise.

14. Insurance

Franchisees shall obtain and keep in effect, the following insurance policies and limits:

Comprehensive general liability .....	\$10 million
Automobile liability.....	\$10 million
Worker's Compensation Liability .....	Limits required by the State of California
Pollution Liability Insurance.....	\$2 million per occurrence
	\$4 million aggregate

#### 4. CERTIFICATION STATEMENT

~~Haul-Away~~ Rubbish Service Co., Inc. ("The Company") has submitted a statement of qualifications (SOQ) to the City of El Segundo for a waste collection and recycling non-exclusive franchise agreement. The individual signing below certifies on behalf of the Company, that:

1. The Company has reviewed the actual service conditions and requirements in the City, read and understands the service plans provided by the City, and based on its independent judgment, it has the skills, resources, and experience required to successfully provide the services described in the Commercial Waste Collection and Recycling Service Plan.
2. The SOQ and related documents submitted to the City do not contain any false, misleading, or inaccurate information, statements, or facts.
3. When preparing its SOQ, the Company has not colluded with any other companies that, to the best of its knowledge, intended to submit an SOQ to the City.
4. The Company will adhere to the communication protocols specified in the instructions to the Request for Qualifications.
5. The City of El Segundo staff and/or its representatives may contact representatives of the cities and counties where our company provides services, for the purpose of obtaining information on our performance and experience.
6. The City of El Segundo staff and/or its representatives may inspect our facilities at a time that is mutually convenient.
7. If awarded a non-exclusive franchise agreement, the company will meet and maintain the waste diversion requirements specified in the City's service plans.
8. The Company acknowledges that the City of El Segundo is the sole arbiter of our qualifications for a waste collection and recycling non-exclusive franchise agreement. The City reserves the right to waive irregularities in qualification statements or to reject all statements and reissue the RFQ.

I certify and declare under penalty of perjury, that the foregoing is true and correct.

<u>M. M. Beliakoff, Jr.</u>	<u>December 12, 2023</u>
Signature of corporate officer or official	Date
<u>Morris M. Beliakoff, Jr.</u>	<u>President/CEO</u>
Printed name	Title
_____	_____
Signature of corporate officer or official of parent company if applicable	Date
_____	_____
Printed name	Title



December 1, 2023

**ADDENDUM NO. 1**  
to  
**REQUEST FOR QUALIFICATIONS**  
For  
**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING AND DISPOSAL**  
**SERVICES FOR THE CITY OF EL SEGUNDO**  
**(RFQ #23-06)**

**ATTENTION RESPONDENTS:**

The following additions, modifications, and clarifications to the specifications shall be included in, and become a part of, any contract which may be executed for the above project in the City of El Segundo:

1. **The statements of qualifications (SOQ) due date and time remains Friday, December 15, 2023 at 11:00 a.m.**
2. The due date for mandatory registration with the City has been changed to Thursday, December 7, 2023.
3. The deadline for the submittal of questions has been changed to Thursday, December 7, 2023. The date for all questions and answers to be distributed to all companies that register with the City remains Friday, December 8, 2023.
4. A revised version of the tentative schedule accompanies this Addendum.

As evidence that the RESPONDENT has read this Addendum, the RESPONDENT must acknowledge same in the space provided below and **submit this completed Addendum page with the Statement of Qualifications (SOQ)**. Failure to provide such acknowledgement shall render the SOQ as non-responsive and subject to rejection.

Signature: *m m Bel. A G* Date: 12/12/2023

Print Company Name: Haul Away Rubbish Service Co Inc

**3. CURRENT DATA**

The existing permitted haulers have reported the total of approximately 610 commercial accounts and approximately 440 multi-family accounts. There are approximately 310 multi-family accounts on a 3-bin system, 65 on a 2-bin system and 65 on a 1-bin system. There are approximately 310 commercial accounts on a 3-bin system, 110 on a 2-bin system and 190 on a 1-bin system. Additionally, there was approximately 24,000 tons of waste hauled from commercial and multi-family facilities of the City during 2022.

Companies responding to this RFQ are advised to independently verify the actual service conditions in the City including, but not limited to, the topography, street conditions, concentration and density of residential and commercial service locations, and accessibility of service locations.

**4. SCHEDULE (ESTIMATED) – REVISED 12/1/2023**

Release of this RFQ .....	Nov. 21, 2023
Deadline to register with the City .....	Dec. 7, 2023
Deadline for submittal of questions to the RFQ .....	Dec. 7, 2023
City responses to questions to the RFQ .....	Dec. 8, 2023
Statements of qualifications due .....	Dec. 15, 2023, 11:00 a.m.
Notice inviting qualified applicants .....	Jan. 15, 2024
City releases Request for Proposal (RFP).....	Jan. 15, 2024
Deadline for submittal of questions to the RFP .....	Feb. 1, 2024
City response to questions to the RFP.....	Feb. 8, 2024
Proposals in response to RFP due.....	Feb. 15, 2024
City staff recommendations to City Council .....	Mar. 2024
City Council award of non-exclusive franchise agreements.....	Mar. 2024
Franchisee transition period .....	April 1 – May 30, 2024
Non-Exclusive Franchise service begins .....	June 12, 2024

**5. COMPONENTS OF THIS RFQ**

This RFQ includes four documents. Companies responding to this RFQ are advised to thoroughly review all documents.

1. These instructions
2. Company information form
3. Commercial Waste Collection and Recycling Service Plan
4. Certification Statement

**6. QUALIFICATION CRITERIA**

The following are minimum criteria to be considered a qualified company:



CITY OF  
**EL SEGUNDO**

**ADDENDUM NO. 2**  
to  
**REQUEST FOR QUALIFICATIONS**  
For  
**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING, AND DISPOSAL**  
**SERVICES FOR THE CITY OF EL SEGUNDO**  
**(RFQ #23-06)**

**DATE:** December 11, 2023  
**TO:** All Prospective Respondents

This Addendum No. 2 provides a supplemental acknowledgement form below. The information in this Addendum has been made available to all prospective respondents who duly fulfilled the registration requirement set forth in Section 8 of Request for Qualification (“RFQ”) No. 23-06, dated November 21, 2023, and this Addendum No. 2 is incorporated into such RFQ by this reference. All other portions of Contract Documents, RFQ, and first Addendum not specifically mentioned in this Addendum No. 2 remain in full force and effect.

**SB 1383 COMPLIANT RENEWABLE GAS ACKNOWLEDGEMENT**

A minimum requirement to be considered a qualified company in response to the City’s RFQ is the use of SB 1383 compliant renewable gas in all trucks operating in the City of El Segundo. Renewable gas is defined as gas derived from organic waste that has been diverted from a landfill and processed at an in-vessel digestion facility that is permitted or otherwise authorized by Title 14 to recover organic waste [see 14 CCR Section 18982(a)(62)].

This form is an acknowledgment that your company will comply with this renewable gas fuel requirement.

I hereby acknowledge that all of Haul Away Rubbish Service Co Inc waste hauling trucks operating in El Segundo will be using SB 1383 compliant renewable gas.  
Company Name

**POSSESSION OF FRANCHISE AGREEMENTS ACKNOWLEDGEMENT**

I hereby further acknowledge that Haul Away Rubbish Service Co Inc possesses franchise agreements for at least three local California jurisdictions (i.e., city or county) for waste services, or municipal service agency or district, with no enforcement actions within the past five years.  
Company Name

The City reserves the right to ask for supporting documentation regarding these minimum requirements.

[Signature on next page]

Haul Away Rubbish Service Co Inc

Company Name

M. M. Beliakoff, Jr.

Signature

Morris M. Beliakoff, Jr. President/CEO

Printed Name & Title

12/12/2023

Date



December 14, 2023

**ADDENDUM NO. 3**  
to  
**REQUEST FOR QUALIFICATIONS**  
for  
**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING AND DISPOSAL**  
**SERVICES FOR THE CITY OF EL SEGUNDO**  
**(RFQ #23-06)**

**ATTENTION RESPONDENTS:**

The following additions, modifications, and clarifications to the specifications shall be included in, and become a part of, any contract which may be executed for the above project in the City of El Segundo:

1. The statements of qualifications (SOQ) due date and time has been changed to **Friday, December 22, 2023 at 11:00 a.m.**
2. Section 1, subsection 6.b. of the RFQ is amended to read, "Ability to operate only with trucks that utilize SB 1383-compliant fuel within one year of non-exclusive franchise agreement execution."
3. Please see this project's attached Supplement to Addendum 3 for the required acknowledgement form.

As evidence that the RESPONDENT has read this Addendum, the RESPONDENT must acknowledge same in the space provided below and **submit this completed Addendum page with the Statement of Qualifications (SOQ)**. Failure to provide such acknowledgement shall render the SOQ as non-responsive and subject to rejection.

Signature: *M. M. Belk* Date: 12/18/2023

Print Company Name: Haul Away Rubbish Service Co. Inc.



**CITY OF EL SEGUNDO**

**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING, AND DISPOSAL  
SERVICES FOR THE CITY OF EL SEGUNDO  
(RFQ #23-06)**

**ADDENDUM NO. 3 SUPPLEMENT**

**DATE:** December 14, 2023

**TO:** All Prospective Respondents

This Addendum No. 3 provides an updated supplemental acknowledgement form below. Specifically, please note that the two acknowledgements set forth below in this Addendum No. 3 supersede and replace the acknowledgments in Addendum No. 2, dated December 11, 2023, and Addendum No. 2 will have no further force or effect. Accordingly, only the acknowledgments in this Addendum No. 3 will be required.

The information in this Addendum has been made available to all prospective respondents who duly fulfilled the registration requirement set forth in Section 8 of Request for Qualification ("RFQ") No. 23-06, dated November 21, 2023, and this Addendum No. 3 is incorporated into such RFQ by this reference. All other portions of Contract Documents, RFQ, first Addendum, and second Addendum not specifically mentioned in this Addendum No. 3 remain in full force and effect.

**SB 1383 COMPLIANT RENEWABLE GAS ACKNOWLEDGEMENT**

A minimum requirement to be considered a qualified company in response to the City's RFQ is the use of SB 1383 compliant renewable gas in all trucks operating in the City of El Segundo. Renewable gas is defined as gas derived from organic waste that has been diverted from a landfill and processed at an in-vessel digestion facility that is permitted or otherwise authorized by Title 14 to recover organic waste [see 14 CCR Section 18982(a)(62)].

This form is an acknowledgment that your company will be in compliance with this component of the regulation.

I hereby acknowledge that Haul Away Rubbish Service Co. Inc. will have the ability to only operate trucks that utilize SB 1383-compliant fuel, for services under El Segundo RFQ #23-06, within one year of execution of a non-exclusive franchise agreement with El Segundo.

Company Name

**POSSESSION OF FRANCHISE AGREEMENTS ACKNOWLEDGEMENT**

I hereby further acknowledge that Haul Away Rubbish Service Co. Inc. Company Name possesses franchise agreements for at least three California jurisdictions for waste services, or municipal service agency or district, with no enforcement actions within the past five years.

The City reserves the right to ask for documentation regarding these minimum requirements.

M M Beliakoff, Jr.  
Signature

Morris M. Beliakoff, Jr. President/CEO  
Printed Name & Title

12/18/2023  
Date



Response to Request for Proposals No. 1 (2024)

Commercial Waste Hauling, Recycling, and Organic Waste Services

City of El Segundo

City of El Segundo  
City Clerk's Office  
350 Main Street  
El Segundo, CA 90245

Prepared By:  
Key Disposal and Recycling, Inc.  
5202 Industry Avenue  
Pico Rivera, CA 90660

December 15, 2023





December 22, 2023

City of El SEGUNDO

City Clerk

350 Main Street  
El Segundo, CA 90245

STATEMENT OF QUALIFICATIONS FOR  
COMMERCIAL WASTE COLLECTION AND  
RECYCLING SERVICE PLAN

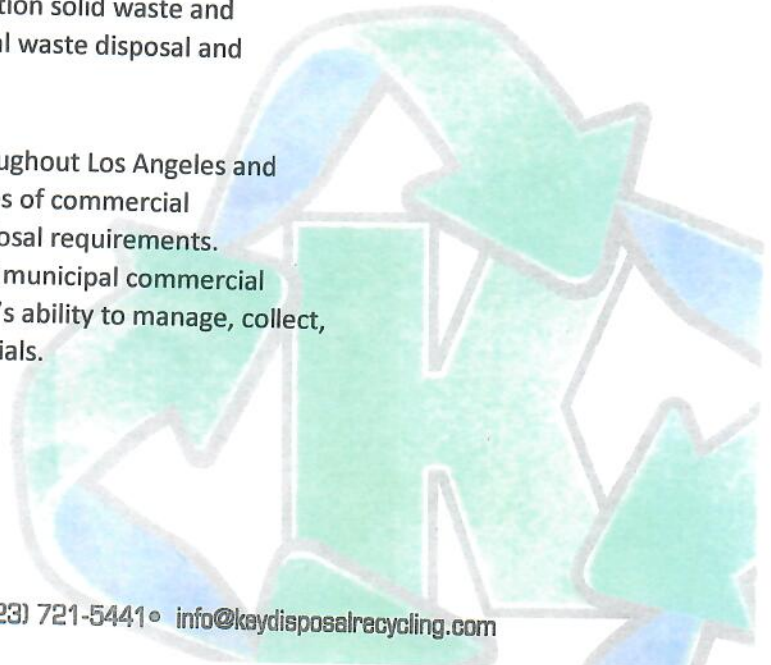
Submitted By: Key Disposal & Recycling

Key Disposal & Recycling submits the following SOQ for Non-Exclusive Commercial Waste Management collection, recycling and disposal of commercial waste generated in the City of El Segundo.

This submittal outlines how Key will minimize the environmental impacts of its collection operations by organizing route planning for its customers which is designed to best serve El Segundo businesses while reducing street collection miles. This also is coordinated with the use of specific disposal and recycling destinations which will reduce entry and exit truck miles on El Segundo streets.

Key Disposal & Recycling is a second-generation solid waste and recycling company providing only commercial waste disposal and commercial waste recycling.

Serving commercial business customers throughout Los Angeles and Orange Counties, Key serves a variety of types of commercial customers, providing their recycling and disposal requirements. For this SOQ Key has selected three different municipal commercial areas, which we serve, that demonstrate Key's ability to manage, collect, and recycle a wide variety of customer materials.





Listing commercial collection areas in the cities of Irvine, Newport Beach, and Vernon demonstrates a wide variety of commercial waste and recycling materials that cover El Segundo commercial/business needs. From organic materials, including food waste, packaged organic materials, green waste, and various retail materials, light manufacturing materials, C&D materials, Key specializes in finding recycled homes for these materials.

During Key's two generations of operations the company has only represented commercial customers, specializing in commercial material recycling, staying ahead of mandatory recycling requirements. In many cases this includes transferring material from the waste container to the recycling container, going beyond collection activities to finding new recycling avenues for a wide variety of commercial waste materials.

Thank you for your review and consideration in this matter. Key has established an enviable and coveted record in the municipalities in which we work by simply offering low competitive rates, a high level of responsive timely service, and high recycling rates which often result in customer savings.

Sincerely,

A handwritten signature in blue ink, appearing to read "John Katangian".

John Katangian

President/Owner, Key Disposal & Recycling





### **SMALL HAULER ROAD MAP FOR EV FLEET CONVERSION:**

As the motor vehicle industry transitions from fossil fuel to electric power—so too has the solid waste/recycling industry begun their transition.

This is true for large companies and smaller companies. And in some cases, it is the smaller companies that have the flexibility, resources, and owner/operator management structure to adapt quickly.

One of the smaller owner-operator companies located in Southern California is Key Disposal & Recycling. Key specializes in commercial/business waste collection and recycling with continuing challenges of finding recycling destinations for a wide variety of commercial waste products outside of regular commercial and residential waste streams.

With few spare vehicles to rotate, Key has developed an electric vehicle rotation plan to change their current diesel powered and CNG powered fleet over to an all-electric fleet, one stop at a time. In part it has to be this way as heavier model trucks, such as front and side loaders continue to be developed and refined.

For KEY electric vehicle purchases have begun for container vehicles designed to collect carts utilized for organics collection. These trucks are built on a cab/chassis platform with a GVWR range from 13,000 lbs. to 18,000 lbs., and a 1,500 Nm electric motor. The 138 Kwh battery pack option delivers a range of up to 200 miles.

Next on the transition list are service trucks which are being purchased with large van bodies that will meet Key's needs. These purchases will be followed by roll off trucks, some models of which are still in the development/construction stage. And the last purchases will be the collection trucks, both front and side loaders, which again, in the opinion of Key officials, are still in the development stage.

While the transition to electric vehicles represents significant costs, federal, state and in some cases municipal agencies are working with haulers and EV/truck manufacturers to ease the purchase burden with grants, low interest loans and long-term finance programs.

Key President John Katangian is committed to an all-electric fleet of vehicles to service his customers, protect our environment, and help the solid waste/recycling industry take the leap to electric power.



Some companies, like Key, only serve commercial accounts. As a result, all of our efforts concentrate on commercial service; lower rates, flexible collection requirements, and increased "higher use" recycling numbers. (Often companies produce small amounts of materials that many companies do not feel it is cost effective to recycle, or, contaminate the material by adding it to "lower use materials).

**On behalf of Key it is our hope that El Segundo selects our company to serve City commercial businesses and vie for a chance to become a business partner in your community.**

The Key Disposal Inc. Team is pleased to submit this proposal for the opportunity to be the exclusive solid waste and recycling collection service provider for City of El Segundo. The Key Disposal Team has the know-how, creativity and local experience to help the city achieve its goal of ZERO WASTE.

- Implementing and maintaining successful recycling programs throughout the city:

The Key Disposal Team has implemented many recycling programs throughout the City of Montebello and Vernon Area. Each one is a little bit different and has its own unique twist, but with the proper education to the tenants, each building is able have a successful program in place. A selection of these locations includes: Quiet Cannon (901 Via San Clemente, Montebello, CA) Progressive Produce Corporation (5790 Peachtree, Commerce, CA) Golden West Food Trading, Inc. (4401 Downey Road Vernon, CA)

### **Executive Summary**

John Katangian, CEO/President of Key Disposal, Inc. has been servicing the City of Commerce for 50 years and has in depth knowledge about the area and the customers. The City of Commerce area is unique in that it has a high density of Class A office buildings. These customers require a high level of customer service which Key Disposal is accustomed to providing.

More specifically, we at Key Disposal have discussed at length our plans for customer service, outreach and education as we believe this is paramount to the success of the recycling efforts at each location. Our diversion plan does not rely solely on the efforts of a Materials Recovery Facility, but also on the front-end efforts of our customers and this can only be accomplished by reaching out to each customer individually and implementing a recycling program that best suits their needs. Our recycling program targets all paper, cardboard, aluminum, plastic and glass



beverage containers, plastic food containers if they are rinsed free of food, as well as organics. Putting a recycle container outside of a building does not mean a successful recycling

program is happening inside the building. We understand that at Key Disposal and plan to make every effort to educate each and every building on recycling and help them implement the most effective recycling program for their location to help towards the diversion goals of the city. This includes hosting recycling meetings for tenants, speaking with janitorial staff, deciding on the best type of recycling containers for the tenants or occupants etc.

Once a customer is onboard and has an effective recycling program in place, they will receive quarterly recycling reports to track their efforts. Our reports list the diversion percentage for that quarter as well as "recycling fun facts" that note how many gallons of water have been saved, how many trees, how many cubic yards of landfill space etc.

Key Disposal understands that different buildings have different container requirements based on the size and accessibility of their trash enclosure area. We have reviewed the areas we are looking to do business in and have identified the container needs of each area. When containers or compactors break, Key Disposal has the capability of doing all repairs in house. This is ideal for quick turn around on equipment that needs repair.

In addition to reviewing the above noted sections of this RFP, we at Key Disposal have also reviewed the collection services, vehicle and routing requirements, special service requirements, safety, performance standards, and transfer, disposal and processing sections. With our focus on recycling and our in-depth knowledge of implementing successful recycling programs at many of the downtown area buildings, we are confident in our ability to provide all the waste and recycling needs for those customers. We are committed to helping City of El Segundo customers reach its goal of ZERO WASTE by 2025.

- **Deep knowledge of waste and recycling:**

The leadership of Key Disposal, Inc. has had over 50 years of waste hauling experience in the City of Commerce Area. The types of customers include class A office buildings as well as class B & C office buildings, light industrial, industrial retail, food service and multifamily locations. Each location has different needs based on their industry type, location, size etc. the Key Disposal Team has the know-how and experience to accommodate those needs.

- **Outside the box approach:**



Many haulers will put on a good "show" as it relates to recycling, but the Key Disposal Team has a true passion for the effort. Often times this requires a creative, outside the box approach in order to maximize diversion at a building. One shoe does not fit all customers and the Key

Disposal Team knows that. In order to implement a successful recycling program at each building, the Key Disposal Team will meet with building to discuss their options and design a recycling program that best suits their building's needs.

**Key submits the following recommendations to the existing District's recycling program.**

- Key will audit all waste/recycling materials to ensure that these materials are being recycled to the highest use and are receiving full recycling credits.
- As part of the program Key will determine if contamination with comingled materials is lowering the recycling rate numbers. Where applicable Key will provide additional containers for the materials.
- Key will work to ensure that ALL materials collected are being recycled, and find recycling homes for any materials not being recycled. With years of experience in working with a wide variety of commercial accounts this has become an area of expertise for Key.
- Key will modify and enhance all program recyclable materials being used by the District, with material emphasis at the adult level and at the student/youth level. Lots of ways to make RECYCLING FUN, including recognition and reward programs aimed at groups/classrooms as a whole. (Individual recognition is something we recommend staying away from. Nice for a few but negative for the majority.)

Often times, Key Disposal receives calls directly from potential customers who are unhappy with their current service provider. The number one reason these potential customers are upset is because of poor customer service. "I can't get anybody on the phone" is a common complaint, or "they take way too long to resolve my issues." At Key Disposal, Inc. we understand how important and how valuable timely response is to a customer's complaints.

At the moment, our protocols at Key Disposal for complaints are as follows:  
A customer calls in to establish a complaint and one of our customer service reps logs the complaint in the customer's account in our database and then works directly with the appropriate department (dispatch, billing etc.) to handle the complaint. Once the issue is



resolved a return call is made to the customer to ensure satisfaction. The account is then updated again to close the complaint.

#### **Customer Service, Outreach and Education Technical Approach:**

While much of the customer service, outreach and education will be done face to face, Key Disposal will also utilize the following strategies:

- Constant Contact - Key Disposal will implement an email campaign via Constant Contact to encourage customers to take part in the recycling programs that are offered.
- Facebook /Twitter/ Instagram - Key Disposal is in the process of putting up a Facebook Page to encourage traffic to the page for updates on the recycling efforts, current promotions or friendly competitions to get customers engaged and excited about the recycling effort. Twitter and Instagram will be used in this light as well.

#### **Contingency Plan:**

Waste that is generated in an emergency can cause health and environmental risks depending on the type of waste and if the emergency has caused a unique circumstance (damage to containers, spills, fallen buildings, etc.). Waste materials that because concern are solvents, paints, pesticides, oil, lead-acid batteries, acid-based cleaners, etc. As a way to prevent leakage of these materials, Key Disposal will provide education at the time of the outreach to remind customers to properly dispose of any of these items if they have them around and do not need them.

Key Disposal will prioritize the cleanup needs based on the materials that pose the most risk to the public. First and foremost, Key Disposal will identify and work with hazardous waste vendors to remove any hazardous waste.

Second, Key Disposal will provide removal services for any waste or debris that might be affecting roadway access for emergency vehicles. At this point, Key Disposal will also identify all municipal solid waste, food waste and any other waste that might undergo decomposition for removal. At this point, Key Disposal will also remove any spoiled foods that may have been caused due to a breakdown of refrigeration equipment at a customer's location. All precautions will be taken to prevent any spillage of these materials.



Third, Key Disposal will identify and remove all inert waste which includes metal, wood, bricks, asphalt or concrete, plaster, drywall, siding, shingles, insulation, ceramics, plastic and glass.

Household inert waste products include carpet, draperies, upholstered and wooden furniture, mattresses, clothing, bedding, paper, plastic and cardboard. Inert waste is usually the largest amount of waste that results from an emergency situation. When possible, Key Disposal will recycle as much of this material as possible to keep waste removal costs down. Consolidated Fabricators has Emergency Response Bins which Key Disposal will have ready to disperse in the event of an emergency. Each bin is a 3-yard bin that has been specially designed to carry much needed items to secure an environment.

#### **Container Information:**

**Bins:** 1 to 6 cubic yard bins will be available. The most common used are 3- and 4-yard bins, followed by 1- and 2-yard bins.

**Roll Off Containers:** 10 cubic yard, 20 cubic yard, 30 cubic yard and 40 cubic yard containers will be provided.

**Compactors:** Key Disposal will have compactors available for lease or to purchase if the customer chooses to do so.

Bin sizes offered for organics collection will be 1 yard, 2-yard, 3 yard or 4-yard bins. Anything larger than a 4-yard bin full of organics would be too heavy for a front loader truck to dump.

Once a request to have a cart, bin or roll off replaced due to damage, graffiti etc., has been received, Key Disposal will complete this task within 24 - 48 hours of receipt of the request. As of now, Key Disposal typically replaces the container the next business day. These services will be done free of charge. Additionally, any service request that is placed for equipment that is owned by the customer will be done for a fee to the customer. City of El Segundo customers will receive free annual bin replacement.

Customers that require a lockable lid for their bins will receive lids with a gravity lock. This will allow the customers to put any kind of lock on the bin they choose and the driver will still be able to empty the bin without the hassle of unlocking it.

Key Disposal and Recycling will have all containers delivered within 30 days of start date of contract.



Customer Service Business Processes and Capabilities

**Customer Service hours:**

Key Disposal, Inc. shall maintain an office within the City of Montebello.  
Customer service hours are 8:00  
A.M to 4:30PM P.M. Monday to Friday.

**Commercial hours of collection:**

Key Disposal will pick up between the hours of 3:00 A.M to 7:00 P.M., unless otherwise restricted by the city's noise ordinance. Key Disposal will offer service on Sunday upon request by the customer at an additional charge.

The holidays that will be observed are as follows:

- New Year's Day
- 4th of July
- Memorial Day
- Labor Day
- Thanksgiving Day
- Christmas Day

In the event that any holiday listed above falls on a scheduled pickup day, Key Disposal will pick up on the day following that holiday.

Optional Special Cleanups - Key Disposal shall donate an open top container at no charge to 3 annual City sponsored events.

**Qualified Personnel:**

Key Disposal shall furnish such qualified drivers, mechanical, supervisory, clerical and other personnel as necessary to provide Collection services in an economical, safe and efficient manner. Key Disposal currently staffs 10 full time employees and will make sure that all drivers have a Commercial license of the appropriate class issued by the State of California.



**Supervisor Qualification:**

Key Disposal shall designate qualified employees as supervisors of field operations. Supervisors will be in the field to handle a myriad of issues from broken equipment, to overflowing bins, etc. They will be available by phone during Key Disposal business hours and non-business hours.

**\*KEY OPERATIONS / ROUTE CONSOLIDATION PLANS**

Key will implement the same route consolidation measures in El Segundo that it has accomplished in other municipal jurisdictions where it services commercial customers.

Specific El Segundo route plans will be included on the Key RFP. "Bundling" includes working with customers to organize their collection schedules to balance collection days and times. Reduces in-city truck miles and hours of operations by combining collection schedules.



## 2. COMPANY INFORMATION FORM

### A. Company Information

1. Company name: **Key Disposal & Recycling Inc.**
2. DBA: **Key Disposal**
3. Corporate or other parent:
4. Physical location of primary office in Los Angeles County  
Street: **5202 Industry Avenue**  
City: **Pico Rivera** State: **CA** Zip code: **90660**
5. Company type:  
 Corporation State in which company is incorporated  
 LLC  
 Partnership  
 ESOP  
 Sole proprietorship  
 Other:
6. Years in business: **40+ years**

### B. Contact Person

7. Contact name: **John Katangian** Telephone: **(323) 721-5441**  
Title: **President** Email address: **John@keydisposalrecycling.com**  
**info@keydisposalrecycling.com**
8. Contact mailing address:  
Street: **PO Box 459**  
City: **Montebello** State: **CA** Zip code: **90640**
9. Company official with the authority to bind and make commitments on behalf of the company (include parent company if applicable)  
Names: **Dan Katangian** Titles: **Vice President/Secretary**

### C. Company Ownership

10. Are shares in the company publicly traded?  Yes  No If "Yes", skip to Section D.  
If "No", complete the remainder of this section.

11. List the names and addresses of the ten largest shareholders or partners and those with a 10% or greater ownership interest in the company:

	Name	Address	Ownership Share
11.1	John Katangian	25 Triple Leaf Irvine CA 92618	% 50
11.2	Dan Katangian	323 N 16th St. Montebello	% 50
11.3			%
11.4			%
11.5			%
11.6			%
11.7			%
11.8			%
11.9			%
11.10			%

12. List the company officers and directors (including parent company if applicable)

Name	Title/Position
John Katangian	President
Dan Katangian	Vice President/Secretary

D. Franchise Experience

13. To be qualified, your company must have at least three commercial franchises in California. List the details of applicable franchises in California for which your company is currently providing waste collection and recycling services. List franchises in Los Angeles County first. If the franchise covers a zone or district within the jurisdiction, enter the name of the zone or district in "Area Served". If the franchise covers the entire jurisdiction, enter the name of the jurisdiction in "Area Served."

Commercial
Please confirm the Company has at least three commercial franchises within California: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Quantity of vehicles owned by the Company: <b>11</b> Type of fuel used in vehicles: <b>Diesel/CNG/LNG/Zero Emission</b>

Jurisdiction <b>Vernon</b> Area Served <b>LA County</b> Year franchise awarded <b>2019</b> Waste & materials collected in 2022 tons Contact Person <b>Freddie</b> Telephone # <b>(303) 583-8811</b>	Franchise Type Select Number of residential customers <del>0</del> Number of commercial customers <b>54</b> Percent of waste & materials collected in 2022 that was diverted from disposal <b>58</b> %	Services Provided <i>check all that apply</i> <input checked="" type="checkbox"/> Waste collection <input checked="" type="checkbox"/> Mixed waste recycling <input checked="" type="checkbox"/> Source separation recycling <input checked="" type="checkbox"/> Mixed organics recycling <input checked="" type="checkbox"/> Food waste recycling <input checked="" type="checkbox"/> Green waste recycling <input checked="" type="checkbox"/> C&D debris recycling <input checked="" type="checkbox"/> Bulky item collection
Jurisdiction <b>Torrance</b> Area Served <b>LA County</b> Year franchise awarded . Waste & materials collected in 2022 tons Contact Person  Telephone #	Franchise Type Select Number of residential customers <del>0</del> Number of commercial customers <b>24</b> Percent of waste & materials collected in 2022 that was diverted from disposal <b>63</b> %%	Services Provided <i>check all that apply</i> <input checked="" type="checkbox"/> Waste collection <input checked="" type="checkbox"/> Mixed waste recycling <input checked="" type="checkbox"/> Source separation recycling <input checked="" type="checkbox"/> Mixed organics recycling <input checked="" type="checkbox"/> Food waste recycling <input checked="" type="checkbox"/> Green waste recycling <input checked="" type="checkbox"/> C&D debris recycling <input type="checkbox"/> Bulky item collection

<p>Jurisdiction <b>Irvine</b> Area <b>Orange County</b> Year franchise awarded <b>2023</b> Waste &amp; materials collected in 2022 tons Contact Person Telephone #</p>	<p>Franchise Type Select Number of residential customers <b>0</b> Number of commercial customers <b>1</b> Percent of waste &amp; materials collected in 2022 that was diverted from disposal <b>78</b> % <b>for Waste Management</b></p>	<p>Services Provided <i>check all that apply</i></p> <ul style="list-style-type: none"> <li><input checked="" type="checkbox"/> Waste collection</li> <li><input checked="" type="checkbox"/> Mixed waste recycling</li> <li><input checked="" type="checkbox"/> Source separation recycling</li> <li><input checked="" type="checkbox"/> Mixed organics recycling</li> <li><input checked="" type="checkbox"/> Food waste recycling</li> <li><input checked="" type="checkbox"/> Green waste recycling</li> <li><input checked="" type="checkbox"/> C&amp;D debris recycling</li> <li><input type="checkbox"/> Bulky item collection</li> </ul>
<p>Jurisdiction  Area Served  Year franchise awarded  Waste &amp; materials collected in 2022 tons Contact Person Telephone #</p>	<p>Franchise Type Select Number of residential customers  Number of commercial customers  Percent of waste &amp; materials collected in 2022 that was diverted from disposal  %</p>	<p>Services Provided <i>check all that apply</i></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Waste collection</li> <li><input type="checkbox"/> Mixed waste recycling</li> <li><input type="checkbox"/> Source separation recycling</li> <li><input type="checkbox"/> Mixed organics recycling</li> <li><input type="checkbox"/> Food waste recycling</li> <li><input type="checkbox"/> Green waste recycling</li> <li><input type="checkbox"/> C&amp;D debris recycling</li> <li><input type="checkbox"/> Bulky item collection</li> </ul>
<p>Jurisdiction  Area Served  Year franchise awarded  Waste &amp; materials collected in 2022 tons Contact Person Telephone #</p>	<p>Franchise Type Select Number of residential customers  Number of commercial customers  Percent of waste &amp; materials collected in 2022 that was diverted from disposal  %</p>	<p>Services Provided <i>check all that apply</i></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Waste collection</li> <li><input type="checkbox"/> Mixed waste recycling</li> <li><input type="checkbox"/> Source separation recycling</li> <li><input type="checkbox"/> Mixed organics recycling</li> <li><input type="checkbox"/> Food waste recycling</li> <li><input type="checkbox"/> Green waste recycling</li> <li><input type="checkbox"/> C&amp;D debris recycling</li> <li><input type="checkbox"/> Bulky item collection</li> </ul>

<p>Jurisdiction</p> <p>Area Served</p> <p>Year franchise awarded</p> <p>Waste &amp; materials collected in 2022 tons</p> <p>Contact Person</p> <p>Telephone #</p>	<p>Franchise Type Select</p> <p>Number of residential customers</p> <p>Number of commercial customers</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal</p> <p style="text-align: center;">%</p>	<p>Services Provided <i>check all that apply</i></p> <p><input type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input type="checkbox"/> Source separation recycling</p> <p><input type="checkbox"/> Mixed organics recycling</p> <p><input type="checkbox"/> Food waste recycling</p> <p><input type="checkbox"/> Green waste recycling</p> <p><input type="checkbox"/> C&amp;D debris recycling</p> <p><input type="checkbox"/> Bulky item collection</p>
<p>Jurisdiction</p> <p>Area Served</p> <p>Year franchise awarded</p> <p>Waste &amp; materials collected in 2022 tons</p> <p>Contact Person</p> <p>Telephone #</p>	<p>Franchise Type Select</p> <p>Number of residential customers</p> <p>Number of commercial customers</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal</p> <p style="text-align: center;">%</p>	<p>Services Provided <i>check all that apply</i></p> <p><input type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input type="checkbox"/> Source separation recycling</p> <p><input type="checkbox"/> Mixed organics recycling</p> <p><input type="checkbox"/> Food waste recycling</p> <p><input type="checkbox"/> Green waste recycling</p> <p><input type="checkbox"/> C&amp;D debris recycling</p> <p><input type="checkbox"/> Bulky item collection</p>
<p>Jurisdiction</p> <p>Area Served</p> <p>Year franchise awarded</p> <p>Waste &amp; materials collected in 2022 tons</p> <p>Contact Person</p> <p>Telephone #</p>	<p>Franchise Type Select</p> <p>Number of residential customers</p> <p>Number of commercial customers</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal</p> <p style="text-align: center;">%</p>	<p>Services Provided <i>check all that apply</i></p> <p><input type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input type="checkbox"/> Source separation recycling</p> <p><input type="checkbox"/> Mixed organics recycling</p> <p><input type="checkbox"/> Food waste recycling</p> <p><input type="checkbox"/> Green waste recycling</p> <p><input type="checkbox"/> C&amp;D debris recycling</p> <p><input type="checkbox"/> Bulky item collection</p>

E. Litigation History

14. Provide details on any litigation filed within the past ten years between your company, parent company, or subsidiaries and a California public agency that related to a contract, permit, or franchise for solid waste services. If you need additional space, please use the format below and submit an attachment to your proposal.

14.1 Agency City of LA Date Filed 10/2/15 Status Select closed  
 Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

14.2 Agency City of Commerce Date Filed 4/20/23 Status Select open  
 Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

14.3 Agency \_\_\_\_\_ Date Filed \_\_\_\_\_ Status Select \_\_\_\_\_  
 Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

14.4 Agency \_\_\_\_\_ Date Filed \_\_\_\_\_ Status Select \_\_\_\_\_  
 Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

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14.5 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

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14.6 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

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14.7 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

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14.8 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*





16.1 Agency	Date	Amount \$
Issue		

N/A

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

16.2 Agency	Date	Amount \$
Issue		

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

16.3 Agency	Date	Amount \$
Issue		

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

16.4 Agency	Date	Amount \$
Issue		

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or*

remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.

16.5	Agency	Date	Amount \$
	Issue		

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

16.6	Agency	Date	Amount \$
	Issue		

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

17. Is the company, its parent, or any of its subsidiaries currently the subject of any litigation or investigations by a law enforcement or public agency related to the waste collection, recycling, or disposal activities of the company, its parent, or any of its subsidiaries in California? If you need additional space, create a new page using the format below and attach it to your proposal.

Yes     No    If "Yes", provide details

17.1	Agency	Date filed or initiated	Status Select
	Issue		

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

---

17.2 Agency

Date filed or initiated

Status Select

Issue

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

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17.3 Agency

Date filed or initiated

Status Select

Issue

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

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17.4 Agency

Date filed or initiated

Status Select

Issue

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

17.5 Agency	Date filed or initiated	Status Select
Issue		

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

---

17.6 Agency	Date filed or initiated	Status Select
Issue		

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

*Note:* The City may require companies to provide more details on any of these issues

4. CERTIFICATION STATEMENT

Key Disposal & Recycling The Company") has submitted a statement of qualifications (SOQ) to the City of El Segundo for a waste collection and recycling non-exclusive franchise agreement. The individual signing below certifies on behalf of the Company, that:

1. The Company has reviewed the actual service conditions and requirements in the City, read and understands the service plans provided by the City, and based on its independent judgment, it has the skills, resources, and experience required to successfully provide the services described in the Commercial Waste Collection and Recycling Service Plan.
2. The SOQ and related documents submitted to the City do not contain any false, misleading, or inaccurate information, statements, or facts.
3. When preparing its SOQ, the Company has not colluded with any other companies that, to the best of its knowledge, intended to submit an SOQ to the City.
4. The Company will adhere to the communication protocols specified in the instructions to the Request for Qualifications.
5. The City of El Segundo staff and/or its representatives may contact representatives of the cities and counties where our company provides services, for the purpose of obtaining information on our performance and experience.
6. The City of El Segundo staff and/or its representatives may inspect our facilities at a time that is mutually convenient.
7. If awarded a non-exclusive franchise agreement, the company will meet and maintain the waste diversion requirements specified in the City's service plans.
8. The Company acknowledges that the City of El Segundo is the sole arbiter of our qualifications for a waste collection and recycling non-exclusive franchise agreement. The City reserves the right to waive irregularities in qualification statements or to reject all statements and reissue the RFQ.

I certify and declare under penalty of perjury, that the foregoing is true and correct.

[Signature] 12/15/23  
 Signature of corporate officer or official Date

John Katangian President  
 Printed name Title

[Signature] 12/15/23  
 Signature of corporate officer or official of parent company if applicable Date

Dan Katangian Vice President/Secretary  
 Printed name Title



December 1, 2023

**ADDENDUM NO. 1**  
to  
**REQUEST FOR QUALIFICATIONS**  
For  
**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING AND DISPOSAL**  
**SERVICES FOR THE CITY OF EL SEGUNDO**  
**(RFQ #23-06)**

**ATTENTION RESPONDENTS:**

The following additions, modifications, and clarifications to the specifications shall be included in, and become a part of, any contract which may be executed for the above project in the City of El Segundo:

1. **The statements of qualifications (SOQ) due date and time remains Friday, December 15, 2023 at 11:00 a.m.**
2. The due date for mandatory registration with the City has been changed to Thursday, December 7, 2023.
3. The deadline for the submittal of questions has been changed to Thursday, December 7, 2023. The date for all questions and answers to be distributed to all companies that register with the City remains Friday, December 8, 2023.
4. A revised version of the tentative schedule accompanies this Addendum.

As evidence that the RESPONDENT has read this Addendum, the RESPONDENT must acknowledge same in the space provided below and **submit this completed Addendum page with the Statement of Qualifications (SOQ)**. Failure to provide such acknowledgement shall render the SOQ as non-responsive and subject to rejection.

Signature: \_\_\_\_\_

*John Katangian*  
John Katangian

Date: \_\_\_\_\_

*12/8/23*  
12/8/23

Print Company Name: \_\_\_\_\_

*Key Disposal & Recycling Inc.*  
Key Disposal & Recycling Inc.



**ADDENDUM NO. 2**  
to  
**REQUEST FOR QUALIFICATIONS**  
For  
**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING, AND DISPOSAL**  
**SERVICES FOR THE CITY OF EL SEGUNDO**  
**(RFQ #23-06)**

**DATE:** December 11, 2023  
**TO:** All Prospective Respondents

This Addendum No. 2 provides a supplemental acknowledgement form below. The information in this Addendum has been made available to all prospective respondents who duly fulfilled the registration requirement set forth in Section 8 of Request for Qualification ("RFQ") No. 23-06, dated November 21, 2023, and this Addendum No. 2 is incorporated into such RFQ by this reference. All other portions of Contract Documents, RFQ, and first Addendum not specifically mentioned in this Addendum No. 2 remain in full force and effect.

**SB 1383 COMPLIANT RENEWABLE GAS ACKNOWLEDGEMENT**

A minimum requirement to be considered a qualified company in response to the City's RFQ is the use of SB 1383 compliant renewable gas in all trucks operating in the City of El Segundo. Renewable gas is defined as gas derived from organic waste that has been diverted from a landfill and processed at an in-vessel digestion facility that is permitted or otherwise authorized by Title 14 to recover organic waste [see 14 CCR Section 18982(a)(62)].

This form is an acknowledgment that your company will comply with this renewable gas fuel requirement.

I hereby acknowledge that all of Key Disposal waste hauling trucks operating in El Segundo will be using SB 1383 compliant renewable gas.  
(Company Name)

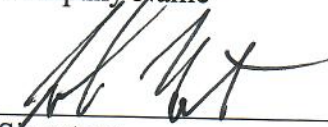
**POSSESSION OF FRANCHISE AGREEMENTS ACKNOWLEDGEMENT**

I hereby further acknowledge that Key Disposal possesses franchise agreements for at least three local California jurisdictions (i.e., city or county) for waste services, or municipal service agency or district, with no enforcement actions within the past five years.  
(Company Name)

The City reserves the right to ask for supporting documentation regarding these minimum requirements.

[Signature on next page]

Key Disposal  
Company Name

  
Signature

John Katangian/President  
Printed Name & Title

12/15/23  
Date



December 14, 2023

**ADDENDUM NO. 3**  
to  
**REQUEST FOR QUALIFICATIONS**  
for  
**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING AND DISPOSAL**  
**SERVICES FOR THE CITY OF EL SEGUNDO**  
(RFQ #23-06)

**ATTENTION RESPONDENTS:**

The following additions, modifications, and clarifications to the specifications shall be included in, and become a part of, any contract which may be executed for the above project in the City of El Segundo:

1. The statements of qualifications (SOQ) due date and time has been changed to **Friday, December 22, 2023 at 11:00 a.m.**
2. Section 1, subsection 6.b. of the RFQ is amended to read, "Ability to operate only with trucks that utilize SB 1383-compliant fuel within one year of non-exclusive franchise agreement execution."
3. Please see this project's attached Supplement to Addendum 3 for the required acknowledgement form.

As evidence that the RESPONDENT has read this Addendum, the RESPONDENT must acknowledge same in the space provided below and **submit this completed Addendum page with the Statement of Qualifications (SOQ)**. Failure to provide such acknowledgement shall render the SOQ as non-responsive and subject to rejection.

Signature: \_\_\_\_\_

Date: 12/22/23

Print Company Name: \_\_\_\_\_

Key Disposal & Recycling



**CITY OF EL SEGUNDO**

**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING, AND DISPOSAL  
SERVICES FOR THE CITY OF EL SEGUNDO  
(RFQ #23-06)**

**ADDENDUM NO. 3 SUPPLEMENT**

**DATE:** December 14, 2023

**TO:** All Prospective Respondents

This Addendum No. 3 provides an updated supplemental acknowledgement form below. Specifically, please note that the two acknowledgements set forth below in this Addendum No. 3 supersede and replace the acknowledgments in Addendum No. 2, dated December 11, 2023, and Addendum No. 2 will have no further force or effect. Accordingly, only the acknowledgments in this Addendum No. 3 will be required.

The information in this Addendum has been made available to all prospective respondents who duly fulfilled the registration requirement set forth in Section 8 of Request for Qualification ("RFQ") No. 23-06, dated November 21, 2023, and this Addendum No. 3 is incorporated into such RFQ by this reference. All other portions of Contract Documents, RFQ, first Addendum, and second Addendum not specifically mentioned in this Addendum No. 3 remain in full force and effect.

**SB 1383 COMPLIANT RENEWABLE GAS ACKNOWLEDGEMENT**

A minimum requirement to be considered a qualified company in response to the City's RFQ is the use of SB 1383 compliant renewable gas in all trucks operating in the City of El Segundo. Renewable gas is defined as gas derived from organic waste that has been diverted from a landfill and processed at an in-vessel digestion facility that is permitted or otherwise authorized by Title 14 to recover organic waste [see 14 CCR Section 18982(a)(62)].

This form is an acknowledgment that your company will be in compliance with this component of the regulation.

I hereby acknowledge that Key Disposal & Recycling Company Name will have the ability to only operate trucks that utilize SB 1383-compliant fuel, for services under El Segundo RFQ #23-06, within one year of execution of a non-exclusive franchise agreement with El Segundo.

**POSSESSION OF FRANCHISE AGREEMENTS ACKNOWLEDGEMENT**

I hereby further acknowledge that Key Disposal & Recycling Company Name possesses franchise agreements for at least three California jurisdictions for waste services, or municipal service agency or district, with no enforcement actions within the past five years.

The City reserves the right to ask for documentation regarding these minimum requirements.

  
\_\_\_\_\_  
Signature

John Katangian  
Printed Name & Title

12/22/23  
Date

Patriot Services Inc.  
P.O Box 145  
Montebello, CA 90640

Response to: Request for  
Qualifications for Commercial  
Solid Waste Collection,  
Recycling and Disposal Services  
for The City of El Segundo.

RFQ #23-06



P.O BOX 145  
MONTEBELLO, CA 90640  
PHONE 310-414-1122  
FAX 323-838-9191

[INFO@PATRIOTSERVINC.COM](mailto:INFO@PATRIOTSERVINC.COM)  
[WWW.PATRIOTSERVINC.COM](http://WWW.PATRIOTSERVINC.COM)

Waste Collection - Recycling - Storage Containers - Rent -A- Bin - Roll Off Containers - Compactors

December 9, 2023

Erica Miramontes  
City of El Segundo  
Public Works Department  
350 Main Street El Segundo, CA 90245

RE: Request for Qualifications for Commercial Solid Waste Collection, Recycling, and Disposal Services for the City of El Segundo RFQ#23-06

Dear Ms. Miramontes,

I hope this letter finds you well. Patriot Services Inc. is honored to submit its response to the Request for Qualifications for Solid Waste Collection, Recycling, and Disposal Services for the City of El Segundo, as outlined in RFQ#23-06.

As a small family-owned integrated waste and recycling service provider, we take pride in our thorough familiarity with the RFQ requirements, coupled with a keen awareness of the unique needs, conditions, and requirements of the businesses and the City of El Segundo. Our commitment to the City is evidenced by our over decade-long service, commencing in 2010, during which we have consistently delivered exceptional waste and recycling services. We have cultivated great relationships with our customers which has given us great pride and dedication servicing the city we love. We are proud to say we currently service 179 customers in El Segundo which amount to 233 accounts representing approximately 22% of the total number of existing accounts in the city. Our dedication is evident in the successful implementation of source-separated recycling programs and organics recycling initiatives, demonstrating our ongoing commitment to environmental sustainability. We continuously strive to enhance our methods, seeking innovative ways to improve waste management practices.

The leadership team at Patriot Services brings over 70 years of combined experience in the waste management industry. Throughout our tenure, we have successfully provided waste and recycling services to various local municipalities, solidifying our understanding of the comprehensive scope of services and requirements outlined in RFQ#23-06.

Our experience extends beyond conventional waste management. Examples of our experience include:

- Design, planning, and implementation of custom-tailored recycling programs.
- Strategic approach to city-wide programs that actively enhance and encourage customer participation in sustainable practices.
- Seeking and fostering partnerships with quality vendors to ensure compliance needs and expectations are consistently met.
- Door to door outreach and education.
- Informative mailers detailing recycling guidelines and available services.

At Patriot Services, we pride ourselves on being a forward-thinking company, emphasizing meticulous planning to better serve our customers. To this end, we utilize a custom-programmed database that grants us quick access to customer information, facilitates efficient routing, enables seamless adjustments or additions to services, and allows us to calculate diversion rates with ease.

Moreover, we are pleased to highlight our investment in environmentally friendly initiatives, exemplified by our 2021 and 2018 Peterbilt compressed natural gas vehicles. Additionally, we have purchased a brand new state-of-the-art 2024 Mack compressed natural gas collection vehicle, dedicated solely to servicing customers in El Segundo. All trucks are equipped with specialized tools for servicing carts and bins for organics waste and other recyclable materials. These vehicles represent our commitment to cutting-edge, sustainable practices.

Patriot Services Inc. fully understands the scope of services and general duties required by the RFQ, such as the need for adequate funds, licensing, permitted facilities, equipment, key employees, public safety, insurance and experience.

I am further authorized to execute this letter, thereby agreeing on behalf of Patriot Services Inc. to the assurance, certifications, and compliance requirements as stated in this letter and per the enclosed response to the City's request for qualifications.

In conclusion, Patriot Services Inc. is committed to furthering its role in addressing the waste management and recycling requirements of the City of El Segundo, demonstrating unwavering dedication to excellence in our service. We welcome the opportunity to further discuss how our experience, innovation, and dedication align seamlessly with the objectives outlined in RFQ#23-06. Thank you for considering Patriot Services Inc. as a potential partner in fostering a cleaner and more sustainable future for El Segundo. We look forward to furthering our relationship with our customers and the City of El Segundo.

Sincerely,

  
John H. Keuroghlian  
Owner and President  
Patriot Services Inc.  
[Johnk@patriotservinc.com](mailto:Johnk@patriotservinc.com)  
323-974-8104 Cell  
323-838-9375 Office



# Request for Qualifications for Commercial Solid Waste Collection, Recycling, and Disposal Services for the City of El Segundo

## **RFQ #23-06**

Release Date: November 21, 2023

Notice is hereby given that the City of El Segundo Public Works Department is soliciting statements of qualification (SOQ) from waste management companies interested in submitting a proposal for a non-exclusive franchise agreement for the collection, recycling, and disposal of commercial waste generated in the City.

Three (3) hard copies and one (1) electronic copy of the sealed SOQ must be received by the City Clerk by: **11:00 a.m. PST, December 15, 2023.**

City of El Segundo  
City Clerk's Office  
350 Main Street  
El Segundo, CA 90245

**Late submittals will not be accepted.**

Interested parties may obtain a copy of this RFQ by accessing the City of El Segundo website: <https://www.elsegundo.org/government/departments/city-clerk/bid-rfp>

Any and all updates, addenda, questions and answers and changes to this RFQ will be distributed only to those companies who register with the City by December 1, 2023. The city will not be held responsible or liable if interested bidders or proposals miss any information relevant to this RFQ.

## 1. INSTRUCTIONS

### 1. OBJECTIVE

The City of El Segundo, California (City) is soliciting statements of qualification (SOQ) from waste management companies interested in submitting a proposal for a non-exclusive franchise agreement for the collection, recycling, and disposal of commercial waste generated in the City (“commercial waste management services”). For the purpose of this RFQ, “commercial waste management services” includes industrial, retail, multifamily properties, and schools. The effective date of the new non-exclusive franchise agreement(s) is anticipated to be June 12, 2024.

This request for qualifications (RFQ) is the first step in a four-step process leading to the selection of one or more non-exclusive franchisees to provide commercial waste management services in the City:

- Step 1: Interested companies submit statements of qualification to the City.
- Step 2: The City evaluates the submittals and develops a list of qualified companies.
- Step 3: The qualified companies are invited to submit formal proposals with service rates.
- Step 4: The City evaluates the applications in relation to the stated criteria and selects the company or companies to be awarded a non-exclusive franchise agreement.

The City is interested in receiving SOQs from companies with a documented history of successfully providing high-quality waste management services to municipalities, and the demonstrated ability to achieve high levels of waste diversion, ensuring compliance with current regulations (e.g., AB 341 and SB 1383). The City encourages companies responding to this RFQ to discuss how they plan to minimize the environmental impact of their operations through efficient route planning and the use of waste recycling, diversion and disposal facilities that will result in the significant net reductions in greenhouse gas emissions from collection, transportation, and facility processing.

### 2. BACKGROUND

The City of El Segundo was incorporated in 1917 and is about 5.5 square miles in size. It is home to 17,000 people and is known as a major aeronautical and industrial business center, home to the Los Angeles Air Force Base, Chevron Oil Refinery, Mattel, Los Angeles Times, and other major businesses.

El Segundo maintains a blend of residential and commercial land uses. Residential and municipal waste management services are currently provided by EDCO Disposal (EDCO) pursuant to an exclusive franchise agreement with the City. Commercial waste management services are currently provided through a permit system by multiple permitted haulers.

On June 12, 2019, the City mailed a copy of the “5-year Notice of Intent to Franchise Commercial Haulers Affidavit” to all permitted haulers in the City, pursuant to Public Resources Code § 49520.

**3. CURRENT DATA**

The existing permitted haulers have reported the total of approximately 610 commercial accounts and approximately 440 multi-family accounts. There are approximately 310 multi-family accounts on a 3-bin system, 65 on a 2-bin system and 65 on a 1-bin system. There are approximately 310 commercial accounts on a 3-bin system, 110 on a 2-bin system and 190 on a 1-bin system. Additionally, there was approximately 24,000 tons of waste hauled from commercial and multi-family facilities of the City during 2022.

Companies responding to this RFQ are advised to independently verify the actual service conditions in the City including, but not limited to, the topography, street conditions, concentration and density of residential and commercial service locations, and accessibility of service locations.

**4. SCHEDULE (ESTIMATED)**

Release of this RFQ .....	Nov. 21, 2023
Deadline for submittal of questions to the RFQ .....	Dec. 1, 2023
City responses to questions to the RFQ .....	Dec. 8, 2023
Statements of qualifications due .....	Dec. 15, 2023, 11:00 a.m.
Notice inviting qualified applicants .....	Jan. 15, 2024
City releases Request for Proposal (RFP).....	Jan. 15, 2024
Deadline for submittal of questions to the RFP .....	Feb. 1, 2024
City response to questions to the RFP .....	Feb. 8, 2024
Proposals in response to RFP due.....	Feb. 15, 2024
City staff recommendations to City Council .....	Mar. 2024
City Council award of non-exclusive franchise agreements.....	Mar. 2024
Franchisee transition period .....	April 1 – May 30, 2024
Non-Exclusive Franchise service begins .....	June 12, 2024

**5. COMPONENTS OF THIS RFQ**

This RFQ includes four documents. Companies responding to this RFQ are advised to thoroughly review all documents.

1. These instructions
2. Company information form
3. Commercial Waste Collection and Recycling Service Plan
4. Certification Statement

**6. QUALIFICATION CRITERIA**

The following are minimum criteria to be considered a qualified company:

- a. If the company desires to be considered for a commercial non-exclusive franchise agreement in El Segundo, it must be currently providing waste collection, recycling, and disposal services relatively similar to those described in the commercial service plan in at least three California jurisdictions pursuant to an exclusive or non-exclusive franchise agreement. These franchise agreements must have been awarded by a California city, county, regional agency that provides waste services, or municipal service agency or district.
- b. Operate only with trucks that utilize SB 1383-compliant fuel.
- c. Be in good standing with all active franchise agreements with no enforcement actions within the last five years.

## **7. REASONS FOR DISQUALIFICATION**

Companies responding to the RFQ may be automatically disqualified from further consideration for the following reasons:

- a. Including materially false, misleading, or inaccurate information or statements in their submittals to the City.
- b. Deviating materially from the communication protocol specified in these instructions.
- c. Failing to execute, without modification, the Certification Statement that is included as part 5 of this RFQ.
- d. Failing to complete and submit all required documents or to provide additional information requested by the City.

## **8. REGISTRATION WITH THE CITY**

Companies intending to respond to this RFQ **must register their intention by sending an email to Erica Miramontes, by December 1, 2023**. The company's email to Erica Miramontes should include:

- a. The name of the company that will be submitting the statement of qualifications.
- b. The name, telephone number, and email address of the primary contact person.
- c. A statement that the company intends to submit a statement of qualifications in response to the City's RFQ.

Responses to questions and addendums to the RFQ will only be sent to those companies that register with the City prior to the deadline.

## **9. COMMUNICATION PROTOCOL**

All questions and comments related to this RFQ must be submitted in writing or via email by December 1, 2023 to:

Erica Miramontes  
City of El Segundo  
Public Works Department  
350 Main Street  
El Segundo, CA 90245  
Email: [emiramontes@elsegundo.org](mailto:emiramontes@elsegundo.org)

The City staff will not respond to questions or requests for clarification received orally or via telephone, and the City will not be responsible for any oral exchanges or other information or exchanges regarding this RFQ that occur between parties.

Written responses to all questions received prior to the submittal deadline will be prepared and distributed on December 8, 2023 to all companies that register with the City as being interested in responding to this RFQ. Companies are advised to not rely on responses to their questions or clarifications of the requirements of this RFQ from sources other than the written responses received from Erica Miramontes. The contracts for services will be the final and sole understanding between the City and the contractor(s).

## 10. SUBMITTAL INSTRUCTIONS

### 10.1 General

The City is interested in receiving SOQs that primarily contain quantitative as well as qualitative information. Companies are encouraged to refrain from submitting superfluous information and marketing brochures, and to focus on responding to the specific information requested by the City and demonstrating their ability to provide the services requested.

### 10.2 Due date for submittals

All components of a company's SOQ must be received by the City in a sealed envelope by **11:00 a.m. PST on December 15, 2023**. Submittals received after this time and date will not be considered.

### 10.3 Address for submittals

A company's SOQ must be mailed or delivered to:

City Clerk  
City of El Segundo  
350 Main Street  
El Segundo, CA 90245

### 10.4 Number of copies

**Three** (3) bound copies and **one** (1) flash drive (emails not accepted) of all components of a company's SOQ are required. All copies should be printed on paper with at least 50% recycled

fiber content. Electronic copies must be in searchable PDF or Microsoft Word format as a single document.

10.5 Ownership and Control of SOQs

Responses to this RFQ will become the exclusive property of the City of El Segundo. All documents submitted in response to this RFQ will be public records and subject to disclosure.

10.6 Contents of the SOQs

If a company fails to provide any of the information requested by the City, the company's SOQ may be deemed incomplete and the company may be disqualified from consideration for a franchise.

a. Cover Letter

The cover letter should be no longer than two pages and must be signed by an officer or official with the authority to make binding commitments on behalf of the company. The title of the individual signing the cover letter must be specified. If a company is a subsidiary, it shall clearly identify the parent company and shall include the parent company's signature on the cover letter and Certification Statement.

b. Company Information Form

All sections must be completed.

Some sections of the form require that additional information or clarifications be provided. This document is distributed as an MS Word file so companies can add the requested information directly in the text boxes in the document. The text boxes can be expanded to accommodate the requested information.

Companies should not attach general marketing brochures, press materials or clippings about their companies or facilities, or include any audio or video materials or live hyperlinks to such materials.

c. Certification Statement

The statement, as prepared by the City, must be signed by an officer of the company with the authority to make binding commitments on behalf of the company. The City may require companies to provide additional information to:

- i. Clarify any of the facts, statements, or calculations in their SOQs.
- ii. Further explain or elaborate upon the litigation or investigations in which the company, its parent, or any of its subsidiaries is a party.

- iii. Provide more details on any instances in which the company, its parent, or any of its subsidiaries were found to not be in compliance with any permit, license, or franchise terms and conditions.

## **11. EVALUATION**

All statements of qualification received by the submittal deadline will first be evaluated by the City and/or its representatives for completeness and those determined to be complete will be evaluated in relation to the qualification criteria specified in these instructions. The City staff and/or its representatives may contact representatives at other agencies where the companies are currently or have previously provided waste collection and recycling services. City staff and/or its representatives shall be responsible for making the determination of the companies that qualify as eligible bidders.

## **12. NOTIFICATION**

All companies that submitted a statement of qualifications by the deadline will be notified in writing by the date specified in Section 4 of these instructions of the results of the City's evaluation of their qualifications. Companies judged to be qualified will be invited to submit a proposal and cost forms for a non-exclusive commercial franchise agreement.

## 2. COMPANY INFORMATION FORM

### A. Company Information

1. Company name: **Patriot Services Inc.**
2. DBA:
3. Corporate or other parent:
4. Physical location of primary office in Los Angeles County  
Street: **3041 Vail Ave**  
City: **Commerce** State: **CA** Zip code: **90040**
5. Company type:  
 Corporation State in which company is incorporated **California**  
 LLC  
 Partnership  
 ESOP  
 Sole proprietorship  
 Other:
6. Years in business: **18**

### B. Contact Person

7. Contact name: **John H Keuroghlian** Telephone: **323-974-8104**  
Title: **President** Email address: **Johnk@patriotservinc.com**
8. Contact mailing address:  
Street: **PO Box 145**  
City: **Montebello** State: **CA** Zip code: **90640**
9. Company official with the authority to bind and make commitments on behalf of the company (include parent company if applicable)  
Names: **John H Keuroghlian** Titles: **President**

### C. Company Ownership

10. Are shares in the company publicly traded?  Yes  No If "Yes", skip to Section D.  
If "No", complete the remainder of this section.

11. List the names and addresses of the ten largest shareholders or partners and those with a 10% or greater ownership interest in the company:

	Name	Address	Ownership Share
11.1	John H Keuroghlian	804 E Glenoaks, Glendale CA 91207	100 %
11.2			%
11.3			%
11.4			%
11.5			%
11.6			%
11.7			%
11.8			%
11.9			%
11.10			%

12. List the company officers and directors (including parent company if applicable)

Name	Title/Position
<b>John H Keuroghlian</b>	<b>President</b>
<b>Vartan J Keuroghlian</b>	<b>General Manager</b>
<b>Helen Garcia</b>	<b>Office Manager</b>

**D. Franchise Experience**

13. To be qualified, your company must have at least three commercial franchises in California. List the details of applicable franchises in California for which your company is currently providing waste collection and recycling services. List franchises in Los Angeles County first. If the franchise covers a zone or district within the jurisdiction, enter the name of the zone or district in "Area Served". If the franchise covers the entire jurisdiction, enter the name of the jurisdiction in "Area Served."

Commercial
Please confirm the Company has at least three commercial franchises within California: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Quantity of vehicles owned by the Company: <b>9</b> Type of fuel used in vehicles: <b>CNG, GAS, DIESEL</b>

Jurisdiction <p style="text-align: center;"><b>Los Angeles County</b></p> Area Served <p style="text-align: center;"><b>Unincorporated LA County</b></p> Year franchise awarded <p style="text-align: center;"><b>2012</b></p> Waste & materials collected in 2022 <p style="text-align: center;"><b>142</b> tons</p> Contact Person <p style="text-align: center;"><b>David Pang</b></p> Telephone # <b>626-458-7167</b>	Franchise Type Select <p style="text-align: center;"><b>Non-Exclusive</b></p> Number of residential customers <p style="text-align: center;"><b>0</b></p> Number of commercial customers <p style="text-align: center;"><b>1</b></p> Percent of waste & materials collected in 2022 that was diverted from disposal <p style="text-align: center;"><b>4.4</b> %             </p>	Services Provided <i>check all that apply</i> <ul style="list-style-type: none"> <li><input checked="" type="checkbox"/> Waste collection</li> <li><input checked="" type="checkbox"/> Mixed waste recycling</li> <li><input checked="" type="checkbox"/> Source separation recycling</li> <li><input checked="" type="checkbox"/> Mixed organics recycling</li> <li><input checked="" type="checkbox"/> Food waste recycling</li> <li><input checked="" type="checkbox"/> Green waste recycling</li> <li><input checked="" type="checkbox"/> C&amp;D debris recycling</li> <li><input checked="" type="checkbox"/> Bulky item collection</li> </ul>
Jurisdiction <p style="text-align: center;"><b>Los Angeles County</b></p> Area Served <p style="text-align: center;"><b>Torrance</b></p> Year franchise awarded <p style="text-align: center;"><b>2016</b></p> Waste & materials collected in 2022 <p style="text-align: center;"><b>145</b> tons</p> Contact Person <p style="text-align: center;"><b>Liliana Cortez</b></p> Telephone # <b>310-781-6900</b>	Franchise Type Select <p style="text-align: center;"><b>Waste Hauler Permit</b></p> Number of residential customers <p style="text-align: center;"><b>0</b></p> Number of commercial customers <p style="text-align: center;"><b>24</b></p> Percent of waste & materials collected in 2022 that was diverted from disposal <p style="text-align: center;"><b>33</b> %%             </p>	Services Provided <i>check all that apply</i> <ul style="list-style-type: none"> <li><input checked="" type="checkbox"/> Waste collection</li> <li><input checked="" type="checkbox"/> Mixed waste recycling</li> <li><input checked="" type="checkbox"/> Source separation recycling</li> <li><input checked="" type="checkbox"/> Mixed organics recycling</li> <li><input checked="" type="checkbox"/> Food waste recycling</li> <li><input checked="" type="checkbox"/> Green waste recycling</li> <li><input checked="" type="checkbox"/> C&amp;D debris recycling</li> <li><input checked="" type="checkbox"/> Bulky item collection</li> </ul>

<p>Jurisdiction  <b>Los Angeles County</b>                  Area  <b>El Segundo</b>                  Year franchise awarded  <b>2010</b>                  Waste &amp; materials collected in 2022  <b>1717 tons</b>                  Contact Person  <b>Erica Miramontes</b>                  Telephone # <b>310-524-2366</b></p>	<p>Franchise Type                  Select  <b>Waste Hauler Permit</b>                  Number of residential customers  <b>0</b>                  Number of commercial customers  <b>161</b>                  Percent of waste &amp; materials                  collected in 2022 that was diverted                  from disposal  <b>24.9 %</b></p>	<p>Services Provided  <i>check all that apply</i></p> <ul style="list-style-type: none"> <li><input checked="" type="checkbox"/> Waste collection</li> <li><input checked="" type="checkbox"/> Mixed waste recycling</li> <li><input checked="" type="checkbox"/> Source separation recycling</li> <li><input checked="" type="checkbox"/> Mixed organics recycling</li> <li><input checked="" type="checkbox"/> Food waste recycling</li> <li><input checked="" type="checkbox"/> Green waste recycling</li> <li><input checked="" type="checkbox"/> C&amp;D debris recycling</li> <li><input checked="" type="checkbox"/> Bulky item collection</li> </ul>
<p>Jurisdiction                   Area Served                   Year franchise awarded                   Waste &amp; materials collected in 2022                  tons                   Contact Person                   Telephone #</p>	<p>Franchise Type                  Select                   Number of residential customers                   Number of commercial customers                   Percent of waste &amp; materials                  collected in 2022 that was diverted                  from disposal                   %</p>	<p>Services Provided  <i>check all that apply</i></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Waste collection</li> <li><input type="checkbox"/> Mixed waste recycling</li> <li><input type="checkbox"/> Source separation recycling</li> <li><input type="checkbox"/> Mixed organics recycling</li> <li><input type="checkbox"/> Food waste recycling</li> <li><input type="checkbox"/> Green waste recycling</li> <li><input type="checkbox"/> C&amp;D debris recycling</li> <li><input type="checkbox"/> Bulky item collection</li> </ul>
<p>Jurisdiction                   Area Served                   Year franchise awarded                   Waste &amp; materials collected in 2022                  tons                   Contact Person                   Telephone #</p>	<p>Franchise Type                  Select                   Number of residential customers                   Number of commercial customers                   Percent of waste &amp; materials                  collected in 2022 that was diverted                  from disposal                   %</p>	<p>Services Provided  <i>check all that apply</i></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Waste collection</li> <li><input type="checkbox"/> Mixed waste recycling</li> <li><input type="checkbox"/> Source separation recycling</li> <li><input type="checkbox"/> Mixed organics recycling</li> <li><input type="checkbox"/> Food waste recycling</li> <li><input type="checkbox"/> Green waste recycling</li> <li><input type="checkbox"/> C&amp;D debris recycling</li> <li><input type="checkbox"/> Bulky item collection</li> </ul>

<p>Jurisdiction</p> <p>Area Served</p> <p>Year franchise awarded</p> <p>Waste &amp; materials collected in 2022 tons</p> <p>Contact Person</p> <p>Telephone #</p>	<p>Franchise Type Select</p> <p>Number of residential customers</p> <p>Number of commercial customers</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal</p> <p style="text-align: center;">%</p>	<p>Services Provided <i>check all that apply</i></p> <p><input type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input type="checkbox"/> Source separation recycling</p> <p><input type="checkbox"/> Mixed organics recycling</p> <p><input type="checkbox"/> Food waste recycling</p> <p><input type="checkbox"/> Green waste recycling</p> <p><input type="checkbox"/> C&amp;D debris recycling</p> <p><input type="checkbox"/> Bulky item collection</p>
<p>Jurisdiction</p> <p>Area Served</p> <p>Year franchise awarded</p> <p>Waste &amp; materials collected in 2022 tons</p> <p>Contact Person</p> <p>Telephone #</p>	<p>Franchise Type Select</p> <p>Number of residential customers</p> <p>Number of commercial customers</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal</p> <p style="text-align: center;">%</p>	<p>Services Provided <i>check all that apply</i></p> <p><input type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input type="checkbox"/> Source separation recycling</p> <p><input type="checkbox"/> Mixed organics recycling</p> <p><input type="checkbox"/> Food waste recycling</p> <p><input type="checkbox"/> Green waste recycling</p> <p><input type="checkbox"/> C&amp;D debris recycling</p> <p><input type="checkbox"/> Bulky item collection</p>
<p>Jurisdiction</p> <p>Area Served</p> <p>Year franchise awarded</p> <p>Waste &amp; materials collected in 2022 tons</p> <p>Contact Person</p> <p>Telephone #</p>	<p>Franchise Type Select</p> <p>Number of residential customers</p> <p>Number of commercial customers</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal</p> <p style="text-align: center;">%</p>	<p>Services Provided <i>check all that apply</i></p> <p><input type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input type="checkbox"/> Source separation recycling</p> <p><input type="checkbox"/> Mixed organics recycling</p> <p><input type="checkbox"/> Food waste recycling</p> <p><input type="checkbox"/> Green waste recycling</p> <p><input type="checkbox"/> C&amp;D debris recycling</p> <p><input type="checkbox"/> Bulky item collection</p>

**E. Litigation History**

14. Provide details on any litigation filed within the past ten years between your company, parent company, or subsidiaries and a California public agency that related to a contract, permit, or franchise for solid waste services. If you need additional space, please use the format below and submit an attachment to your proposal.

14.1 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

None to report

14.2 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

14.3 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

14.4 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

---

14.5 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

---

14.6 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

---

14.7 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

---

14.8 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*





16.1 Agency Date Amount \$

Issue

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

---

16.2 Agency Date Amount \$

Issue

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

---

16.3 Agency Date Amount \$

Issue

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

---

16.4 Agency Date Amount \$

Issue

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or*

*remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

16.5	Agency	Date	Amount \$
	Issue		

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

16.6	Agency	Date	Amount \$
	Issue		

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

17. Is the company, its parent, or any of its subsidiaries currently the subject of any litigation or investigations by a law enforcement or public agency related to the waste collection, recycling, or disposal activities of the company, its parent, or any of its subsidiaries in California? If you need additional space, create a new page using the format below and attach it to your proposal.

Yes     No    If "Yes", provide details

17.1	Agency	Date filed or initiated	Status Select
	Issue		

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

---

17.2 Agency

Date filed or initiated

Status Select

Issue

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

---

17.3 Agency

Date filed or initiated

Status Select

Issue

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

---

17.4 Agency

Date filed or initiated

Status Select

Issue

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

17.5 Agency

Date filed or initiated

Status Select

Issue

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

---

17.6 Agency

Date filed or initiated

Status Select

Issue

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

*Note:* The City may require companies to provide more details on any of these issues

### 3. COMMERCIAL WASTE COLLECTION AND RECYCLING SERVICE PLAN

The City of El Segundo will be awarding one or more non-exclusive franchise agreements for the collection, recycling, and disposal of waste from commercial, industrial, and multi-family properties in the City. The term of this franchise is anticipated to be from June 12, 2024 to no later than June 12, 2031 (7 years). This document describes the services that the successful franchise(s) will be required to provide to customers in the City. Companies submitting a statement of qualifications for a non-exclusive franchise agreement are advised to read this document carefully as they must certify that their company has the experience, skill, and resources to successfully provide these services.

Additional details of the services to be provided will be included in the draft franchise agreement upon the release of the request for proposal (RFP).

1. Weekly Collection, Recycling, and Disposal Services
  - 1.1 Provide regular collection of refuse, recyclable, and mixed organic materials. There are approximately 610 commercial accounts and approximately 440 multi-family accounts being currently serviced in the City by permitted haulers. If franchisee is to co-collect Solid Waste and Recyclables (Mixed Waste), a High Diversion Organic Waste Processing Facility (HDOWPF) must be used and specified in the Agreement. Frequency of collection shall be determined by the service needs of each customer, but shall occur at least once per week.
  - 1.2 Divert from disposal at least 50% of the refuse and materials collected through approved CalRecycle diversion methods. At least 65% of construction and demolition debris collected must be diverted from disposal. The minimum diversion requirements may change during the term of the franchise agreement if so required by California law; in such case, the franchisee must take all steps necessary to comply with such requirements.
  - 1.3 Dispose of non-recyclable waste in a fully-permitted disposal facility.
  - 1.4 Containers:
    - 1.4.1 Provide each customer with an appropriately-sized cart, bin, or roll-off.
    - 1.4.2 Bins may be new or used, of welded steel construction, with wheels and covers.
    - 1.4.3 Customers that cannot accommodate a bin are to be provided with lidded wheeled carts of adequate size and construction. All carts provided to customers for refuse, recycling, and mixed organic service shall be new.
    - 1.4.4 Roll-offs to be clean and in good repair.
    - 1.4.5 All container labels shall be SB 1383-compliant and marked with the name and customer service telephone number of the franchisee and shall advise the customer to not dispose of hazardous materials or universal waste. A telephone number for information on the proper disposal of these items shall be included. The label shall

also indicate that the customer should contact the franchisee for repair or replacement of damaged containers.

1.4.6 All bins and roll-offs shall include a sticker or label with a safety warning.

1.4.7 Maintenance and Repair, and Exchange of Containers: All customer containers shall be maintained in good condition and must be kept clear of graffiti. Broken or damaged carts and bins shall be repaired or replaced by the franchisee at no charge to the customer or City. Bins, particularly those used for the collection of food waste, shall be cleaned as needed to eliminate odors and discourage vermin infestation.

1.5 Provide as-needed service for customer-owned compactors.

1.6 Provide roll-out service for a fee to customers that request this service.

1.7 Provide all customers with recycling services and organic materials (landscaping debris and trimmings, non-hazardous wood waste, and food waste) diversion services.

## 2. Temporary Services

2.1 Provide appropriately-sized bins and roll-offs for the temporary collection of refuse, recyclable materials, and construction and demolition debris to customers who order such service. Customers for temporary service are to be offered a variety of bin and roll-off sizes, and containers for the collection of mixed and source separated materials.

2.2 At least 65% of the construction and demolition debris collected from customers provided with temporary service must be diverted from disposal.

## 3. Vehicles and Collection Routes

All vehicles used to service customers are to be 2017 models or newer and in full compliance with all local, regional, and state regulations, including SCAQMD Rule 1193. All vehicles shall be kept clean, painted, free of graffiti, and in good repair. Additionally, all vehicles shall operate on SB 1383 compliant renewable gas.

Collection routes are to be dedicated to the City and designed to minimize total vehicle-miles required to service customers and transport collected refuse and materials from the City to processing and disposal facilities.

## 4. Billing of Customers and Payment for Services

The franchisee(s) will be responsible for billing customers for services provided. Franchise and other fees levied by the City, if any, are to be included in the amounts charged to customers and remitted to the City upon receipt by the franchisee(s).

## 5. Service Rates

The franchisees will be responsible for determining the rates charged to their customers. However, the City will set ceilings for rates based on the franchisees' proposals.

Rates may be adjusted once annually by the average annual change in the consumer price index for all urban consumers as calculated by the U.S. Department of Labor, Bureau of Labor Statistics, for the Los Angeles-Long Beach-Anaheim area.

6. Franchisee Service Contracts with Customers

The term of any service contracts between a franchisee and its customers shall not extend beyond the term of the franchisee's non-exclusive franchise agreement with the City.

Franchisees shall not include any automatic renewals or extensions, such as "evergreen" clauses, in the service contracts with its customers.

Each customer shall be provided with the option of terminating its services with a franchisee upon 30 days' notice provided that the customer is not delinquent in paying for services received from the franchisee.

7. Customer Service and Support

Provide the personnel, equipment, and systems necessary to receive and respond to customer requests for extra services, changes to service, bulky item collection, billing questions, and equipment repair or exchange. The standard time for responding to and resolving customer calls shall be 24 hours or the next business day, whichever is sooner. There must be adequate customer service staff fluent in English and Spanish.

8. Customer Education and Outreach

Provide all new customers with information on the services provided, collection schedules, proper handling of hazardous and universal waste, the importance of recycling and waste diversion, and the procedures for separating and handling recyclable materials and organics. The franchisee will also be required to provide on-going customer education on these topics through quarterly newsletters to customers. Printed materials must be available in English and Spanish.

The franchisee(s) will be responsible for providing customers with the information required to support compliance with AB 341, AB 1826, and SB 1383, including providing the City with the information required to meet the respective reporting requirements.

9. Litter Control

Collect and transport refuse and materials so as to avoid the creation of litter or spills on City streets, driveways, and private property. Drivers will be responsible for cleaning up spills and litter created when servicing a customer cart or bin.

10. Reporting

Monthly reports shall be submitted to the City with information on the quantities of waste and materials collected, recycled, and disposed, and the number of customers served. The reports must also indicate the quantities of materials transported to and processed at all facilities used during the month. Information on facility usage submitted to the City must be consistent with the information submitted by the franchisee to the facility operators and the Disposal Reporting System.

The City shall specify the form of the reports and the method by which reports are to be submitted. The percent of waste diverted from disposal shall be calculated and reported monthly. If the franchisee uses material recovery or recycling facilities that receive waste and materials from more than one source, the waste diversion rate reported to the City shall be based on the actual characteristics of the waste or materials from the City delivered to those facilities.

The waste diversion rate reported to the City must be based on the quantities of waste and materials collected in the City each month that are diverted from disposal. Diverted materials from other jurisdictions shall not be included in the calculation of the franchisee's waste diversion rate reported to the City.

11. SB 1383 Compliance

Franchisee shall perform and/or assist the City with services in compliance with CalRecycle requirements under SB 1383 including, without limitation: contamination monitoring, route reviews and inspections (Section 18984.5), food recovery assistance, which may include inspections (Section 18991), waiver assistance (Section 18984.11), organic waste recovery education and outreach (Section 18995.1), and all recordkeeping and reporting requirements.

12. Recovered Organic Waste Product (ROWP) Procurement

Franchisee shall provide the City with ROWP for the City to meet its procurement target.

13. Audits and Inspections

The City shall have the right to audit a franchisee's books and records related to the services provided pursuant to the franchise.

14. Insurance

Franchisees shall obtain and keep in effect, the following insurance policies and limits:

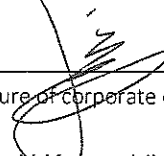
Comprehensive general liability .....	\$10 million
Automobile liability.....	\$10 million
Worker's Compensation Liability .....	Limits required by the State of California
Pollution Liability Insurance.....	\$2 million per occurrence
	\$4 million aggregate

#### 4. CERTIFICATION STATEMENT

Patriot Services Inc. ("The Company") has submitted a statement of qualifications (SOQ) to the City of El Segundo for a waste collection and recycling non-exclusive franchise agreement. The individual signing below certifies on behalf of the Company, that:

1. The Company has reviewed the actual service conditions and requirements in the City, read and understands the service plans provided by the City, and based on its independent judgment, it has the skills, resources, and experience required to successfully provide the services described in the Commercial Waste Collection and Recycling Service Plan.
2. The SOQ and related documents submitted to the City do not contain any false, misleading, or inaccurate information, statements, or facts.
3. When preparing its SOQ, the Company has not colluded with any other companies that, to the best of its knowledge, intended to submit an SOQ to the City.
4. The Company will adhere to the communication protocols specified in the instructions to the Request for Qualifications.
5. The City of El Segundo staff and/or its representatives may contact representatives of the cities and counties where our company provides services, for the purpose of obtaining information on our performance and experience.
6. The City of El Segundo staff and/or its representatives may inspect our facilities at a time that is mutually convenient.
7. If awarded a non-exclusive franchise agreement, the company will meet and maintain the waste diversion requirements specified in the City's service plans.
8. The Company acknowledges that the City of El Segundo is the sole arbiter of our qualifications for a waste collection and recycling non-exclusive franchise agreement. The City reserves the right to waive irregularities in qualification statements or to reject all statements and reissue the RFQ.

I certify and declare under penalty of perjury, that the foregoing is true and correct.

 _____ Signature of corporate officer or official	<u>12/20/2023</u> _____ Date
<u>John H. Keuroghlian</u> _____ Printed name	<u>President</u> _____ Title
_____ Signature of corporate officer or official of parent company if applicable	_____ Date
_____ Printed name	_____ Title



December 1, 2023

**ADDENDUM NO. 1**  
to  
**REQUEST FOR QUALIFICATIONS**  
For  
**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING AND DISPOSAL**  
**SERVICES FOR THE CITY OF EL SEGUNDO**  
**(RFQ #23-06)**

**ATTENTION RESPONDENTS:**

The following additions, modifications, and clarifications to the specifications shall be included in, and become a part of, any contract which may be executed for the above project in the City of El Segundo:

1. **The statements of qualifications (SOQ) due date and time remains Friday, December 15, 2023 at 11:00 a.m.**
2. The due date for mandatory registration with the City has been changed to Thursday, December 7, 2023.
3. The deadline for the submittal of questions has been changed to Thursday, December 7, 2023. The date for all questions and answers to be distributed to all companies that register with the City remains Friday, December 8, 2023.
4. A revised version of the tentative schedule accompanies this Addendum.

As evidence that the RESPONDENT has read this Addendum, the RESPONDENT must acknowledge same in the space provided below and **submit this completed Addendum page with the Statement of Qualifications (SOQ)**. Failure to provide such acknowledgement shall render the SOQ as non-responsive and subject to rejection.

Signature: \_\_\_\_\_

A handwritten signature in black ink, appearing to be 'J. J.', written over a horizontal line.

Date: 12/1/2023

Print Company Name: Patriot Services Inc.

**3. CURRENT DATA**

The existing permitted haulers have reported the total of approximately 610 commercial accounts and approximately 440 multi-family accounts. There are approximately 310 multi-family accounts on a 3-bin system, 65 on a 2-bin system and 65 on a 1-bin system. There are approximately 310 commercial accounts on a 3-bin system, 110 on a 2-bin system and 190 on a 1-bin system. Additionally, there was approximately 24,000 tons of waste hauled from commercial and multi-family facilities of the City during 2022.

Companies responding to this RFQ are advised to independently verify the actual service conditions in the City including, but not limited to, the topography, street conditions, concentration and density of residential and commercial service locations, and accessibility of service locations.

**4. SCHEDULE (ESTIMATED) – REVISED 12/1/2023**

Release of this RFQ.....	Nov. 21, 2023
<a href="#">Deadline to register with the City</a> .....	<a href="#">Dec. 7, 2023</a>
Deadline for submittal of questions to the RFQ .....	<a href="#">Dec. 7, 2023</a>
City responses to questions to the RFQ .....	Dec. 8, 2023
Statements of qualifications due .....	Dec. 15, 2023, 11:00 a.m.
Notice inviting qualified applicants .....	Jan. 15, 2024
City releases Request for Proposal (RFP).....	Jan. 15, 2024
Deadline for submittal of questions to the RFP .....	Feb. 1, 2024
City response to questions to the RFP.....	Feb. 8, 2024
Proposals in response to RFP due.....	Feb. 15, 2024
City staff recommendations to City Council .....	Mar. 2024
City Council award of non-exclusive franchise agreements.....	Mar. 2024
Franchisee transition period .....	April 1 – May 30, 2024
Non-Exclusive Franchise service begins .....	June 12, 2024

**5. COMPONENTS OF THIS RFQ**

This RFQ includes four documents. Companies responding to this RFQ are advised to thoroughly review all documents.

1. These instructions
2. Company information form
3. Commercial Waste Collection and Recycling Service Plan
4. Certification Statement

**6. QUALIFICATION CRITERIA**

The following are minimum criteria to be considered a qualified company:



**ADDENDUM NO. 2**  
**to**  
**REQUEST FOR QUALIFICATIONS**  
**For**  
**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING, AND DISPOSAL**  
**SERVICES FOR THE CITY OF EL SEGUNDO**  
**(RFQ #23-06)**

**DATE:** December 11, 2023

**TO:** All Prospective Respondents

This Addendum No. 2 provides a supplemental acknowledgement form below. The information in this Addendum has been made available to all prospective respondents who duly fulfilled the registration requirement set forth in Section 8 of Request for Qualification (“RFQ”) No. 23-06, dated November 21, 2023, and this Addendum No. 2 is incorporated into such RFQ by this reference. All other portions of Contract Documents, RFQ, and first Addendum not specifically mentioned in this Addendum No. 2 remain in full force and effect.

**SB 1383 COMPLIANT RENEWABLE GAS ACKNOWLEDGEMENT**

A minimum requirement to be considered a qualified company in response to the City’s RFQ is the use of SB 1383 compliant renewable gas in all trucks operating in the City of El Segundo. Renewable gas is defined as gas derived from organic waste that has been diverted from a landfill and processed at an in-vessel digestion facility that is permitted or otherwise authorized by Title 14 to recover organic waste [see 14 CCR Section 18982(a)(62)].

This form is an acknowledgment that your company will comply with this renewable gas fuel requirement.

I hereby acknowledge that all of Patriot Services Inc. waste hauling trucks operating in El Segundo  
Company Name  
will be using SB 1383 compliant renewable gas.

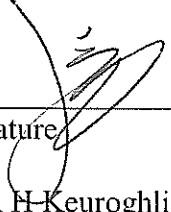
**POSSESSION OF FRANCHISE AGREEMENTS ACKNOWLEDGEMENT**

I hereby further acknowledge that Patriot Services Inc. possesses franchise agreements for  
Company Name  
at least three local California jurisdictions (i.e., city or county) for waste services, or municipal service agency or district, with no enforcement actions within the past five years.

The City reserves the right to ask for supporting documentation regarding these minimum requirements.

[Signature on next page]

Patriot Services Inc.  
Company Name

  
Signature

John H Keuroghlian President  
Printed Name & Title

12/11/2023  
Date



December 14, 2023

**ADDENDUM NO. 3**  
to  
**REQUEST FOR QUALIFICATIONS**  
for  
**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING AND DISPOSAL**  
**SERVICES FOR THE CITY OF EL SEGUNDO**  
**(RFQ #23-06)**

**ATTENTION RESPONDENTS:**

The following additions, modifications, and clarifications to the specifications shall be included in, and become a part of, any contract which may be executed for the above project in the City of El Segundo:

1. The statements of qualifications (SOQ) due date and time has been changed to **Friday, December 22, 2023 at 11:00 a.m.**
2. Section 1, subsection 6.b. of the RFQ is amended to read, "Ability to operate only with trucks that utilize SB 1383-compliant fuel within one year of non-exclusive franchise agreement execution."
3. Please see this project's attached Supplement to Addendum 3 for the required acknowledgement form.

As evidence that the RESPONDENT has read this Addendum, the RESPONDENT must acknowledge same in the space provided below and **submit this completed Addendum page with the Statement of Qualifications (SOQ)**. Failure to provide such acknowledgement shall render the SOQ as non-responsive and subject to rejection.

Signature: \_\_\_\_\_ Date: 12/14/2023

Print Company Name: Patriot Services Inc.



**CITY OF EL SEGUNDO**

**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING, AND  
DISPOSAL SERVICES FOR THE CITY OF EL SEGUNDO  
(RFQ #23-06)**

**ADDENDUM NO. 3 SUPPLEMENT**

**DATE:** December 14, 2023

**TO:** All Prospective Respondents

This Addendum No. 3 provides an updated supplemental acknowledgement form below. Specifically, please note that the two acknowledgements set forth below in this Addendum No. 3 supersede and replace the acknowledgments in Addendum No. 2, dated December 11, 2023, and Addendum No. 2 will have no further force or effect. Accordingly, only the acknowledgments in this Addendum No. 3 will be required.

The information in this Addendum has been made available to all prospective respondents who duly fulfilled the registration requirement set forth in Section 8 of Request for Qualification (“RFQ”) No. 23-06, dated November 21, 2023, and this Addendum No. 3 is incorporated into such RFQ by this reference. All other portions of Contract Documents, RFQ, first Addendum, and second Addendum not specifically mentioned in this Addendum No. 3 remain in full force and effect.

**SB 1383 COMPLIANT RENEWABLE GAS ACKNOWLEDGEMENT**

A minimum requirement to be considered a qualified company in response to the City’s RFQ is the use of SB 1383 compliant renewable gas in all trucks operating in the City of El Segundo. Renewable gas is defined as gas derived from organic waste that has been diverted from a landfill and processed at an in-vessel digestion facility that is permitted or otherwise authorized by Title 14 to recover organic waste [see 14 CCR Section 18982(a)(62)].

This form is an acknowledgment that your company will be in compliance with this component of the regulation.

I hereby acknowledge that Patriot Services Inc. will have the ability to only operate trucks that utilize SB 1383-compliant fuel, for services under El Segundo RFQ #23-06, within one year of execution of a non-exclusive franchise agreement with El Segundo.  
Company Name

**POSSESSION OF FRANCHISE AGREEMENTS ACKNOWLEDGEMENT**

I hereby further acknowledge that Patriot Services Inc. possesses franchise  
Company Name  
agreements for at least three California jurisdictions for waste services, or municipal service agency  
or district, with no enforcement actions within the past five years.

The City reserves the right to ask for documentation regarding these minimum requirements.



\_\_\_\_\_  
Signature

John H. Keuroghlian President  
Printed Name & Title

12/14/2023

Date

**COVER LETTER**

December 15, 2023

Ms. Erica Miramontes  
Public Works Department  
City of El Segundo  
350 Main Street  
El Segundo, CA 90245

Re: REQUEST FOR QUALIFICATIONS FOR COMMERCIAL SOLID WASTE  
COLLECTION, RECYCLING AND DISPOSAL SERVICES

Dear Ms. Miramontes:

Universal Waste Systems, Inc. (UWS) is pleased to submit the following documents in response to the City of El Segundo's Request for Qualifications for Commercial Solid Waste Collection, Recycling and Disposal Services.

UWS is a family-owned privately held company established in 1986 providing waste management services to communities throughout Southern California. We have broad and extensive experience serving residential, commercial, and industrial customers in Southern California, Arizona, and New Mexico. In addition to successfully operating in exclusive franchise areas where excellent service has earned renewals and extensions, we have also been successful in the highly competitive non-exclusive environment where customers are free to change service providers based upon service quality and price.

UWS has the capability and facilities to offer the City of El Segundo a first-class operation that will provide the City with SB1383 compliant programs for both residential and commercial customers in the city. Following competitive procurement, the City of Los Angeles awarded UWS an exclusive franchise agreement for the Northeast Commercial Franchise Zone to service commercial, multi-family, and industrial customers. This franchise was awarded and covered all services including waste, recyclable and organic collection, processing of all waste streams, facility development and construction along with a robust public education component as well as legislative compliance. During the implementation we transitioned 9,000 new accounts from 20 different service providers to a new UWS customer. Since the award of the City of Los Angeles franchise agreement, UWS has been awarded franchise agreements in the Cities of Maywood, Los Alamitos, South Gate and three large residential areas in the County of Los Angeles. This experience will be pivotal during the transition in order to ensure a smooth and timely transition of services.



Our contact person for this Proposal is:

Name:	Matt Blackburn Executive Vice-President
Mailing address:	P.O. Box 3038 Whittier, California 90605
E-mail address	matt@uwscompany.com
Telephone:	562-695-8236 (office) 909-859-5731 (cell)
Fax number:	562-941-4915

We look forward to the RFP process and the opportunity to meet and discuss the many capabilities of Universal Waste Systems and its qualified team of professionals. Please feel free to contact us with any questions or comments.

Respectfully submitted,

Matt Blackburn  
Executive Vice-President



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## STATEMENT OF QUALIFICATIONS

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### Business Structure

UWS is a family-owned privately held company established in 1986 providing waste management services to communities throughout Southern California, Arizona and New Mexico. We have broad and extensive experience serving residential, commercial and industrial customers in Southern California, Arizona, and New Mexico. In addition to successfully operating in exclusive franchise areas where excellent service has earned renewals and extensions, we have also been successful in the highly competitive non-exclusive environment where customers are free to change service providers based upon service quality and price.

UWS currently operates in many communities in the area of El Segundo, and we have spent considerable time in the city familiarizing ourselves with its unique characteristics and operational needs. We have performed route audits and observed the collection of the commercial sector during the workday, as well as shadowed the commercial routes with our route observation team.

UWS is confident that we are prepared and willing to provide the city with exceptional service at a reasonable rate. We look forward to the opportunity.

### Corporate Entity

Universal Waste Systems, Inc. ("UWS") is a C-corporation organized in the State of California.

### Financial Statements

As the proposing entity, UWS will provide the necessary financial statements as required by the City.

### Years in Operation

UWS was formed as a California corporation in 1986 and is in good standing with the California Secretary of State.

### Officers

The officers of UWS are:

UWS Officers

Name	Office
Mark Blackburn	Chief Executive Officer & Chief Financial Officer
Anne Blackburn	Secretary
Matt Blackburn	Executive Vice President

### Corporate Headquarters

Corporate headquarters: 9010-9016 Norwalk Boulevard, Santa Fe Springs, CA 90670.

Mailing Address: P.O. Box 3038, Whittier, CA 90605-308.



**Description of Proposers Experience**

UWS has broad and extensive experience serving residential, commercial and industrial customers in Southern California, Arizona, and New Mexico. In addition to successfully operating in exclusive franchise areas where excellent service has earned renewals and extensions, we have also been successful in the highly competitive non-exclusive environment where customers are free to change service providers based upon service quality and price.

Although UWS is not the largest company that will propose in the City of El Segundo, we are the one company that possesses all the capabilities necessary to serve the city and will meet and/or exceed the requirements listed in the RFP. UWS has developed into a company that prides itself on creating partnerships with our communities in order to ensure a high level of service at reasonable rates. We will be committed to the businesses of the City of El Segundo by offering first-class services.

**Experience in Los Angeles County****Current Exclusive Franchise Agreements by Jurisdiction & Years of Service**

Jurisdiction	Service Period	Customer Types	Service Performed	Residential Collection Method	Contact Information
City of Los Angeles Northeast Area	February 2017 to Present	Commercial, Multi-Family, Industrial	-Refuse- -Recycling- -Organic Waste- -C&D-	Multi-Family (carts & bins)	Mr. Daniel Meyers Division Manager LA Dept. of Sanitation 1149 S. Broadway St. 5 <sup>th</sup> Floor Los Angeles, CA 90015 213-446-2199
County of Los Angeles					For all LA County franchise areas: Mr. Steve Milewski Senior Civil Engineer County of Los Angeles Department of Public Works 900 S. Fremont Ave. Alhambra, CA 91803 626-458-3573
West Whittier Area	April 2007 to Present	Residential	Refuse, Recycling, Green waste, C&D Bulky Items, E-Waste, Shredding	Automated	

**Current Exclusive Franchise Agreements, continued**

Jurisdiction	Service Period	Customer Types	Service Performed	Residential Collection Method	Contact Information
<b>County of Los Angeles, continued</b>					<i>See previous page for County of Los Angeles contact info.</i>
Pioneer / Carson Park Area	Sept. 2011 to Present	Residential	Refuse, Recycling, Green waste, C&D Bulky Items, E-Waste, Shredding	Automated	
Mesa Heights Garbage Disposal District	July 2013 to Present	Residential, Commercial, Multi-Family	Refuse, Recycling, Green waste, C&D Bulky Items, E-Waste, Shredding	Automated	
South San Gabriel Area	July 2014 to Present	Residential	Refuse, Recycling, Green waste, C&D Bulky Items, E-Waste, Shredding	Automated	
Citrus, Charter Oak, Ramona Area	Nov. 2014 to Present	Residential	Refuse, Recycling, Green waste, C&D Bulky Items, E-Waste, Shredding	Automated	
City of Maywood	March 2020 to Present	Commercial, Multi-Family, Residential, Industrial, Roll-Off	-Refuse- -Recycling- -Organic waste- -C&D-	n/a	Ms. Jennifer Vasquez 4319 E. Slauson Ave. Maywood, CA 90270 323-562-5712

### Current Non-Exclusive Franchise Agreements by Jurisdiction & Years of Service

Jurisdiction	Service Period	Customer Types	Service Performed	Residential Collection Method	Contact Information
<b>County of Los Angeles</b>	Feb. 2004 to Present	Commercial, Multi-Family, Industrial, Roll-Off	-Refuse- -Recycling- -Organic waste- -C&D-	n/a	Ms. Willa Zheng Administrative Assistant County of Los Angeles Department of Public Works 900 S. Fremont Ave. Alhambra, CA 91803 626-458-3530
<b>City of Malibu</b>	Feb. 2004 to Present	Commercial, Multi-Family, Industrial, Roll-Off	-Refuse- -Recycling- -Organic waste- -C&D-	n/a	Ms. Rebecca Nelson-Brown Administrative Assistant Environmental Programs City of Malibu 23825 Stuart Ranch Rd. Malibu, CA 90265 310-456-2489, Ext. 286
<b>City of Agoura Hills</b>	Feb. 2004 to Present	Commercial, Multi-Family, Industrial, Roll-Off	-Refuse- -Recycling- -Organic waste- -C&D-	n/a	Mr. Louis A. Celya Deputy City Manager City of Agoura Hills 3001 Ladyface Ct. Agoura Hills, CA 91301 818-597-7314
<b>City of Glendale</b>	Feb. 2004 to Present	Commercial, Multi-Family, Industrial, Roll-Off	-Refuse- -Recycling- -Organic waste- -C&D-	n/a	Mr. Dennis Hargrove Assistant Director of Public Works City of Glendale 548 W. Chevy Chase Dr. Glendale, CA 91204 818-548-3916
<b>City of Burbank</b>	Feb. 2004 to Present	Commercial, Multi-Family, Industrial, Roll-Off	-Refuse- -Recycling- -Organic waste- -C&D-	n/a	Ms. Amy Hammes Recycling Specialist City of Burbank 500 S Flower St. Burbank, CA 91502 818-238-3903
<b>City of Vernon</b>	Feb. 2004 to Present	Commercial, Multi-Family, Industrial, Roll-Off	-Refuse- -Recycling- -Organic waste- -C&D-	n/a	Mr. Frederick Agyin Director Health & Environmental Control Department City of Vernon 4305 S. Santa Fe Ave. Vernon, CA 90058 323-583-8811
<b>City of Bell Gardens</b>	Feb. 2004 to Present	Commercial, Multi-Family, Industrial, Roll-Off	-Refuse- -Recycling- -Organic waste- -C&D-	n/a	Ms. Veronica Sanchez Administrative Specialist City of Bell Gardens 8237 Garfield Ave. Bell Gardens, CA 90201 562-806-7770

Table 2 continued on next page.

### Current Non-Exclusive Franchise Agreements by Jurisdiction & Years of Service

Jurisdiction	Service Period	Customer Types	Service Performed	Residential Collection Method	Contact Information
<b>City of Commerce</b>	Feb. 2004 to Present	Commercial, Multi-Family, Industrial, Roll-Off	-Refuse- -Recycling- -Organic waste- -C&D-	n/a	Linda Wright Administrative Assistant City of Commerce 2535 Commerce Way Commerce, CA 90040 323-722-4805, Ext. 2331
<b>City of Long Beach</b>	Feb. 2004 to Present	Commercial, Multi-Family, Industrial, Roll-Off	-Refuse- -Recycling- -Organic waste- -C&D-	n/a	Ms. Sarah Adams Recycling Specialist City of Long Beach 2929 Willow Ave. Long Beach, CA 90807 562-570-2852
<b>City of Montebello</b>	Feb. 2004 to Present	Commercial, Multi-Family, Industrial, Roll-Off	-Refuse- -Recycling- -Organic waste- -C&D-	n/a	Public Works Department 1600 W. Beverly Blvd. Montebello, CA 90604 323-887-4555
<b>City of Pasadena</b>	Feb. 2004 to Present	Commercial, Multi-Family, Industrial, Roll-Off	-Refuse- -Recycling- -Organic waste- -C&D-	n/a	Mr. Carmen Rubio Department of Public Works City of Pasadena 233 W. Mountain St., #235 Pasadena, CA 91109 626-744-7162 crubio@cityofpasadena.net
<b>City of Torrance</b>	Feb. 2004 to Present	Commercial, Multi-Family, Industrial, Roll-Off	-Refuse- -Recycling- -Organic waste- -C&D-	n/a	Ms. Wendy Wu 3031 Torrance Blvd. Torrance, CA 90503 310-781-7679

*Continued on next page.*

Experience in Orange County

Our Orange County Division is based at 2051 Placentia Ave., Costa Mesa.

**Current Exclusive and Non-Exclusive Franchise Agreements by Jurisdiction**

Jurisdiction	Service Period	Customer Types	Service Performed	Residential Collection Method	Contact Information
<b>City of Costa Mesa</b>	Oct. 2010 to Present	Commercial, Multi-Family, Industrial, Roll-Off	-Refuse- -Recycling- -Organic waste- -C&D-	n/a	Mr. Mike Balliet City Consultant City of Costa Mesa
<b>City of Newport Beach</b>	Oct. 2010 to Present	Commercial, Multi-Family, Industrial, Roll-Off	-Refuse- -Recycling- -Organic waste- -C&D-	n/a	Mr. Micah Martin Deputy Public Works Director City of Newport Beach 592 Superior Ave., Bldg. A Newport Beach, CA 92663 949-718-3466
<b>City of Irvine</b>	Oct. 2010 to Present	Commercial, Multi-Family, Industrial, Roll-Off	-Refuse- -Recycling- -Organic waste- -C&D-	n/a	Public Works Department 1 Civic Center Plaza Irvine, CA 92606 949-724-6357
<b>City of Los Alamitos</b>	Jan. 2022 to Present	Residential, Commercial, Multi-Family, Industrial, Roll-Off	-Refuse- -Recycling- -Organic waste- -C&D-	Automated	Ms. Michelle Muller Management Analyst City of Los Alamitos 3191 Katella Avenue Los Alamitos, CA 90720

**Transition Experience**City of Los Angeles Commercial Franchise Zone

Following competitive procurement, the City of Los Angeles awarded UWS an exclusive franchise agreement for the Northeast Commercial Franchise Zone to service commercial, multi-family, and industrial customers. This franchise was awarded and covered all services including waste, recyclable and organic collection, processing of all waste streams, facility development and construction along with a robust public education component as well as legislative compliance.

During the 6-month period of July 2017 to January 2018, we transitioned 9,000 new accounts from 20 different service providers to a new UWS account.

The transition included: (i) creating individual customer records; (ii) conducting site inspections to establish GIS parameters; (iii) delivering over 15,000 containers; (iv) completing on-site waste assessments; and (v) initiating service.

During the transition period, we established 35 new commercial collection routes, 5 new roll-off routes, and 8 new scout routes. While we were busy establishing these 9,000 new accounts, we were also divesting 8,000 of our commercial and multi-family customers in the 10 other City franchise zones to the 6 new service providers in those zones.

The Los Angeles transition presented us with some unique challenges: subscription information was frequently incomplete or inaccurate; new subscribers resisted the change because the franchising system represented a material change in service; and the City's plan for expanded 'Zero Waste' programs brought with it some significant cost increases to the customer. In the face of these challenges, we were able to deliver 99% service reliability to our new customers during the transition.

### City of Los Angeles Transition Experience

Jurisdiction	Transition Period	Customer Types	Service Performed	Container Types	Contact Information
City of Los Angeles Northeast Franchise Zone	July 2017 to Jan. 2018	Commercial, Multi- Family, Industrial	-Refuse- -Recycling- -Organic Waste- -C&D-	Carts, bins, stationary compactors & debris boxes	Mr. Daniel Meyers Division Manager LA Dept. of Sanitation 1149 S. Broadway St. 5 <sup>th</sup> Floor Los Angeles, CA 90015 213-446-2199

### City of Maywood

UWS transitioned the City of Maywood in March of 2020 during the pandemic and in order to replace a non-performing contractor. The City of Maywood had contracted with a company that was not able to meet the performance requirements in the City's franchise agreement and had left the City without any notice.

The city was approached by a large private hauler which moved into the city in late December of 2019 to assist the city in making sure the trash was collected. Within a few months, the company made demands of the City for a long-term evergreen contract with large rate increases. After a few months of negotiations, the company provided the City with notice that it would be leaving at the end of February 2020 if the City would not agree to the terms of a new contract. This notice provided the city with about a week's notice to find another company to step in and perform the services.

UWS was contacted by the City's consultant that they had been working with to see if there was interest in the City of Maywood. UWS met with the city and the consultant and within a few hours had a plan to begin service the week following the departure of the exiting company. The city did not have any interruption of service and the City and UWS successfully negotiated a new agreement that is in place today. Also, UWS agreed to provide the services at the previous company's rates for the balance of 2020 with a new rate structure being implemented over the next three (3) years. This transition was quick, demanding and very successful.

### City of Maywood Transition Experience

Jurisdiction	Transition Period	Customer Types	Service Performed	Container Types	Contact Information
City of Maywood	March 2020	Residential, Commercial, Multi-Family, Industrial	-Refuse- -Recycling- -Organic Waste- -C&D-	Carts, bins, stationary compactors & debris boxes	Ms. Jennifer Vasquez City Manager 4319 E. Slauson Ave. Maywood, CA 90270 (323) 562-5712

### City of Los Alamitos

UWS was selected for a new ten (10) year franchise agreement for solid waste collection services in November of 2021 with service commencement on January 1, 2022. The final contract was approved on December 6, 2021, with less than 30 days for implementation. UWS worked with the exiting hauler, Republic Services, and was successful in deploying carts to the 2,000 residents and over 1,000 new commercial bins to the customers. Service and new programs commenced on January 1, 2022, without any interruption in service and on time.

City of Los Alamitos	Jan. 2022 to Present	Residential, Commercial, Multi-Family, Industrial, Roll-Off	-Refuse- -Recycling- -Organic waste- -C&D-	Automated	Ms. Michelle Muller Management Analyst City of Los Alamitos 3191 Katella Avenue Los Alamitos, CA 90720
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### City of South Gate

UWS was selected for a new ten (10) year franchise agreement for solid waste collection services in July of 2022 with service commencement on January 1, 2023. UWS worked with the exiting hauler, Waste Management, and was successful in deploying carts to the 15,000 residents and over 3,000 new commercial bins to the customers. Service and new programs commenced on January 1, 2023, without any interruption in service and on time. This was our most recent implementation, and the transitions were smooth, and the services were rolled out as proposed in the RFP.

City of South Gate	January 2023	Residential, Commercial, Multi-Family, Industrial	-Refuse- -Recycling- -Organic Waste- -C&D-	Carts, bins, stationary compactors & debris boxes	Mr. Chris Jeffers City Manager 8650 California Avenue South Gate, CA 90280 (323) 563-9503
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### **Key Personnel and Responsibilities**

UWS' President and CEO, Mark Blackburn started the company in 1986 with one truck and a few hundred bins. Since 1986, UWS has grown into one of the premier environmental waste and recycling companies in California and the nation. UWS employs over 750 employees and runs 350 trucks in 3 states with multiple operations and processing centers in the greater Southern California market available to the City of El Segundo. Under Mr. Blackburn's leadership he has created an environment where all employees are unified in their commitment to our mission, vision, and values. The company's success is a result of empowering our employees to make good decisions, implement them with the ultimate goal of the opportunity for upward mobility.

#### **Mission**

Universal Waste Systems exists to provide quality waste and recycling services which result in a clean and healthy environment for communities we serve by applying innovative solutions to the challenges of today and tomorrow.

#### **Vision**

To be the flagship company for comprehensive waste management services in Southern California by being the best and healthiest place to work and innovate to deliver innovative environmental solutions to achieve "zero waste.

#### **Core Values**

##### **Integrity**

We operate with honesty and integrity in all dealings with customers, jurisdictional representatives and each other. We do what we say, and we say what we do.

##### **Sustainable Practices**

We are committed to planning effective waste diversion strategies and ensuring that our plans are carried out as promised. We operate our business as good stewards in a more sustainable way.

##### **Unity of Purpose**

We frequently and consistently communicate our mission and performance standards to all of our employees so as to operate with a unity of purpose at all times.

##### **The Power of a Personal Guarantee**

Our owner, family members, and management staff give their personal guarantee that every single customer issue or inquiry will be handled to the ultimate satisfaction of the customer and the City.

##### **Company Slogan**

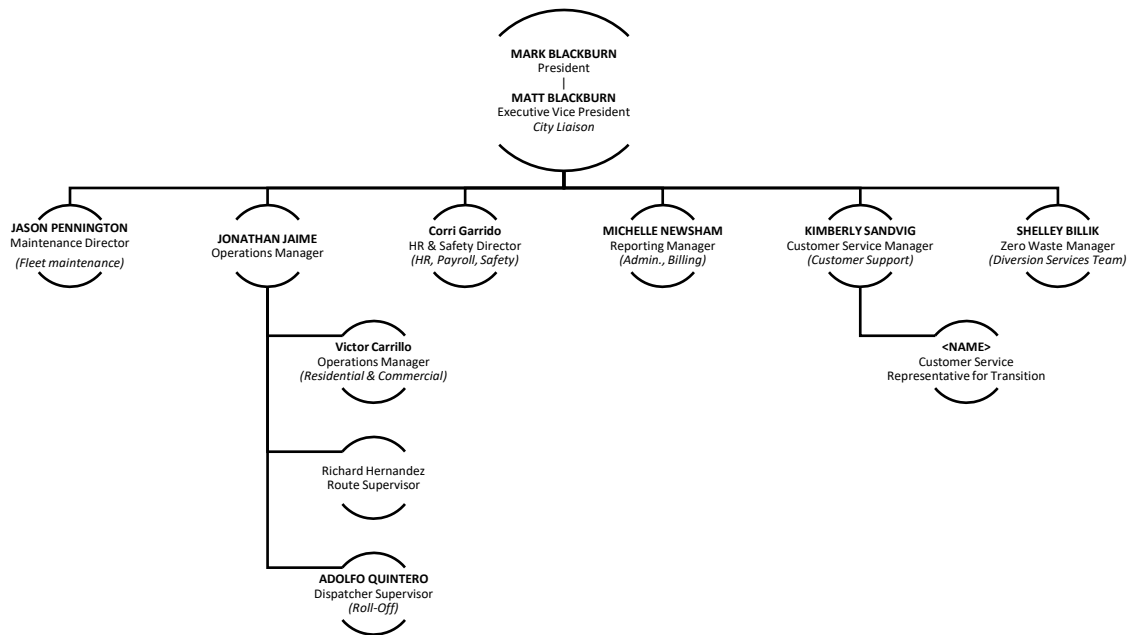
"Large enough to serve; small enough to care."



**Organization**

Figure below illustrates the span of control of our leadership team.

Figure UWS Leadership Team.



Key personnel are grouped into teams (Executive, Operations, Customer Care, and Support Services) and are introduced on the pages that follow.

**Executive Team**

**Mark Blackburn**

President and CEO

46 years solid waste industry experience

Mark Blackburn is the company’s founder, majority owner, and chief executive officer.

Mark sets the strategic direction for the company. He has piloted the company to new horizons including franchised collection operations, solid waste transfer, material recovery, organics processing, conversion technologies, and new geographic areas (New Mexico and Arizona).

Contact me:  
562-941-4900  
mark@  
uwscompany.com

Mark is an innovator who investigates and experiments with new approaches and technologies.

#### Experience

Mark entered the solid waste industry in 1974 working for his father (Harry Blackburn) at Signal Hill Disposal.

After a 12-year 'apprenticeship' in the industry and in entrepreneurship, Mark and wife Anne struck out on their own and founded Universal Waste Systems, Inc. in 1986.

From one truck and one account, the company now employs 500 employees and operates 350 collection vehicles from 9 locations with over \$100 million in annual revenue.

#### **Matt Blackburn**

Executive Vice President

20 years solid waste industry experience

Matt Blackburn is the Executive Vice President and Chief Operating Officer. Matt is responsible for managing day-to-day operations for waste collection and facilities. He also oversees all support services.

Matt is the primary contact for each of the jurisdictions that we serve. He has led jurisdiction transitions for UWS including the City of Los Angeles and Maywood franchise.

Matt will lead our team from transition, planning, through start-up.

#### Experience

Matt joined the company working in the dispatch office. Prior to assuming the role of executive vice president in 2015, he had worked in every facet of the business.

Contact me:  
562-941-4900  
matt@  
uwscompany.com

#### *Operations Team*

#### **Mitchell Blackburn**

Vice President of Collection Operations

15 years solid waste industry experience

#### **Michael Blackburn**

Vice President of Post Collection Facilities

12 years solid waste industry experience

#### **Jenese Blackburn**

Operations Manager – Temporary Services

10 years solid waste industry experience

#### **Ryan Blackburn**

General Manager – Liquid Waste Division

14 years solid waste industry experience

**Jonathan Jaime**

Operations Manager

11 years solid waste industry experience

Jonathan Jaime oversees Southern California collection operations from his offices in Los Angeles and Southgate.

**Experience**

Jonathan has 11 years' experience in solid waste collection and material processing. He joined UWS in July 2017 to assist with the roll out of UWS services in the City of Los Angeles RecyclA Northeast commercial zone.

Prior to joining UWS, Jonathan was lead supervisor for Republic Service's nine franchises in Orange County where he managed 12 supervisors and 220 collection drivers. Jonathan began his Republic Services career as a driver.

**Contact me:**  
562-941-4900  
jonathan@  
uwscompany.com

**Brian Zuniga**

Dispatch Manager

17 years solid waste industry experience

Adolfo Quintero manages our system-wide dispatch function and routes daily roll-off collection services from our South Gate office. We also rely upon his expertise as a member of our transition team.

**Experience**

Adolfo has worked in the waste and recycling industry for over 17 years. He joined UWS in 2017. Adolfo began his solid waste career as a customer services representative at Consolidated Disposal. He later worked as a dispatcher at both United Pacific Waste and Republic Services.

Adolfo has been a part of transition teams for Gardena, Rowland Heights, El Monte, and the City of Los Angeles.

**Contact me:**  
562-941-4900  
brianz@  
uwscompany.com

**Jason Pennington**

Maintenance Director

7 years solid waste industry experience

Jason Pennington manages vehicle maintenance and repair operations for our fleet of 500+ collection vehicles including transfer vehicles, and miscellaneous vehicles at our nine locations.

Jason is also responsible for vehicle software systems, management and development of our 50-member maintenance staff, and for equipment procurement.

He works from our South Gate and Los Angeles offices.

**Experience**

**Contact me:**  
562-941-4900  
jason@  
uwscompany.com

Jason has 18 years' experience in fleet maintenance. He joined the UWS Team in 2017.

Prior to joining UWS, he held positions of Maintenance Manager at Recology.

**Richard Hernandez**

Orange County Route Manager

5 years solid waste industry experience

As the designated Orange County Route Supervisor, Richard will be assigned exclusively to the county to monitor all collections, make contact with customers regarding collection issues, and verify completion of each service work order. Richard will be available to the City's designee by cell phone, email or radio.

Experience

Richard has extensive solid waste experience. Richard has worked his way up at UWS from swamper, to driver, and now to route supervisor. Richard has experience at every level of operations.

Contact me:  
562-841-4900  
Richard@  
uwscompany.com

*Customer Care Team*

**Kimberly Sandvig**

Customer Service Manager

7 years solid waste industry experience

Kimberly Sandvig manages our customer service operations supervising over 35 customer service representatives who assist our residential and commercial customers. Kim works at our Orange and Los Angeles office.

Experience

Kim joined UWS in 2017 with over 7 years' solid waste experience. Prior to joining UWS, she was employed by Crown Disposal and then Recology after it acquired Crown.

Kim's prior experience includes 10 years working with special-needs children.

Contact me:  
562-941-4900  
kim@  
uwscompany.com

*Public Education and Outreach*

**Shelley Billik**

Zero Waste Outreach & Education Manager

25 years solid waste industry experience

Shelley Billik manages our Zero Waste services unit supervising 15 Zero Waste field representatives. This unit is responsible for face-to-face contact with customers to introduce them to diversion opportunities and obligations, engage customers in programs, monitor participation, and report outcomes.

Contact me:  
562-941-4900  
shelley@  
uwscompany.com

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### Experience

Shelley began her affiliation with UWS in 2015 first designing and then directing the effort to enroll customers in recycling and organic recycling services in the newly awarded City of Los Angeles Commercial Solid Waste Franchise Northeast Zone.

Shelley has 25+ years' experience in sustainability and environmental programs. Prior to joining Clements Environmental (a UWS subcontractor), she served as Vice President of Environmental Initiatives for Warner Bros. Studios, Burbank, where she launched programs for waste prevention, reuse and recycling, supply chain management, energy efficiency, water conservation, green building, solar energy, and alternative fuels.

### *Support Services Team*

#### **Michelle Newsham**

Reporting Manager

26 years solid waste industry experience

Michelle Newsham is responsible for jurisdiction reporting (disposal & diversion tonnage and city fee payments), administrative services, and customer billing and collections.

She will be a key member of our transition team.

### Experience

Michelle is a 26-year employee of UWS. She has extensive experience with transitioning several service areas to UWS service including the City of Los Angeles, Maywood and Los Angeles County areas of Malibu, Mesa Heights, NW & NE Mountain & Bays, West Whittier, Citrus, Pioneer/Carson, and South San Gabriel. She also was integrally involved in several business acquisitions by UWS.

Michelle began her career at UWS as a customer service representative and has managed the customer service function and dispatch operations.

Michelle attended Mount San Antonio College, Walnut, and Chaffey College, Rancho Cucamonga.

Contact me:  
562-941-4900  
michelle@  
uwsccompany.com

#### **Corri Garrido**

Human Resources Manager and Safety Coordinator

7 years solid waste industry experience

Corri is responsible for our human resources function and our safety program.

### Experience

Corri joined UWS in 2015.

Contact me:  
562-941-4900  
corri@  
uwsccompany.com

**Company References**

UWS has broad and extensive experience serving residential, commercial and industrial customers in Southern California, Arizona, and New Mexico. In addition to successfully operating in exclusive franchise areas where excellent service has earned renewals and extensions, we have also been successful in the highly competitive non-exclusive environment where customers are free to change service providers based upon service quality and price.

Although UWS is not the largest company that will propose on the City of El Segundo, we are the one company that possesses all the capabilities necessary to serve the city and will meet and/or exceed the requirements listed in the RFP. UWS has developed into a company that prides itself on creating partnerships with our communities to ensure a high level of service at reasonable rates. We will be committed to the residents and businesses of the City of El Segundo by offering first-class services.

<b>City of Los Angeles</b> Northeast Area	February 2017 to Present	Commercial, Multi-Family, Industrial	-Refuse- -Recycling- -Organic Waste- -C&D-	Multi-Family (carts & bins)	Mr. Daniel Meyers Division Manager LA Dept. of Sanitation 1149 S. Broadway St. 5 <sup>th</sup> Floor Los Angeles, CA 90015 213-446-2199
<b>County of Los Angeles</b>					For all LA County franchise areas: Mr. Steve Milewski Senior Civil Engineer County of Los Angeles Department of Public Works 900 S. Fremont Ave. Alhambra, CA 91803 626-458-3573
West Whittier Area	April 2007 to Present	Residential	Refuse, Recycling, Green waste, C&D Bulky Items, E-Waste, Shredding	Automated	
<b>City of Newport Beach</b>	Oct. 2010 to Present	Commercial, Multi-Family, Industrial, Roll-Off	-Refuse- -Recycling- -Organic waste- -C&D-	n/a	Mr. Micah Martin Deputy Public Works Director City of Newport Beach 592 Superior Ave., Bldg. A Newport Beach, CA 92663 949-718-3466
<b>City of Los Alamitos</b>	Jan. 2022 to Present	Residential, Commercial,	-Refuse- -Recycling-	Automated	Ms. Michelle Muller Management Analyst

		Multi-Family, Industrial, Roll-Off	-Organic waste- -C&D-		City of Los Alamitos 3191 Katella Avenue Los Alamitos, CA 90720
<b>City of Maywood</b>	March 2020	Residential, Commercial, Multi-Family, Industrial	-Refuse- -Recycling- -Organic Waste- -C&D-	Carts, bins, stationary compactors & debris boxes	Ms. Jennifer Vasquez City Manager 4319 E. Slauson Ave. Maywood, CA 90270 (323) 562-5712
<b>City of South Gate</b>	January 2023	Residential, Commercial, Multi-Family, Industrial	-Refuse- -Recycling- -Organic Waste- -C&D-	Carts, bins, stationary compactors & debris boxes	Mr. Rob Houston City Manager 8650 California Avenue South Gate, CA 90280 (323) 563-9503

## STATEMENT OF FINANCIAL QUALIFICATIONS

UWS will provide the required Financial Information as required in the RFP in a sealed envelope marked “Confidential – Financial Statements”. We would request that the Financial Statements remain confidential and only available to the review committee and not released to the Public. At the conclusion of the review period, we ask they be returned in their entirety.



# Request for Qualifications for Commercial Solid Waste Collection, Recycling, and Disposal Services for the City of El Segundo

## **RFQ #23-06**

Release Date: November 21, 2023

Notice is hereby given that the City of El Segundo Public Works Department is soliciting statements of qualification (SOQ) from waste management companies interested in submitting a proposal for a non-exclusive franchise agreement for the collection, recycling, and disposal of commercial waste generated in the City.

Three (3) hard copies and one (1) electronic copy of the sealed SOQ must be received by the City Clerk by: **11:00 a.m. PST, December 15, 2023.**

City of El Segundo  
City Clerk's Office  
350 Main Street  
El Segundo, CA 90245

**Late submittals will not be accepted.**

Interested parties may obtain a copy of this RFQ by accessing the City of El Segundo website: <https://www.elsegundo.org/government/departments/city-clerk/bid-rfp>

Any and all updates, addenda, questions and answers and changes to this RFQ will be distributed only to those companies who register with the City by December 1, 2023. The city will not be held responsible or liable if interested bidders or proposals miss any information relevant to this RFQ.

## 1. INSTRUCTIONS

### 1. OBJECTIVE

The City of El Segundo, California (City) is soliciting statements of qualification (SOQ) from waste management companies interested in submitting a proposal for a non-exclusive franchise agreement for the collection, recycling, and disposal of commercial waste generated in the City (“commercial waste management services”). For the purpose of this RFQ, “commercial waste management services” includes industrial, retail, multifamily properties, and schools. The effective date of the new non-exclusive franchise agreement(s) is anticipated to be June 12, 2024.

This request for qualifications (RFQ) is the first step in a four-step process leading to the selection of one or more non-exclusive franchisees to provide commercial waste management services in the City:

- Step 1: Interested companies submit statements of qualification to the City.
- Step 2: The City evaluates the submittals and develops a list of qualified companies.
- Step 3: The qualified companies are invited to submit formal proposals with service rates.
- Step 4: The City evaluates the applications in relation to the stated criteria and selects the company or companies to be awarded a non-exclusive franchise agreement.

The City is interested in receiving SOQs from companies with a documented history of successfully providing high-quality waste management services to municipalities, and the demonstrated ability to achieve high levels of waste diversion, ensuring compliance with current regulations (e.g., AB 341 and SB 1383). The City encourages companies responding to this RFQ to discuss how they plan to minimize the environmental impact of their operations through efficient route planning and the use of waste recycling, diversion and disposal facilities that will result in the significant net reductions in greenhouse gas emissions from collection, transportation, and facility processing.

### 2. BACKGROUND

The City of El Segundo was incorporated in 1917 and is about 5.5 square miles in size. It is home to 17,000 people and is known as a major aeronautical and industrial business center, home to the Los Angeles Air Force Base, Chevron Oil Refinery, Mattel, Los Angeles Times, and other major businesses.

El Segundo maintains a blend of residential and commercial land uses. Residential and municipal waste management services are currently provided by EDCO Disposal (EDCO) pursuant to an exclusive franchise agreement with the City. Commercial waste management services are currently provided through a permit system by multiple permitted haulers.

On June 12, 2019, the City mailed a copy of the “5-year Notice of Intent to Franchise Commercial Haulers Affidavit” to all permitted haulers in the City, pursuant to Public Resources Code § 49520.

**3. CURRENT DATA**

The existing permitted haulers have reported the total of approximately 610 commercial accounts and approximately 440 multi-family accounts. There are approximately 310 multi-family accounts on a 3-bin system, 65 on a 2-bin system and 65 on a 1-bin system. There are approximately 310 commercial accounts on a 3-bin system, 110 on a 2-bin system and 190 on a 1-bin system. Additionally, there was approximately 24,000 tons of waste hauled from commercial and multi-family facilities of the City during 2022.

Companies responding to this RFQ are advised to independently verify the actual service conditions in the City including, but not limited to, the topography, street conditions, concentration and density of residential and commercial service locations, and accessibility of service locations.

**4. SCHEDULE (ESTIMATED)**

Release of this RFQ.....	Nov. 21, 2023
Deadline for submittal of questions to the RFQ .....	Dec. 1, 2023
City responses to questions to the RFQ .....	Dec. 8, 2023
Statements of qualifications due .....	Dec. 15, 2023, 11:00 a.m.
Notice inviting qualified applicants .....	Jan. 15, 2024
City releases Request for Proposal (RFP).....	Jan. 15, 2024
Deadline for submittal of questions to the RFP .....	Feb. 1, 2024
City response to questions to the RFP.....	Feb. 8, 2024
Proposals in response to RFP due.....	Feb. 15, 2024
City staff recommendations to City Council .....	Mar. 2024
City Council award of non-exclusive franchise agreements.....	Mar. 2024
Franchisee transition period .....	April 1 – May 30, 2024
Non-Exclusive Franchise service begins .....	June 12, 2024

**5. COMPONENTS OF THIS RFQ**

This RFQ includes four documents. Companies responding to this RFQ are advised to thoroughly review all documents.

- 1.These instructions
- 2.Company information form
- 3.Commercial Waste Collection and Recycling Service Plan
- 4.Certification Statement

**6. QUALIFICATION CRITERIA**

The following are minimum criteria to be considered a qualified company:

- a. If the company desires to be considered for a commercial non-exclusive franchise agreement in El Segundo, it must be currently providing waste collection, recycling, and disposal services relatively similar to those described in the commercial service plan in at least three California jurisdictions pursuant to an exclusive or non-exclusive franchise agreement. These franchise agreements must have been awarded by a California city, county, regional agency that provides waste services, or municipal service agency or district.
- b. Operate only with trucks that utilize SB 1383-compliant fuel.
- c. Be in good standing with all active franchise agreements with no enforcement actions within the last five years.

## **7. REASONS FOR DISQUALIFICATION**

Companies responding to the RFQ may be automatically disqualified from further consideration for the following reasons:

- a. Including materially false, misleading, or inaccurate information or statements in their submittals to the City.
- b. Deviating materially from the communication protocol specified in these instructions.
- c. Failing to execute, without modification, the Certification Statement that is included as part 5 of this RFQ.
- d. Failing to complete and submit all required documents or to provide additional information requested by the City.

## **8. REGISTRATION WITH THE CITY**

Companies intending to respond to this RFQ **must register their intention by sending an email to Erica Miramontes, by December 1, 2023**. The company's email to Erica Miramontes should include:

- a. The name of the company that will be submitting the statement of qualifications.
- b. The name, telephone number, and email address of the primary contact person.
- c. A statement that the company intends to submit a statement of qualifications in response to the City's RFQ.

Responses to questions and addendums to the RFQ will only be sent to those companies that register with the City prior to the deadline.

## **9. COMMUNICATION PROTOCOL**

All questions and comments related to this RFQ must be submitted in writing or via email by December 1, 2023 to:

Erica Miramontes  
City of El Segundo  
Public Works Department  
350 Main Street  
El Segundo, CA 90245  
Email: [emiramontes@elsegundo.org](mailto:emiramontes@elsegundo.org)

The City staff will not respond to questions or requests for clarification received orally or via telephone, and the City will not be responsible for any oral exchanges or other information or exchanges regarding this RFQ that occur between parties.

Written responses to all questions received prior to the submittal deadline will be prepared and distributed on December 8, 2023 to all companies that register with the City as being interested in responding to this RFQ. Companies are advised to not rely on responses to their questions or clarifications of the requirements of this RFQ from sources other than the written responses received from Erica Miramontes. The contracts for services will be the final and sole understanding between the City and the contractor(s).

## 10. SUBMITTAL INSTRUCTIONS

### 10.1 General

The City is interested in receiving SOQs that primarily contain quantitative as well as qualitative information. Companies are encouraged to refrain from submitting superfluous information and marketing brochures, and to focus on responding to the specific information requested by the City and demonstrating their ability to provide the services requested.

### 10.2 Due date for submittals

All components of a company's SOQ must be received by the City in a sealed envelope by **11:00 a.m. PST on December 15, 2023**. Submittals received after this time and date will not be considered.

### 10.3 Address for submittals

A company's SOQ must be mailed or delivered to:

City Clerk  
City of El Segundo  
350 Main Street  
El Segundo, CA 90245

### 10.4 Number of copies

**Three** (3) bound copies and **one** (1) flash drive (emails not accepted) of all components of a company's SOQ are required. All copies should be printed on paper with at least 50% recycled

fiber content. Electronic copies must be in searchable PDF or Microsoft Word format as a single document.

10.5 Ownership and Control of SOQs

Responses to this RFQ will become the exclusive property of the City of El Segundo. All documents submitted in response to this RFQ will be public records and subject to disclosure.

10.6 Contents of the SOQs

If a company fails to provide any of the information requested by the City, the company's SOQ may be deemed incomplete and the company may be disqualified from consideration for a franchise.

a. Cover Letter

The cover letter should be no longer than two pages and must be signed by an officer or official with the authority to make binding commitments on behalf of the company. The title of the individual signing the cover letter must be specified. If a company is a subsidiary, it shall clearly identify the parent company and shall include the parent company's signature on the cover letter and Certification Statement.

b. Company Information Form

All sections must be completed.

Some sections of the form require that additional information or clarifications be provided. This document is distributed as an MS Word file so companies can add the requested information directly in the text boxes in the document. The text boxes can be expanded to accommodate the requested information.

Companies should not attach general marketing brochures, press materials or clippings about their companies or facilities, or include any audio or video materials or live hyperlinks to such materials.

c. Certification Statement

The statement, as prepared by the City, must be signed by an officer of the company with the authority to make binding commitments on behalf of the company. The City may require companies to provide additional information to:

- i. Clarify any of the facts, statements, or calculations in their SOQs.
- ii. Further explain or elaborate upon the litigation or investigations in which the company, its parent, or any of its subsidiaries is a party.

- iii. Provide more details on any instances in which the company, its parent, or any of its subsidiaries were found to not be in compliance with any permit, license, or franchise terms and conditions.

## **11. EVALUATION**

All statements of qualification received by the submittal deadline will first be evaluated by the City and/or its representatives for completeness and those determined to be complete will be evaluated in relation to the qualification criteria specified in these instructions. The City staff and/or its representatives may contact representatives at other agencies where the companies are currently or have previously provided waste collection and recycling services. City staff and/or its representatives shall be responsible for making the determination of the companies that qualify as eligible bidders.

## **12. NOTIFICATION**

All companies that submitted a statement of qualifications by the deadline will be notified in writing by the date specified in Section 4 of these instructions of the results of the City's evaluation of their qualifications. Companies judged to be qualified will be invited to submit a proposal and cost forms for a non-exclusive commercial franchise agreement.

## 2. COMPANY INFORMATION FORM

### A. Company Information

1. Company name: **Universal Waste Systems, Inc.**
2. DBA: **None**
3. Corporate or other parent: **None**
4. Physical location of primary office in Los Angeles County  
Street: **9020 Norwalk Blvd.**  
City: **Santa Fe Springs** State: **CA** Zip code: **90670**
5. Company type:  
 Corporation State in which company is incorporated **California**  
 LLC  
 Partnership  
 ESOP  
 Sole proprietorship  
 Other:
6. Years in business: **37**

### B. Contact Person

7. Contact name: **Matt Blackburn** Telephone: **(909) 859-5731**  
Title: **Executive Vice-President** Email address: **matt@uwscorporation.com**
8. Contact mailing address:  
Street: **PO Box 3038**  
City: **Whittier** State: **CA** Zip code: **90605**
9. Company official with the authority to bind and make commitments on behalf of the company (include parent company if applicable)  
Names: **Mark Blackburn** Titles: **President**

### C. Company Ownership

10. Are shares in the company publicly traded?  Yes  No If "Yes", skip to Section D.  
If "No", complete the remainder of this section.

11. List the names and addresses of the ten largest shareholders or partners and those with a 10% or greater ownership interest in the company:

	Name	Address	Ownership Share
11.1	Mark Blackburn		60 %
11.2	Matthew Blackburn		10%
11.3	Mitchell Blackburn		10%
11.4.	Michael Blackburn		10%
11.5.	Jenese Blackburn		10%
11.6			%
11.7			%
11.8			%
11.9			%
11.10			%

12. List the company officers and directors (including parent company if applicable)

Name	Title/Position
Mark Blackburn	CEO & CFO
Anne Blackburn	Secretary
Matthew Blackburn	Executive VP

**D. Franchise Experience**

13. To be qualified, your company must have at least three commercial franchises in California. List the details of applicable franchises in California for which your company is currently providing waste collection and recycling services. List franchises in Los Angeles County first. If the franchise covers a zone or district within the jurisdiction, enter the name of the zone or district in "Area Served". If the franchise covers the entire jurisdiction, enter the name of the jurisdiction in "Area Served."

Commercial
Please confirm the Company has at least three commercial franchises within California: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Quantity of vehicles owned by the Company: <b>350</b> Type of fuel used in vehicles: <b>Renewable Natural Gas (RNG)</b>

Jurisdiction <b>City of Maywood</b> Area Served <b>Entire City</b> Year franchise awarded <b>2019</b> Waste & materials collected in 2022 tons Contact Person <b>Jennifer Vasquez</b> Telephone # <b>562-562-5712</b>	Franchise Type Select Number of residential customers <b>7,000</b> Number of commercial customers <b>800</b> Percent of waste & materials collected in 2022 that was diverted from disposal <b>48</b> %	Services Provided <i>check all that apply</i> <input checked="" type="checkbox"/> Waste collection <input checked="" type="checkbox"/> Mixed waste recycling <input checked="" type="checkbox"/> Source separation recycling <input checked="" type="checkbox"/> Mixed organics recycling <input checked="" type="checkbox"/> Food waste recycling <input checked="" type="checkbox"/> Green waste recycling <input checked="" type="checkbox"/> C&D debris recycling <input type="checkbox"/> Bulky item collection
Jurisdiction <b>City of South Gate</b> Area Served <b>Entire City</b> Year franchise awarded <b>2022</b> Waste & materials collected in 2022 tons Contact Person <b>Rob Houston</b> Telephone # <b>323- 563-9503</b>	Franchise Type Select Number of residential customers <b>18,000</b> Number of commercial customers <b>2,350</b> Percent of waste & materials collected in 2022 that was diverted from disposal <b>38</b> %%	Services Provided <i>check all that apply</i> <input checked="" type="checkbox"/> Waste collection <input checked="" type="checkbox"/> Mixed waste recycling <input checked="" type="checkbox"/> Source separation recycling <input type="checkbox"/> Mixed organics recycling <input checked="" type="checkbox"/> Food waste recycling <input checked="" type="checkbox"/> Green waste recycling <input checked="" type="checkbox"/> C&D debris recycling <input checked="" type="checkbox"/> Bulky item collection

<p>Jurisdiction <b>City of Los Angeles</b></p> <p>Area <b>Northeast Zone</b></p> <p>Year franchise awarded <b>2016</b></p> <p>Waste &amp; materials collected in 2022 tons</p> <p>Contact Person</p> <p>Telephone #</p>	<p>Franchise Type Select</p> <p>Number of residential customers <b>0</b></p> <p>Number of commercial customers <b>8,000</b></p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal <b>15</b> %</p>	<p>Services Provided <i>check all that apply</i></p> <p><input checked="" type="checkbox"/> Waste collection</p> <p><input checked="" type="checkbox"/> Mixed waste recycling</p> <p><input checked="" type="checkbox"/> Source separation recycling</p> <p><input checked="" type="checkbox"/> Mixed organics recycling</p> <p><input checked="" type="checkbox"/> Food waste recycling</p> <p><input checked="" type="checkbox"/> Green waste recycling</p> <p><input type="checkbox"/> C&amp;D debris recycling</p> <p><input type="checkbox"/> Bulky item collection</p>
<p>Jurisdiction <b>City of Alamos</b></p> <p>Area Served <b>Entire City</b></p> <p>Year franchise awarded <b>2022</b></p> <p>Waste &amp; materials collected in 2022 tons</p> <p>Contact Person <b>Michelle Muller</b></p> <p>Telephone # <b>562-431-3538</b></p>	<p>Franchise Type Select</p> <p>Number of residential customers <b>3,500</b></p> <p>Number of commercial customers <b>750</b></p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal <b>53</b> %</p>	<p>Services Provided <i>check all that apply</i></p> <p><input checked="" type="checkbox"/> Waste collection</p> <p><input checked="" type="checkbox"/> Mixed waste recycling</p> <p><input checked="" type="checkbox"/> Source separation recycling</p> <p><input checked="" type="checkbox"/> Mixed organics recycling</p> <p><input checked="" type="checkbox"/> Food waste recycling</p> <p><input checked="" type="checkbox"/> Green waste recycling</p> <p><input checked="" type="checkbox"/> C&amp;D debris recycling</p> <p><input checked="" type="checkbox"/> Bulky item collection</p>
<p>Jurisdiction</p> <p>Area Served</p> <p>Year franchise awarded</p> <p>Waste &amp; materials collected in 2022 tons</p> <p>Contact Person</p> <p>Telephone #</p>	<p>Franchise Type Select</p> <p>Number of residential customers</p> <p>Number of commercial customers</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal %</p>	<p>Services Provided <i>check all that apply</i></p> <p><input type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input type="checkbox"/> Source separation recycling</p> <p><input type="checkbox"/> Mixed organics recycling</p> <p><input type="checkbox"/> Food waste recycling</p> <p><input type="checkbox"/> Green waste recycling</p> <p><input type="checkbox"/> C&amp;D debris recycling</p> <p><input type="checkbox"/> Bulky item collection</p>

<p>Jurisdiction</p> <p>Area Served</p> <p>Year franchise awarded</p> <p>Waste &amp; materials collected in 2022 tons</p> <p>Contact Person</p> <p>Telephone #</p>	<p>Franchise Type Select</p> <p>Number of residential customers</p> <p>Number of commercial customers</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal</p> <p>%</p>	<p>Services Provided <i>check all that apply</i></p> <p><input type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input type="checkbox"/> Source separation recycling</p> <p><input type="checkbox"/> Mixed organics recycling</p> <p><input type="checkbox"/> Food waste recycling</p> <p><input type="checkbox"/> Green waste recycling</p> <p><input type="checkbox"/> C&amp;D debris recycling</p> <p><input type="checkbox"/> Bulky item collection</p>
<p>Jurisdiction</p> <p>Area Served</p> <p>Year franchise awarded</p> <p>Waste &amp; materials collected in 2022 tons</p> <p>Contact Person</p> <p>Telephone #</p>	<p>Franchise Type Select</p> <p>Number of residential customers</p> <p>Number of commercial customers</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal</p> <p>%</p>	<p>Services Provided <i>check all that apply</i></p> <p><input type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input type="checkbox"/> Source separation recycling</p> <p><input type="checkbox"/> Mixed organics recycling</p> <p><input type="checkbox"/> Food waste recycling</p> <p><input type="checkbox"/> Green waste recycling</p> <p><input type="checkbox"/> C&amp;D debris recycling</p> <p><input type="checkbox"/> Bulky item collection</p>
<p>Jurisdiction</p> <p>Area Served</p> <p>Year franchise awarded</p> <p>Waste &amp; materials collected in 2022 tons</p> <p>Contact Person</p> <p>Telephone #</p>	<p>Franchise Type Select</p> <p>Number of residential customers</p> <p>Number of commercial customers</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal</p> <p>%</p>	<p>Services Provided <i>check all that apply</i></p> <p><input type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input type="checkbox"/> Source separation recycling</p> <p><input type="checkbox"/> Mixed organics recycling</p> <p><input type="checkbox"/> Food waste recycling</p> <p><input type="checkbox"/> Green waste recycling</p> <p><input type="checkbox"/> C&amp;D debris recycling</p> <p><input type="checkbox"/> Bulky item collection</p>

E. Litigation History

14. Provide details on any litigation filed within the past ten years between your company, parent company, or subsidiaries and a California public agency that related to a contract, permit, or franchise for solid waste services. If you need additional space, please use the format below and submit an attachment to your proposal.

14.1 Agency **Apartment Owners Association of Calif.** Date Filed **2017** Status Select **Dismissed June of 2020**

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

---

14.2 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

---

14.3 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

---

14.4 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

---

14.5 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

---

14.6 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

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14.7 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

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14.8 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*





16.1	Agency	Date	Amount \$
	Issue		

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*



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16.2	Agency	Date	Amount \$
	Issue		

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*



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16.3	Agency	Date	Amount \$
	Issue		

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*



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16.4	Agency	Date	Amount \$
	Issue		

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or*

*remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

16.5 Agency	Date	Amount \$
Issue		

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

16.6 Agency	Date	Amount \$
Issue		

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

17. Is the company, its parent, or any of its subsidiaries currently the subject of any litigation or investigations by a law enforcement or public agency related to the waste collection, recycling, or disposal activities of the company, its parent, or any of its subsidiaries in California? If you need additional space, create a new page using the format below and attach it to your proposal.

Yes     No    If "Yes", provide details

17.1 Agency	Date filed or initiated	Status Select
Issue		

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

---

17.2 Agency	Date filed or initiated	Status Select
Issue		

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

---

17.3 Agency	Date filed or initiated	Status Select
Issue		

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

---

17.4 Agency	Date filed or initiated	Status Select
Issue		

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

17.5 Agency

Date filed or initiated

Status Select

Issue

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

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17.6 Agency

Date filed or initiated

Status Select

Issue

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

Note: The City may require companies to provide more details on any of these issues

### 3. COMMERCIAL WASTE COLLECTION AND RECYCLING SERVICE PLAN

The City of El Segundo will be awarding one or more non-exclusive franchise agreements for the collection, recycling, and disposal of waste from commercial, industrial, and multi-family properties in the City. The term of this franchise is anticipated to be from June 12, 2024 to no later than June 12, 2031 (7 years). This document describes the services that the successful franchise(s) will be required to provide to customers in the City. Companies submitting a statement of qualifications for a non-exclusive franchise agreement are advised to read this document carefully as they must certify that their company has the experience, skill, and resources to successfully provide these services.

Additional details of the services to be provided will be included in the draft franchise agreement upon the release of the request for proposal (RFP).

1. Weekly Collection, Recycling, and Disposal Services
  - 1.1 Provide regular collection of refuse, recyclable, and mixed organic materials. There are approximately 610 commercial accounts and approximately 440 multi-family accounts being currently serviced in the City by permitted haulers. If franchisee is to co-collect Solid Waste and Recyclables (Mixed Waste), a High Diversion Organic Waste Processing Facility (HDOWPF) must be used and specified in the Agreement. Frequency of collection shall be determined by the service needs of each customer, but shall occur at least once per week.
  - 1.2 Divert from disposal at least 50% of the refuse and materials collected through approved CalRecycle diversion methods. At least 65% of construction and demolition debris collected must be diverted from disposal. The minimum diversion requirements may change during the term of the franchise agreement if so required by California law; in such case, the franchisee must take all steps necessary to comply with such requirements.
  - 1.3 Dispose of non-recyclable waste in a fully-permitted disposal facility.
  - 1.4 Containers:
    - 1.4.1 Provide each customer with an appropriately-sized cart, bin, or roll-off.
    - 1.4.2 Bins may be new or used, of welded steel construction, with wheels and covers.
    - 1.4.3 Customers that cannot accommodate a bin are to be provided with lidded wheeled carts of adequate size and construction. All carts provided to customers for refuse, recycling, and mixed organic service shall be new.
    - 1.4.4 Roll-offs to be clean and in good repair.
    - 1.4.5 All container labels shall be SB 1383-compliant and marked with the name and customer service telephone number of the franchisee and shall advise the customer to not dispose of hazardous materials or universal waste. A telephone number for information on the proper disposal of these items shall be included. The label shall

also indicate that the customer should contact the franchisee for repair or replacement of damaged containers.

1.4.6 All bins and roll-offs shall include a sticker or label with a safety warning.

1.4.7 Maintenance and Repair, and Exchange of Containers: All customer containers shall be maintained in good condition and must be kept clear of graffiti. Broken or damaged carts and bins shall be repaired or replaced by the franchisee at no charge to the customer or City. Bins, particularly those used for the collection of food waste, shall be cleaned as needed to eliminate odors and discourage vermin infestation.

1.5 Provide as-needed service for customer-owned compactors.

1.6 Provide roll-out service for a fee to customers that request this service.

1.7 Provide all customers with recycling services and organic materials (landscaping debris and trimmings, non-hazardous wood waste, and food waste) diversion services.

## 2. Temporary Services

2.1 Provide appropriately-sized bins and roll-offs for the temporary collection of refuse, recyclable materials, and construction and demolition debris to customers who order such service. Customers for temporary service are to be offered a variety of bin and roll-off sizes, and containers for the collection of mixed and source separated materials.

2.2 At least 65% of the construction and demolition debris collected from customers provided with temporary service must be diverted from disposal.

## 3. Vehicles and Collection Routes

All vehicles used to service customers are to be 2017 models or newer and in full compliance with all local, regional, and state regulations, including SCAQMD Rule 1193. All vehicles shall be kept clean, painted, free of graffiti, and in good repair. Additionally, all vehicles shall operate on SB 1383 compliant renewable gas.

Collection routes are to be dedicated to the City and designed to minimize total vehicle-miles required to service customers and transport collected refuse and materials from the City to processing and disposal facilities.

## 4. Billing of Customers and Payment for Services

The franchisee(s) will be responsible for billing customers for services provided. Franchise and other fees levied by the City, if any, are to be included in the amounts charged to customers and remitted to the City upon receipt by the franchisee(s).

## 5. Service Rates

The franchisees will be responsible for determining the rates charged to their customers. However, the City will set ceilings for rates based on the franchisees' proposals.

Rates may be adjusted once annually by the average annual change in the consumer price index for all urban consumers as calculated by the U.S. Department of Labor, Bureau of Labor Statistics, for the Los Angeles-Long Beach-Anaheim area.

6. Franchisee Service Contracts with Customers

The term of any service contracts between a franchisee and its customers shall not extend beyond the term of the franchisee's non-exclusive franchise agreement with the City.

Franchisees shall not include any automatic renewals or extensions, such as "evergreen" clauses, in the service contracts with its customers.

Each customer shall be provided with the option of terminating its services with a franchisee upon 30 days' notice provided that the customer is not delinquent in paying for services received from the franchisee.

7. Customer Service and Support

Provide the personnel, equipment, and systems necessary to receive and respond to customer requests for extra services, changes to service, bulky item collection, billing questions, and equipment repair or exchange. The standard time for responding to and resolving customer calls shall be 24 hours or the next business day, whichever is sooner. There must be adequate customer service staff fluent in English and Spanish.

8. Customer Education and Outreach

Provide all new customers with information on the services provided, collection schedules, proper handling of hazardous and universal waste, the importance of recycling and waste diversion, and the procedures for separating and handling recyclable materials and organics. The franchisee will also be required to provide on-going customer education on these topics through quarterly newsletters to customers. Printed materials must be available in English and Spanish.

The franchisee(s) will be responsible for providing customers with the information required to support compliance with AB 341, AB 1826, and SB 1383, including providing the City with the information required to meet the respective reporting requirements.

9. Litter Control

Collect and transport refuse and materials so as to avoid the creation of litter or spills on City streets, driveways, and private property. Drivers will be responsible for cleaning up spills and litter created when servicing a customer cart or bin.

10. Reporting

Monthly reports shall be submitted to the City with information on the quantities of waste and materials collected, recycled, and disposed, and the number of customers served. The reports must also indicate the quantities of materials transported to and processed at all facilities used during the month. Information on facility usage submitted to the City must be consistent with the information submitted by the franchisee to the facility operators and the Disposal Reporting System.

The City shall specify the form of the reports and the method by which reports are to be submitted. The percent of waste diverted from disposal shall be calculated and reported monthly. If the franchisee uses material recovery or recycling facilities that receive waste and materials from more than one source, the waste diversion rate reported to the City shall be based on the actual characteristics of the waste or materials from the City delivered to those facilities.

The waste diversion rate reported to the City must be based on the quantities of waste and materials collected in the City each month that are diverted from disposal. Diverted materials from other jurisdictions shall not be included in the calculation of the franchisee's waste diversion rate reported to the City.

11. SB 1383 Compliance

Franchisee shall perform and/or assist the City with services in compliance with CalRecycle requirements under SB 1383 including, without limitation: contamination monitoring, route reviews and inspections (Section 18984.5), food recovery assistance, which may include inspections (Section 18991), waiver assistance (Section 18984.11), organic waste recovery education and outreach (Section 18995.1), and all recordkeeping and reporting requirements.

12. Recovered Organic Waste Product (ROWP) Procurement

Franchisee shall provide the City with ROWP for the City to meet its procurement target.

13. Audits and Inspections

The City shall have the right to audit a franchisee's books and records related to the services provided pursuant to the franchise.

14. Insurance

Franchisees shall obtain and keep in effect, the following insurance policies and limits:

- Comprehensive general liability ..... \$10 million
  - Automobile liability..... \$10 million
  - Worker's Compensation Liability ..... Limits required by the State of California
  - Pollution Liability Insurance..... \$2 million per occurrence
- \$4 million aggregate

#### 4. CERTIFICATION STATEMENT

Universal Waste Systems, Inc. ("The Company") has submitted a statement of qualifications (SOQ) to the City of El Segundo for a waste collection and recycling non-exclusive franchise agreement. The individual signing below certifies on behalf of the Company, that:

1. The Company has reviewed the actual service conditions and requirements in the City, read and understands the service plans provided by the City, and based on its independent judgment, it has the skills, resources, and experience required to successfully provide the services described in the Commercial Waste Collection and Recycling Service Plan.
2. The SOQ and related documents submitted to the City do not contain any false, misleading, or inaccurate information, statements, or facts.
3. When preparing its SOQ, the Company has not colluded with any other companies that, to the best of its knowledge, intended to submit an SOQ to the City.
4. The Company will adhere to the communication protocols specified in the instructions to the Request for Qualifications.
5. The City of El Segundo staff and/or its representatives may contact representatives of the cities and counties where our company provides services, for the purpose of obtaining information on our performance and experience.
6. The City of El Segundo staff and/or its representatives may inspect our facilities at a time that is mutually convenient.
7. If awarded a non-exclusive franchise agreement, the company will meet and maintain the waste diversion requirements specified in the City's service plans.
8. The Company acknowledges that the City of El Segundo is the sole arbiter of our qualifications for a waste collection and recycling non-exclusive franchise agreement. The City reserves the right to waive irregularities in qualification statements or to reject all statements and reissue the RFQ.

I certify and declare under penalty of perjury, that the foregoing is true and correct.

_____ Signature of corporate officer or official	<u>December 15, 2023</u> Date
<u>Matthew Blackburn</u> Printed name	<u>Executive Vice-President</u> Title
_____ Signature of corporate officer or official of parent company if applicable	_____ Date
_____ Printed name	_____ Title



# CITY OF EL SEGUNDO

Commercial Solid Waste Collection, Recycling, and Disposal  
Services

RFQ# 23-06 | 12/22/2023

SUBMITTED BY

**USA Waste of California, Inc. dba Waste Management**

CONTACT

Erick Quintero | Senior Account Executive  
(562) 335-3143 | equinter@wm.com





USA Waste of California, Inc. dba  
Waste Management  
407 E El Segundo Blvd.  
Compton, CA 90222

December 15, 2023

Erica Miramontes  
Senior Management Analyst  
City of El Segundo  
350 Main Street  
El Segundo, CA 90245

**Re: Request for Qualifications for Solid Waste Management Services**

Dear Ms. Miramontes:

USA Waste of California, Inc., dba Waste Management (WM), is pleased to have the opportunity to provide the following response to City of El Segundo's Request for Qualifications (RFQ) for Commercial Solid Waste Collection, Recycling, and Disposal Services. We acknowledge receipt of Addendum 1, dated December 1, 2023. Our experience and successful service history make WM the best environmental solutions partner for your unique community. WM offers a complete and reliable waste management approach to meet the requirements outlined in the RFQ. Additionally, since the introduction of new recycling regulations under Senate Bill (SB) 1383, WM has invested substantial resources to design and launch a "SB 1383 Toolbox" with programs and technology to support our municipal customers compliance expectations. We look forward to presenting, and further discussing these tools and technology with El Segundo.

WM and its affiliates work with customers of all sizes across North America, and we use this vast experience to set a higher standard for our services and drive continuous improvement in our operations. With WM as your partner, you can expect:

**The best value for you:** When choosing a provider for your needs, value is more than just the bottom line. Value to your stakeholders is about what they get for the money they pay. With WM, you will receive best-in-class service from an experienced team that is laser-focused on delivering quality, on-time, reliable service at the best price possible.

**A partner that does things the right way, every day:** WM is a highly regulated operation with the potential for significant adverse environmental impacts if not handled properly. WM is not simply a trash collection company; we have comprehensive, safety-focused solutions to manage almost all types of waste. As a leader in environmental solutions, we give you peace of mind that your materials will be managed in full compliance with all regulations.

**As the largest, most financially stable environmental solutions provider in North America,** we have the ability to finance operational improvements, equipment, facility upgrades, and container purchases. We do not have to rely on the timelines and terms of third-party creditors. Our resources also give us the ability to provide gold-standard insurance to protect our partners.

Should you have any questions, please feel free to contact Kim Ohrt , Public Sector Services Regional Manager, at the information below:

<b>Kim Ohrt</b> Regional Manager, Public Sector Services	E: kohrt@wm.com P: (818) 254-6981
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Sincerely,



Michael Hammer, President – Southern California Area  
USA Waste of California, Inc.  
(818) 252-3148 | [MHammer@wm.com](mailto:MHammer@wm.com)

*Authorized Representative of WM who will sign the Agreement in the event of award.*

## 2. COMPANY INFORMATION FORM

### A. Company Information

1. Company name: USA Waste of California, Inc.
2. DBA: Waste Management
3. Corporate or other parent: Waste Management Holdings, Inc.
4. Physical location of primary office in Los Angeles County  
Street: 407 E El Segundo Boulevard  
City: Compton State: CA Zip code: 90222
5. Company type:  
 Corporation State in which company is incorporated  
 LLC  
 Partnership  
 ESOP  
 Sole proprietorship  
 Other:
6. Years in business: 30 years

### B. Contact Person

7. Contact name: Kim Ohrt Telephone: (818) 254-6981  
Title: Regional Manager, Public Sector Services Email address: [kohrt@wm.com](mailto:kohrt@wm.com)
8. Contact mailing address:  
Street: 407 El Segundo Boulevard  
City: Compton State: CA Zip code: 90222
9. Company official with the authority to bind and make commitments on behalf of the company (include parent company if applicable)  
Names: Michael S. Hammer Titles: President, Southern California Area

### C. Company Ownership

10. Are shares in the company publicly traded?  Yes  No If "Yes", skip to Section D.  
If "No", complete the remainder of this section.

11. List the names and addresses of the ten largest shareholders or partners and those with a 10% or greater ownership interest in the company:

Name	Address	Ownership Share
11.1. Waste Management Holdings, Inc.	800 Capitol St., Ste 3000, Houston, TX 77002	100 %
11.2. N/A		%
11.3. N/A		%
11.4. N/A		%
11.5. N/A		%
11.6. N/A		%
11.7. N/A		%
11.8. N/A		%
11.9. N/A		%
11.10. N/A		%

12. List the company officers and directors (including parent company if applicable)

Name	Title/Position
Hammer, Michael S.	Director
Skolnick, Barry S.	Director
Tippy, Courtney A.	Director
Hammer, Michael S.	President – Southern California Area
Skolnick, Barry S.	President – Northern California Area
Beytelman, Vladimir	Vice President and Assistant Secretary
Carroll, John A.	Vice President, Chief Financial Officer & Controller
Cassin, Joseph J.	Vice President
Henry, Robert G.	Vice President
Kanow, Steve C.	Vice President
Lockett, Mark A	Vice President and Assistant Treasurer
Nagy, Leslie K.	Vice President and Treasurer
Stratton, David J.H.	Vice President and Assistant Secretary
Tippy, Courtney A.	Vice President and Secretary
Wilson, James A.	Vice President
Bennett, Jeff R.	Assistant Treasurer
Bohn, Jason C.	Assistant Secretary
Khajetoorians, Asteghik	Assistant Secretary

**D. Franchise Experience**

13. To be qualified, your company must have at least three commercial franchises in California. List the details of applicable franchises in California for which your company is currently providing waste collection and recycling services. List franchises in Los Angeles County first. If the franchise covers a zone or district within the jurisdiction, enter the name of the zone or district in "Area Served". If the franchise covers the entire jurisdiction, enter the name of the jurisdiction in "Area Served."

Commercial
Please confirm the Company has at least three commercial franchises within California:
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Quantity of vehicles owned by the Company: 1,349      Type of fuel used in vehicles: Compressed Natural Gas (CNG)

<p style="text-align: center;"><b>Jurisdiction</b> City of Torrance</p> <p style="text-align: center;"><b>Year franchise awarded</b> 2001</p> <p style="text-align: center;"><b>Waste &amp; materials collected in 2022</b> 29,307 tons</p> <p style="text-align: center;"><b>Contact Person</b> Liliana Cortes, Policy &amp; Resource Specialist Telephone # (323) 781-6900</p>	<p style="text-align: center;"><b>Franchise Type</b> Non-Exclusive</p> <p style="text-align: center;"><b>Number of residential customers</b> N/A</p> <p style="text-align: center;"><b>Number of commercial customers</b> 741</p> <p style="text-align: center;"><b>Percent of waste &amp; materials collected in 2022 that was diverted from disposal</b> 23.2%</p>	<p style="text-align: center;"><b>Services Provided</b> <i>check all that apply</i></p> <p><input checked="" type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input checked="" type="checkbox"/> Source separation recycling</p> <p><input checked="" type="checkbox"/> Mixed organics recycling</p> <p><input checked="" type="checkbox"/> Food waste recycling</p> <p><input checked="" type="checkbox"/> Green waste recycling</p> <p><input checked="" type="checkbox"/> C&amp;D debris recycling</p> <p><input checked="" type="checkbox"/> Bulky item collection</p>
<p style="text-align: center;"><b>Jurisdiction</b> City of Arcadia</p> <p style="text-align: center;"><b>Year franchise awarded</b> 1990</p> <p style="text-align: center;"><b>Waste &amp; materials collected in 2022</b> 9,629.11 tons</p> <p style="text-align: center;"><b>Contact Person</b> Bridget Andell, Environmental Service Manager Telephone # (626) 254-2705</p>	<p style="text-align: center;"><b>Franchise Type</b> Non-Exclusive</p> <p style="text-align: center;"><b>Number of residential customers</b> N/A</p> <p style="text-align: center;"><b>Number of commercial customers</b> 397</p> <p style="text-align: center;"><b>Percent of waste &amp; materials collected in 2022 that was diverted from disposal</b> 22%</p>	<p style="text-align: center;"><b>Services Provided</b> <i>check all that apply</i></p> <p><input checked="" type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input checked="" type="checkbox"/> Source separation recycling</p> <p><input checked="" type="checkbox"/> Mixed organics recycling</p> <p><input checked="" type="checkbox"/> Food waste recycling</p> <p><input checked="" type="checkbox"/> Green waste recycling</p> <p><input checked="" type="checkbox"/> C&amp;D debris recycling</p> <p><input type="checkbox"/> Bulky item collection</p>
<p style="text-align: center;"><b>Jurisdiction</b> City of Commerce</p> <p style="text-align: center;"><b>Year franchise awarded</b> Prior to 2000</p> <p style="text-align: center;"><b>Waste &amp; materials collected in 2022</b></p>	<p style="text-align: center;"><b>Franchise Type</b> Non-Exclusive</p> <p style="text-align: center;"><b>Number of residential customers</b> N/A</p> <p style="text-align: center;"><b>Number of commercial customers</b> 92</p>	<p style="text-align: center;"><b>Services Provided</b> <i>check all that apply</i></p> <p><input checked="" type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input checked="" type="checkbox"/> Source separation recycling</p> <p><input checked="" type="checkbox"/> Mixed organics recycling</p>

<p>18,317.46 tons</p> <p><b>Contact Person</b>  Gina Nila, Director of Public Works  Telephone # (323) 722-4805 x2839</p>	<p><b>Percent of waste &amp; materials collected in 2022 that was diverted from disposal</b>  17.6%</p>	<ul style="list-style-type: none"> <li><input checked="" type="checkbox"/> Food waste recycling</li> <li><input checked="" type="checkbox"/> Green waste recycling</li> <li><input checked="" type="checkbox"/> C&amp;D debris recycling</li> <li><input checked="" type="checkbox"/> Bulky item collection</li> </ul>
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## E. Litigation History

14. Provide details on any litigation filed within the past ten years between your company, parent company, or subsidiaries and a California public agency that related to a contract, permit, or franchise for solid waste services. If you need additional space, please use the format below and submit an attachment to your proposal.

Please refer to the Litigation Disclosure for Southern California exhibit enclosed in our response to the RFQ following the executed Certification Statement. WM's Litigation Disclosure for Southern California exhibit is confidential – business proprietary/trade secret information and is not a public record to be disclosed to the public.

## F. Compliance History

15. In the past five years, has the company, its parent, or its subsidiaries been fined, penalized, or been assessed liquidated damages by any state or local California agency for violation of any laws, regulations, or contract terms related to the collection, recycling, or disposal of solid waste? If you need additional space, please use the same format as below and attach such to your proposal.

Please refer to the Liquidated Damages exhibit enclosed in our response to the RFQ following the Litigation Disclosure for Southern California exhibit. WM's Liquidated Damages exhibit is confidential – business proprietary/trade secret information and is not a public record to be disclosed to the public.



*Note:* The City may require companies to provide more details on any of these issues

#### 4. CERTIFICATION STATEMENT

USA Waste of California, Inc. ("The Company") has submitted a statement of qualifications (SOQ) to the City of El Segundo for a waste collection and recycling non-exclusive franchise agreement. The individual signing below certifies on behalf of the Company, that:

1. The Company has reviewed the actual service conditions and requirements in the City, read and understands the service plans provided by the City, and based on its independent judgment, it has the skills, resources, and experience required to successfully provide the services described in the Commercial Waste Collection and Recycling Service Plan.
2. The SOQ and related documents submitted to the City do not contain any false, misleading, or inaccurate information, statements, or facts.
3. When preparing its SOQ, the Company has not colluded with any other companies that, to the best of its knowledge, intended to submit an SOQ to the City.
4. The Company will adhere to the communication protocols specified in the instructions to the Request for Qualifications.
5. The City of El Segundo staff and/or its representatives may contact representatives of the cities and counties where our company provides services, for the purpose of obtaining information on our performance and experience.
6. The City of El Segundo staff and/or its representatives may inspect our facilities at a time that is mutually convenient.
7. If awarded a non-exclusive franchise agreement, the company will meet and maintain the waste diversion requirements specified in the City's service plans.
8. The Company acknowledges that the City of El Segundo is the sole arbiter of our qualifications for a waste collection and recycling non-exclusive franchise agreement. The City reserves the right to waive irregularities in qualification statements or to reject all statements and reissue the RFQ.

I certify and declare under penalty of perjury, that the foregoing is true and correct.

 _____ Signature of corporate officer or official	<u>12/13/23</u> _____ Date
<b>Michael Hammer</b> _____ Printed name	President, Southern California Area _____ Title
 _____ Signature of corporate officer or official of parent company if applicable	<u>12/13/23</u> _____ Date
<b>Vladimir Beytelman</b> _____ Printed name	Vice President & Assistant Secretary _____ Title



December 1, 2023

**ADDENDUM NO. 1**  
to  
**REQUEST FOR QUALIFICATIONS**  
For  
**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING AND DISPOSAL**  
**SERVICES FOR THE CITY OF EL SEGUNDO**  
**(RFQ #23-06)**

**ATTENTION RESPONDENTS:**

The following additions, modifications, and clarifications to the specifications shall be included in, and become a part of, any contract which may be executed for the above project in the City of El Segundo:

1. **The statements of qualifications (SOQ) due date and time remains Friday, December 15, 2023 at 11:00 a.m.**
2. The due date for mandatory registration with the City has been changed to Thursday, December 7, 2023.
3. The deadline for the submittal of questions has been changed to Thursday, December 7, 2023. The date for all questions and answers to be distributed to all companies that register with the City remains Friday, December 8, 2023.
4. A revised version of the tentative schedule accompanies this Addendum.

As evidence that the RESPONDENT has read this Addendum, the RESPONDENT must acknowledge same in the space provided below and **submit this completed Addendum page with the Statement of Qualifications (SOQ)**. Failure to provide such acknowledgement shall render the SOQ as non-responsive and subject to rejection.

Signature:  Date: 12/13/23

Print Company Name: USA Waste of California, Inc. dba Waste Management



December 14, 2023

**ADDENDUM NO. 3**  
**to**  
**REQUEST FOR QUALIFICATIONS**  
**for**  
**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING AND DISPOSAL**  
**SERVICES FOR THE CITY OF EL SEGUNDO**  
**(RFQ #23-06)**

**ATTENTION RESPONDENTS:**

The following additions, modifications, and clarifications to the specifications shall be included in, and become a part of, any contract which may be executed for the above project in the City of El Segundo:

1. The statements of qualifications (SOQ) due date and time has been changed to **Friday, December 22, 2023 at 11:00 a.m.**
2. Section 1, subsection 6.b. of the RFQ is amended to read, "Ability to operate only with trucks that utilize SB 1383-compliant fuel within one year of non-exclusive franchise agreement execution."
3. Please see this project's attached Supplement to Addendum 3 for the required acknowledgement form.

As evidence that the RESPONDENT has read this Addendum, the RESPONDENT must acknowledge same in the space provided below and **submit this completed Addendum page with the Statement of Qualifications (SOQ)**. Failure to provide such acknowledgement shall render the SOQ as non-responsive and subject to rejection.

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

Print Company Name: \_\_\_\_\_

**USA Waste of California, Inc.**



**CITY OF EL SEGUNDO**

**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING, AND DISPOSAL  
SERVICES FOR THE CITY OF EL SEGUNDO  
(RFQ #23-06)**

**ADDENDUM NO. 3 SUPPLEMENT**

**DATE:** December 14, 2023

**TO:** All Prospective Respondents

This Addendum No. 3 provides an updated supplemental acknowledgement form below. Specifically, please note that the two acknowledgements set forth below in this Addendum No. 3 supersede and replace the acknowledgments in Addendum No. 2, dated December 11, 2023, and Addendum No. 2 will have no further force or effect. Accordingly, only the acknowledgments in this Addendum No. 3 will be required.

The information in this Addendum has been made available to all prospective respondents who duly fulfilled the registration requirement set forth in Section 8 of Request for Qualification ("RFQ") No. 23-06, dated November 21, 2023, and this Addendum No. 3 is incorporated into such RFQ by this reference. All other portions of Contract Documents, RFQ, first Addendum, and second Addendum not specifically mentioned in this Addendum No. 3 remain in full force and effect.

**SB 1383 COMPLIANT RENEWABLE GAS ACKNOWLEDGEMENT**

A minimum requirement to be considered a qualified company in response to the City's RFQ is the use of SB 1383 compliant renewable gas in all trucks operating in the City of El Segundo. Renewable gas is defined as gas derived from organic waste that has been diverted from a landfill and processed at an in-vessel digestion facility that is permitted or otherwise authorized by Title 14 to recover organic waste [see 14 CCR Section 18982(a)(62)].

This form is an acknowledgment that your company will be in compliance with this component of the regulation.

I hereby acknowledge that USA Waste of California, Inc. will have the ability to only operate trucks that utilize SB 1383-compliant fuel, for services under El Segundo RFQ #23-06, within one year of execution of a non-exclusive franchise agreement with El Segundo.

Company Name

**POSSESSION OF FRANCHISE AGREEMENTS ACKNOWLEDGEMENT**

I hereby further acknowledge that USA Waste of California, Inc. <sup>Company Name</sup> possesses franchise agreements for at least three California jurisdictions for waste services, or municipal service agency or district, with no enforcement actions within the past five years.

The City reserves the right to ask for documentation regarding these minimum requirements.



Signature

Michael Hammer, President - Southern California Area

Printed Name & Title

12/18/23

Date



*Providing Solid Waste and Recycling Services Since 1968*

15 December 2023

City Clerk  
City of El Segundo  
350 Main Street  
El Segundo, California 90245

RE: City of El Segundo RFQ 23-06, Commercial Solid Waste Collection, Recycling and Disposal Services for the City of El Segundo, California/Statement of Qualifications

Dear City Clerk:

Ware Disposal Inc. is a current franchisee with the City of El Segundo and was invited to submit a request for qualifications by the City. As requested, we are providing the following information to fulfill the RFQ requirements for the competitive qualification process for the commercial solid waste collection, recycling and disposal services in and for the City of El Segundo.

a. Submission of a cover letter

Ware Disposal Inc. is a Southern California based and owned C-corporation that has been in business since 1968 and incorporated on 14 June 1982. This letter is executed by Judith Helaine Ware, who is the President and CEO of the corporation and possesses the authority to make binding commitments on its behalf. Ware Disposal Inc. is not a subsidiary of any other company.

b. Company information form

All subsections of Section 2, company information, have been completed and are attached. Ware Disposal Inc. hereby indicates that it wishes to be considered for a commercial franchise. In addition, Ware Disposal Inc. has read and provided commercial service plans in this submittal; and acknowledges its experience, ability and willingness to faithfully fulfill the terms and conditions specified.

c. Certification statement

Ware Disposal Inc. has included its certification statement, as prepared by the City; and it is signed by Judith Helaine Ware, the President and CEO of the company with the authority to make binding commitments on its behalf.

Sincerely,

  
JUDITH HELAINE WARE  
President/Chief Executive Officer  
Ware Disposal Inc.

## 2. COMPANY INFORMATION FORM

### A. Company Information

1. Company name: **Ware Disposal Inc.**
2. DBA: **Ware Disposal Inc.**
3. Corporate or other parent: **N/A**
4. Physical location of primary office in Los Angeles County  
Street: **1740 South Los Angeles Street, Suite 213**  
City: **Los Angeles** State: **California** Zip code: **90015**
5. Company type:  
 Corporation State in which company is incorporated **California**  
 LLC  
 Partnership  
 ESOP  
 Sole proprietorship  
 Other:
6. Years in business: **56 (1968)**

### B. Contact Person

7. Contact name: **Jay Ware** Telephone: **714 664 0677 x105**  
Title: **General Manager** Email address: **jay@wardisposal.com**  
**jason@wardisposal.com**
8. Contact mailing address:  
Street: **1035 East 4th Street**  
City: **Santa Ana** State: **California** Zip code: **92701 4750**
9. Company official with the authority to bind and make commitments on behalf of the company (include parent company if applicable)  
Names: **Judith Helaine Ware** Titles: **President**

### C. Company Ownership

10. Are shares in the company publicly traded?  Yes  No If "Yes", skip to Section D.  
If "No", complete the remainder of this section.

11. List the names and addresses of the ten largest shareholders or partners and those with a 10% or greater ownership interest in the company:

Name	Address	Ownership Share
11.1	<b>Judith Helaine Ware, 21 Sarteano Drive</b>	%
11.2	<b>Newport Coast, California 92657</b>	<b>50.10%</b>
11.3	<b>Ben Marlon Ware, 21 Sarteano Drive</b>	%
11.4	<b>Newport Coast, California 92657</b>	<b>49.90%</b>
11.5		%
11.6		%
11.7		%
11.8		%
11.9		%
11.10		%

12. List the company officers and directors (including parent company if applicable)

Name	Title/Position
<b>Judith Helaine Ware</b>	<b>President and Chief Executive Officer</b>
<b>Ben Marlon Ware</b>	<b>Vice President and Secretary</b>

**D. Franchise Experience**

13. To be qualified, your company must have at least three commercial franchises in California. List the details of applicable franchises in California for which your company is currently providing waste collection and recycling services. List franchises in Los Angeles County first. If the franchise covers a zone or district within the jurisdiction, enter the name of the zone or district in "Area Served". If the franchise covers the entire jurisdiction, enter the name of the jurisdiction in "Area Served."

Commercial
Please confirm the Company has at least three commercial franchises within California: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Quantity of vehicles owned by the Company: <b>152</b> Type of fuel used in vehicles: <b>CNG</b>

Jurisdiction <b>CITY OF LOS ANGELES</b> Area Served <b>SOUTHEAST ZONE</b> Year franchise awarded <b>2016</b> Waste & materials collected in 2022 <b>44,971</b> tons Contact Person <b>DANIEL MEYERS</b> Telephone # <b>213 473 8158</b>	Franchise Type Select <b>EXCLUSIVE COMMERCIAL</b> Number of residential customers <b>0</b> Number of commercial customers <b>1,950</b> Percent of waste & materials collected in 2022 that was diverted from disposal <b>10</b> %	Services Provided <i>check all that apply</i> <input checked="" type="checkbox"/> Waste collection <input type="checkbox"/> Mixed waste recycling <input checked="" type="checkbox"/> Source separation recycling <input checked="" type="checkbox"/> Mixed organics recycling <input checked="" type="checkbox"/> Food waste recycling <input checked="" type="checkbox"/> Green waste recycling <input checked="" type="checkbox"/> C&D debris recycling <input checked="" type="checkbox"/> Bulky item collection
Jurisdiction <b>COUNTY OF LOS ANGELES</b> Area Served <b>LENNOX GARBAGE DISPOSAL DISTRICT</b> Year franchise awarded <b>2018</b> Waste & materials collected in 2022 <b>16,848</b> tons Contact Person <b>STEVE MILEWSKI</b> Telephone # <b>626 458 3573</b>	Franchise Type Select <b>EXCLUSIVE RESID./COMM.</b> Number of residential customers <b>2,213</b> Number of commercial customers <b>317</b> Percent of waste & materials collected in 2022 that was diverted from disposal <b>16</b> %	Services Provided <i>check all that apply</i> <input checked="" type="checkbox"/> Waste collection <input checked="" type="checkbox"/> Mixed waste recycling <input checked="" type="checkbox"/> Source separation recycling <input checked="" type="checkbox"/> Mixed organics recycling <input checked="" type="checkbox"/> Food waste recycling <input checked="" type="checkbox"/> Green waste recycling <input checked="" type="checkbox"/> C&D debris recycling <input checked="" type="checkbox"/> Bulky item collection

<p>Jurisdiction <b>COUNTY OF LOS ANGELES</b> Area <b>SAN GABRIEL VALLEY WEST</b> Year franchise awarded <b>2022</b> Waste &amp; materials collected in 2022 <b>11,152</b> tons Contact Person <b>CLARK AJWANI</b> Telephone # <b>626 458 5163</b></p>	<p>Franchise Type Select <b>EXCLUSIVE COMMERCIAL</b> Number of residential customers <b>0</b> Number of commercial customers <b>788</b> Percent of waste &amp; materials collected in 2022 that was diverted from disposal <b>15</b> %</p>	<p>Services Provided <i>check all that apply</i></p> <ul style="list-style-type: none"> <li><input checked="" type="checkbox"/> Waste collection</li> <li><input checked="" type="checkbox"/> Mixed waste recycling</li> <li><input checked="" type="checkbox"/> Source separation recycling</li> <li><input checked="" type="checkbox"/> Mixed organics recycling</li> <li><input checked="" type="checkbox"/> Food waste recycling</li> <li><input checked="" type="checkbox"/> Green waste recycling</li> <li><input checked="" type="checkbox"/> C&amp;D debris recycling</li> <li><input checked="" type="checkbox"/> Bulky item collection</li> </ul>
<p>Jurisdiction <b>CITY OF IRVINE</b> Area Served <b>CITYWIDE</b> Year franchise awarded <b>1971</b> Waste &amp; materials collected in 2022 <b>33,060</b> tons Contact Person <b>RYAN TENNEY</b> Telephone # <b>949 724 6379</b></p>	<p>Franchise Type Select <b>SEMI-EXCLUSIVE COMMERCIAL</b> Number of residential customers <b>0</b> Number of commercial customers <b>300</b> Percent of waste &amp; materials collected in 2022 that was diverted from disposal <b>51</b> %</p>	<p>Services Provided <i>check all that apply</i></p> <ul style="list-style-type: none"> <li><input checked="" type="checkbox"/> Waste collection</li> <li><input checked="" type="checkbox"/> Mixed waste recycling</li> <li><input checked="" type="checkbox"/> Source separation recycling</li> <li><input checked="" type="checkbox"/> Mixed organics recycling</li> <li><input checked="" type="checkbox"/> Food waste recycling</li> <li><input checked="" type="checkbox"/> Green waste recycling</li> <li><input checked="" type="checkbox"/> C&amp;D debris recycling</li> <li><input checked="" type="checkbox"/> Bulky item collection</li> </ul>
<p>Jurisdiction <b>CITY OF PASADENA</b> Area Served <b>CITYWIDE</b> Year franchise awarded <b>1999</b> Waste &amp; materials collected in 2022 <b>1,857</b> tons Contact Person <b>MAYRA RUIZESPARZA</b> Telephone # <b>626 744 7119</b></p>	<p>Franchise Type Select <b>SEMI-EXCLUSIVE COMMERCIAL</b> Number of residential customers <b>0</b> Number of commercial customers <b>35</b> Percent of waste &amp; materials collected in 2022 that was diverted from disposal <b>60</b> %</p>	<p>Services Provided <i>check all that apply</i></p> <ul style="list-style-type: none"> <li><input checked="" type="checkbox"/> Waste collection</li> <li><input checked="" type="checkbox"/> Mixed waste recycling</li> <li><input checked="" type="checkbox"/> Source separation recycling</li> <li><input checked="" type="checkbox"/> Mixed organics recycling</li> <li><input checked="" type="checkbox"/> Food waste recycling</li> <li><input checked="" type="checkbox"/> Green waste recycling</li> <li><input checked="" type="checkbox"/> C&amp;D debris recycling</li> <li><input checked="" type="checkbox"/> Bulky item collection</li> </ul>

<p>Jurisdiction <b>CITY OF MONTEREY PARK</b></p> <p>Area Served <b>CITYWIDE</b></p> <p>Year franchise awarded <b>2016</b></p> <p>Waste &amp; materials collected in 2022 <b>2,522</b> tons</p> <p>Contact Person <b>XOCHITL TIPAN</b></p> <p>Telephone # <b>626 307 1383</b></p>	<p>Franchise Type Select <b>SEMI-EXCLUSIVE COMMERCIAL</b></p> <p>Number of residential customers <b>0</b></p> <p>Number of commercial customers <b>75</b></p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal <b>50</b> %</p>	<p>Services Provided <i>check all that apply</i></p> <ul style="list-style-type: none"> <li><input checked="" type="checkbox"/> Waste collection</li> <li><input checked="" type="checkbox"/> Mixed waste recycling</li> <li><input checked="" type="checkbox"/> Source separation recycling</li> <li><input checked="" type="checkbox"/> Mixed organics recycling</li> <li><input checked="" type="checkbox"/> Food waste recycling</li> <li><input checked="" type="checkbox"/> Green waste recycling</li> <li><input checked="" type="checkbox"/> C&amp;D debris recycling</li> <li><input checked="" type="checkbox"/> Bulky item collection</li> </ul>
<p>Jurisdiction <b>COUNTY OF LOS ANGELES</b></p> <p>Area Served <b>EAST CHARTER OAK/SOUTH WHITTIER</b></p> <p>Year franchise awarded <b>2018</b></p> <p>Waste &amp; materials collected in 2022 <b>45,364</b> tons</p> <p>Contact Person <b>STEVE MILEWSKI</b></p> <p>Telephone # <b>626 458 3573</b></p>	<p>Franchise Type Select <b>EXCLUSIVE RESIDENTIAL</b></p> <p>Number of residential customers <b>3,610+13,650=17,260</b></p> <p>Number of commercial customers <b>0</b></p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal <b>31</b> %</p>	<p>Services Provided <i>check all that apply</i></p> <ul style="list-style-type: none"> <li><input checked="" type="checkbox"/> Waste collection</li> <li><input checked="" type="checkbox"/> Mixed waste recycling</li> <li><input checked="" type="checkbox"/> Source separation recycling</li> <li><input checked="" type="checkbox"/> Mixed organics recycling</li> <li><input checked="" type="checkbox"/> Food waste recycling</li> <li><input checked="" type="checkbox"/> Green waste recycling</li> <li><input checked="" type="checkbox"/> C&amp;D debris recycling</li> <li><input checked="" type="checkbox"/> Bulky item collection</li> </ul>
<p>Jurisdiction <b>CITY OF COSTA MESA</b></p> <p>Area Served <b>CITYWIDE</b></p> <p>Year franchise awarded <b>1971</b></p> <p>Waste &amp; materials collected in 2022 <b>21,719</b> tons</p> <p>Contact Person <b>ROBERT STAPLES</b></p> <p>Telephone # <b>714 754 5024</b></p>	<p>Franchise Type Select <b>SEMI-EXCLUSIVE COMMERCIAL</b></p> <p>Number of residential customers <b>0</b></p> <p>Number of commercial customers <b>625</b></p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal <b>51</b> %</p>	<p>Services Provided <i>check all that apply</i></p> <ul style="list-style-type: none"> <li><input checked="" type="checkbox"/> Waste collection</li> <li><input checked="" type="checkbox"/> Mixed waste recycling</li> <li><input checked="" type="checkbox"/> Source separation recycling</li> <li><input checked="" type="checkbox"/> Mixed organics recycling</li> <li><input checked="" type="checkbox"/> Food waste recycling</li> <li><input checked="" type="checkbox"/> Green waste recycling</li> <li><input checked="" type="checkbox"/> C&amp;D debris recycling</li> <li><input checked="" type="checkbox"/> Bulky item collection</li> </ul>

**E. Litigation History**

14. Provide details on any litigation filed within the past ten years between your company, parent company, or subsidiaries and a California public agency that related to a contract, permit, or franchise for solid waste services. If you need additional space, please use the format below and submit an attachment to your proposal.

14.1 Agency **NONE TO REPORT** Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

**NONE TO REPORT**

14.2 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

14.3 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

14.4 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

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14.5	Agency	Date Filed	Status Select
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Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

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14.6	Agency	Date Filed	Status Select
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Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

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14.7	Agency	Date Filed	Status Select
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Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

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14.8	Agency	Date Filed	Status Select
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Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*





16.1 Agency **CITY OF LOS ANGELES** Date **2 JUNE 2023** Amount \$ **465,000.00**  
 Issue **SECTION 5.10.5, DISPOSAL TARGET LIQUIDATED DAMAGE**

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

Ware Disposal Inc. has appealed the 2 June 2023 LD assessment by the City of Los Angeles. A significant part of the response centers upon the fact there is no existing market to recycle textiles, which represents between 24,000 to 31,000 tons in the Southeast Zone (out of a total of 45,000 tons). Furthermore, the agreement with the City never contemplated a sixth bin recycling program for the textiles. Ware Disposal Inc. fervently believes this tonnage should be excluded as part of the first disposal target liquidated damage period and should be permanently excluded unless and until there is a demonstrated market to handle at least 12,000 tons per annum.

16.2 Agency \_\_\_\_\_ Date \_\_\_\_\_ Amount \$ \_\_\_\_\_  
 Issue \_\_\_\_\_

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

16.3 Agency \_\_\_\_\_ Date \_\_\_\_\_ Amount \$ \_\_\_\_\_  
 Issue \_\_\_\_\_

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

16.4 Agency \_\_\_\_\_ Date \_\_\_\_\_ Amount \$ \_\_\_\_\_  
 Issue \_\_\_\_\_

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or*

remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.

C

16.5 Agency	Date	Amount \$
Issue		

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

16.6 Agency	Date	Amount \$
Issue		

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

17. Is the company, its parent, or any of its subsidiaries currently the subject of any litigation or investigations by a law enforcement or public agency related to the waste collection, recycling, or disposal activities of the company, its parent, or any of its subsidiaries in California? If you need additional space, create a new page using the format below and attach it to your proposal.

Yes     No    If "Yes", provide details

17.1 Agency	Date filed or initiated	Status Select
Issue		

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

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17.2 Agency	Date filed or initiated	Status Select
Issue		

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

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17.3 Agency	Date filed or initiated	Status Select
Issue		

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

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17.4 Agency	Date filed or initiated	Status Select
Issue		

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*



### 3. COMMERCIAL WASTE COLLECTION AND RECYCLING SERVICE PLAN

The City of El Segundo will be awarding one or more non-exclusive franchise agreements for the collection, recycling, and disposal of waste from commercial, industrial, and multi-family properties in the City. The term of this franchise is anticipated to be from June 12, 2024 to no later than June 12, 2031 (7 years). This document describes the services that the successful franchise(s) will be required to provide to customers in the City. Companies submitting a statement of qualifications for a non-exclusive franchise agreement are advised to read this document carefully as they must certify that their company has the experience, skill, and resources to successfully provide these services.

Additional details of the services to be provided will be included in the draft franchise agreement upon the release of the request for proposal (RFP).

#### 1. Weekly Collection, Recycling, and Disposal Services

- 1.1 Provide regular collection of refuse, recyclable, and mixed organic materials. There are approximately 610 commercial accounts and approximately 440 multi-family accounts being currently serviced in the City by permitted haulers. If franchisee is to co-collect Solid Waste and Recyclables (Mixed Waste), a High Diversion Organic Waste Processing Facility (HDOWPF) must be used and specified in the Agreement. Frequency of collection shall be determined by the service needs of each customer, but shall occur at least once per week.
- 1.2 Divert from disposal at least 50% of the refuse and materials collected through approved CalRecycle diversion methods. At least 65% of construction and demolition debris collected must be diverted from disposal. The minimum diversion requirements may change during the term of the franchise agreement if so required by California law; in such case, the franchisee must take all steps necessary to comply with such requirements.
- 1.3 Dispose of non-recyclable waste in a fully-permitted disposal facility.
- 1.4 Containers:
  - 1.4.1 Provide each customer with an appropriately-sized cart, bin, or roll-off.
  - 1.4.2 Bins may be new or used, of welded steel construction, with wheels and covers.
  - 1.4.3 Customers that cannot accommodate a bin are to be provided with lidded wheeled carts of adequate size and construction. All carts provided to customers for refuse, recycling, and mixed organic service shall be new.
  - 1.4.4 Roll-offs to be clean and in good repair.
  - 1.4.5 All container labels shall be SB 1383-compliant and marked with the name and customer service telephone number of the franchisee and shall advise the customer to not dispose of hazardous materials or universal waste. A telephone number for information on the proper disposal of these items shall be included. The label shall

also indicate that the customer should contact the franchisee for repair or replacement of damaged containers.

1.4.6 All bins and roll-offs shall include a sticker or label with a safety warning.

1.4.7 Maintenance and Repair, and Exchange of Containers: All customer containers shall be maintained in good condition and must be kept clear of graffiti. Broken or damaged carts and bins shall be repaired or replaced by the franchisee at no charge to the customer or City. Bins, particularly those used for the collection of food waste, shall be cleaned as needed to eliminate odors and discourage vermin infestation.

1.5 Provide as-needed service for customer-owned compactors.

1.6 Provide roll-out service for a fee to customers that request this service.

1.7 Provide all customers with recycling services and organic materials (landscaping debris and trimmings, non-hazardous wood waste, and food waste) diversion services.

## 2. Temporary Services

2.1 Provide appropriately-sized bins and roll-offs for the temporary collection of refuse, recyclable materials, and construction and demolition debris to customers who order such service. Customers for temporary service are to be offered a variety of bin and roll-off sizes, and containers for the collection of mixed and source separated materials.

2.2 At least 65% of the construction and demolition debris collected from customers provided with temporary service must be diverted from disposal.

## 3. Vehicles and Collection Routes

All vehicles used to service customers are to be 2017 models or newer and in full compliance with all local, regional, and state regulations, including SCAQMD Rule 1193. All vehicles shall be kept clean, painted, free of graffiti, and in good repair. Additionally, all vehicles shall operate on SB 1383 compliant renewable gas.

Collection routes are to be dedicated to the City and designed to minimize total vehicle-miles required to service customers and transport collected refuse and materials from the City to processing and disposal facilities.

## 4. Billing of Customers and Payment for Services

The franchisee(s) will be responsible for billing customers for services provided. Franchise and other fees levied by the City, if any, are to be included in the amounts charged to customers and remitted to the City upon receipt by the franchisee(s).

## 5. Service Rates

The franchisees will be responsible for determining the rates charged to their customers. However, the City will set ceilings for rates based on the franchisees' proposals.

Rates may be adjusted once annually by the average annual change in the consumer price index for all urban consumers as calculated by the U.S. Department of Labor, Bureau of Labor Statistics, for the Los Angeles-Long Beach-Anaheim area.

6. Franchisee Service Contracts with Customers

The term of any service contracts between a franchisee and its customers shall not extend beyond the term of the franchisee's non-exclusive franchise agreement with the City.

Franchisees shall not include any automatic renewals or extensions, such as "evergreen" clauses, in the service contracts with its customers.

Each customer shall be provided with the option of terminating its services with a franchisee upon 30 days' notice provided that the customer is not delinquent in paying for services received from the franchisee.

7. Customer Service and Support

Provide the personnel, equipment, and systems necessary to receive and respond to customer requests for extra services, changes to service, bulky item collection, billing questions, and equipment repair or exchange. The standard time for responding to and resolving customer calls shall be 24 hours or the next business day, whichever is sooner. There must be adequate customer service staff fluent in English and Spanish.

8. Customer Education and Outreach

Provide all new customers with information on the services provided, collection schedules, proper handling of hazardous and universal waste, the importance of recycling and waste diversion, and the procedures for separating and handling recyclable materials and organics. The franchisee will also be required to provide on-going customer education on these topics through quarterly newsletters to customers. Printed materials must be available in English and Spanish.

The franchisee(s) will be responsible for providing customers with the information required to support compliance with AB 341, AB 1826, and SB 1383, including providing the City with the information required to meet the respective reporting requirements.

9. Litter Control

Collect and transport refuse and materials so as to avoid the creation of litter or spills on City streets, driveways, and private property. Drivers will be responsible for cleaning up spills and litter created when servicing a customer cart or bin.

10. Reporting

Monthly reports shall be submitted to the City with information on the quantities of waste and materials collected, recycled, and disposed, and the number of customers served. The reports must also indicate the quantities of materials transported to and processed at all facilities used during the month. Information on facility usage submitted to the City must be consistent with the information submitted by the franchisee to the facility operators and the Disposal Reporting System.

The City shall specify the form of the reports and the method by which reports are to be submitted. The percent of waste diverted from disposal shall be calculated and reported monthly. If the franchisee uses material recovery or recycling facilities that receive waste and materials from more than one source, the waste diversion rate reported to the City shall be based on the actual characteristics of the waste or materials from the City delivered to those facilities.

The waste diversion rate reported to the City must be based on the quantities of waste and materials collected in the City each month that are diverted from disposal. Diverted materials from other jurisdictions shall not be included in the calculation of the franchisee's waste diversion rate reported to the City.

11. SB 1383 Compliance

Franchisee shall perform and/or assist the City with services in compliance with CalRecycle requirements under SB 1383 including, without limitation: contamination monitoring, route reviews and inspections (Section 18984.5), food recovery assistance, which may include inspections (Section 18991), waiver assistance (Section 18984.11), organic waste recovery education and outreach (Section 18995.1), and all recordkeeping and reporting requirements.

12. Recovered Organic Waste Product (ROWP) Procurement

Franchisee shall provide the City with ROWP for the City to meet its procurement target.

13. Audits and Inspections

The City shall have the right to audit a franchisee's books and records related to the services provided pursuant to the franchise.

14. Insurance

Franchisees shall obtain and keep in effect, the following insurance policies and limits:

Comprehensive general liability .....\$10 million

Automobile liability.....\$10 million

Worker's Compensation Liability ..... Limits required by the State of California

Pollution Liability Insurance.....\$2 million per occurrence

\$4 million aggregate

#### 4. CERTIFICATION STATEMENT

WARE DISPOSAL INC. ("The Company") has submitted a statement of qualifications (SOQ) to the City of El Segundo for a waste collection and recycling non-exclusive franchise agreement. The individual signing below certifies on behalf of the Company, that:

1. The Company has reviewed the actual service conditions and requirements in the City, read and understands the service plans provided by the City, and based on its independent judgment, it has the skills, resources, and experience required to successfully provide the services described in the Commercial Waste Collection and Recycling Service Plan.
2. The SOQ and related documents submitted to the City do not contain any false, misleading, or inaccurate information, statements, or facts.
3. When preparing its SOQ, the Company has not colluded with any other companies that, to the best of its knowledge, intended to submit an SOQ to the City.
4. The Company will adhere to the communication protocols specified in the instructions to the Request for Qualifications.
5. The City of El Segundo staff and/or its representatives may contact representatives of the cities and counties where our company provides services, for the purpose of obtaining information on our performance and experience.
6. The City of El Segundo staff and/or its representatives may inspect our facilities at a time that is mutually convenient.
7. If awarded a non-exclusive franchise agreement, the company will meet and maintain the waste diversion requirements specified in the City's service plans.
8. The Company acknowledges that the City of El Segundo is the sole arbiter of our qualifications for a waste collection and recycling non-exclusive franchise agreement. The City reserves the right to waive irregularities in qualification statements or to reject all statements and reissue the RFQ.

I certify and declare under penalty of perjury, that the foregoing is true and correct.

  
\_\_\_\_\_  
Signature of corporate officer or official

**JUDITH HELAINE WARE**  
\_\_\_\_\_  
Printed name

**15 DECEMBER 2023**  
\_\_\_\_\_  
Date

**PRESIDENT**  
\_\_\_\_\_  
Title

\_\_\_\_\_  
Signature of corporate officer or official of parent company if applicable

\_\_\_\_\_  
Printed name

\_\_\_\_\_  
Date

\_\_\_\_\_  
Title



December 1, 2023

**ADDENDUM NO. 1**  
to  
**REQUEST FOR QUALIFICATIONS**  
For  
**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING AND DISPOSAL**  
**SERVICES FOR THE CITY OF EL SEGUNDO**  
**(RFQ #23-06)**

**ATTENTION RESPONDENTS:**

The following additions, modifications, and clarifications to the specifications shall be included in, and become a part of, any contract which may be executed for the above project in the City of El Segundo:

1. **The statements of qualifications (SOQ) due date and time remains Friday, December 15, 2023 at 11:00 a.m.**
2. The due date for mandatory registration with the City has been changed to Thursday, December 7, 2023.
3. The deadline for the submittal of questions has been changed to Thursday, December 7, 2023. The date for all questions and answers to be distributed to all companies that register with the City remains Friday, December 8, 2023.
4. A revised version of the tentative schedule accompanies this Addendum.

As evidence that the RESPONDENT has read this Addendum, the RESPONDENT must acknowledge same in the space provided below and **submit this completed Addendum page with the Statement of Qualifications (SOQ)**. Failure to provide such acknowledgement shall render the SOQ as non-responsive and subject to rejection.

Signature:  Date: 15 December 2023

Print Company Name: WARE DISPOSAL INC.

**3. CURRENT DATA**

The existing permitted haulers have reported the total of approximately 610 commercial accounts and approximately 440 multi-family accounts. There are approximately 310 multi-family accounts on a 3-bin system, 65 on a 2-bin system and 65 on a 1-bin system. There are approximately 310 commercial accounts on a 3-bin system, 110 on a 2-bin system and 190 on a 1-bin system. Additionally, there was approximately 24,000 tons of waste hauled from commercial and multi-family facilities of the City during 2022.

Companies responding to this RFQ are advised to independently verify the actual service conditions in the City including, but not limited to, the topography, street conditions, concentration and density of residential and commercial service locations, and accessibility of service locations.

**4. SCHEDULE (ESTIMATED) – REVISED 12/1/2023**

Release of this RFQ.....	Nov. 21, 2023
Deadline to register with the City .....	Dec. 7, 2023
Deadline for submittal of questions to the RFQ .....	Dec. 7, 2023
City responses to questions to the RFQ .....	Dec. 8, 2023
Statements of qualifications due .....	Dec. 15, 2023, 11:00 a.m.
Notice inviting qualified applicants .....	Jan. 15, 2024
City releases Request for Proposal (RFP).....	Jan. 15, 2024
Deadline for submittal of questions to the RFP .....	Feb. 1, 2024
City response to questions to the RFP.....	Feb. 8, 2024
Proposals in response to RFP due.....	Feb. 15, 2024
City staff recommendations to City Council .....	Mar. 2024
City Council award of non-exclusive franchise agreements .....	Mar. 2024
Franchisee transition period .....	April 1 – May 30, 2024
Non-Exclusive Franchise service begins .....	June 12, 2024

**5. COMPONENTS OF THIS RFQ**

This RFQ includes four documents. Companies responding to this RFQ are advised to thoroughly review all documents.

1. These instructions
2. Company information form
3. Commercial Waste Collection and Recycling Service Plan
4. Certification Statement

**6. QUALIFICATION CRITERIA**

The following are minimum criteria to be considered a qualified company:



**ADDENDUM NO. 2**  
to  
**REQUEST FOR QUALIFICATIONS**  
For  
**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING, AND DISPOSAL**  
**SERVICES FOR THE CITY OF EL SEGUNDO**  
**(RFQ #23-06)**

**DATE:** December 11, 2023  
**TO:** All Prospective Respondents

This Addendum No. 2 provides a supplemental acknowledgement form below. The information in this Addendum has been made available to all prospective respondents who duly fulfilled the registration requirement set forth in Section 8 of Request for Qualification (“RFQ”) No. 23-06, dated November 21, 2023, and this Addendum No. 2 is incorporated into such RFQ by this reference. All other portions of Contract Documents, RFQ, and first Addendum not specifically mentioned in this Addendum No. 2 remain in full force and effect.

**SB 1383 COMPLIANT RENEWABLE GAS ACKNOWLEDGEMENT**

A minimum requirement to be considered a qualified company in response to the City’s RFQ is the use of SB 1383 compliant renewable gas in all trucks operating in the City of El Segundo. Renewable gas is defined as gas derived from organic waste that has been diverted from a landfill and processed at an in-vessel digestion facility that is permitted or otherwise authorized by Title 14 to recover organic waste [see 14 CCR Section 18982(a)(62)].

This form is an acknowledgment that your company will comply with this renewable gas fuel requirement.

I hereby acknowledge that all of Ware Disposal Inc. waste hauling trucks operating in El Segundo will be using SB 1383 compliant renewable gas.  
Company Name

**POSSESSION OF FRANCHISE AGREEMENTS ACKNOWLEDGEMENT**

I hereby further acknowledge that Ware Disposal Inc. possesses franchise agreements for  
Company Name  
at least three local California jurisdictions (i.e., city or county) for waste services, or municipal service agency or district, with no enforcement actions within the past five years.

The City reserves the right to ask for supporting documentation regarding these minimum requirements.

[Signature on next page]

WARE DISPOSAL INC.

Company Name

  
Signature

Printed Name & Title JAY WARE, GENERAL MANAGER

15 December 2023

Date



December 14, 2023


**ADDENDUM NO. 3**  
**to**  
**REQUEST FOR QUALIFICATIONS**  
**for**  
**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING AND DISPOSAL**  
**SERVICES FOR THE CITY OF EL SEGUNDO**  
**(RFQ #23-06)**

**ATTENTION RESPONDENTS:**

The following additions, modifications, and clarifications to the specifications shall be included in, and become a part of, any contract which may be executed for the above project in the City of El Segundo:

1. The statements of qualifications (SOQ) due date and time has been changed to **Friday, December 22, 2023 at 11:00 a.m.**
2. Section 1, subsection 6.b. of the RFQ is amended to read, "Ability to operate only with trucks that utilize SB 1383-compliant fuel within one year of non-exclusive franchise agreement execution."
3. Please see this project's attached Supplement to Addendum 3 for the required acknowledgement form.

As evidence that the RESPONDENT has read this Addendum, the RESPONDENT must acknowledge same in the space provided below and **submit this completed Addendum page with the Statement of Qualifications (SOQ)**. Failure to provide such acknowledgement shall render the SOQ as non-responsive and subject to rejection.

Signature:  Date: 15 December 2023

Print Company Name: WARE DISPOSAL INC.



**CITY OF EL SEGUNDO**

**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING, AND DISPOSAL  
SERVICES FOR THE CITY OF EL SEGUNDO  
(RFQ #23-06)**

**ADDENDUM NO. 3 SUPPLEMENT**

**DATE:** December 14, 2023

**TO:** All Prospective Respondents

This Addendum No. 3 provides an updated supplemental acknowledgement form below. Specifically, please note that the two acknowledgements set forth below in this Addendum No. 3 supersede and replace the acknowledgments in Addendum No. 2, dated December 11, 2023, and Addendum No. 2 will have no further force or effect. Accordingly, only the acknowledgments in this Addendum No. 3 will be required.

The information in this Addendum has been made available to all prospective respondents who duly fulfilled the registration requirement set forth in Section 8 of Request for Qualification (“RFQ”) No. 23-06, dated November 21, 2023, and this Addendum No. 3 is incorporated into such RFQ by this reference. All other portions of Contract Documents, RFQ, first Addendum, and second Addendum not specifically mentioned in this Addendum No. 3 remain in full force and effect.

**SB 1383 COMPLIANT RENEWABLE GAS ACKNOWLEDGEMENT**

A minimum requirement to be considered a qualified company in response to the City’s RFQ is the use of SB 1383 compliant renewable gas in all trucks operating in the City of El Segundo. Renewable gas is defined as gas derived from organic waste that has been diverted from a landfill and processed at an in-vessel digestion facility that is permitted or otherwise authorized by Title 14 to recover organic waste [see 14 CCR Section 18982(a)(62)].

This form is an acknowledgment that your company will be in compliance with this component of the regulation.

I hereby acknowledge that Ware Disposal Inc. <sup>Company Name</sup> will have the ability to only operate trucks that utilize SB 1383-compliant fuel, for services under El Segundo RFQ #23-06, within one year of execution of a non-exclusive franchise agreement with El Segundo.

**POSSESSION OF FRANCHISE AGREEMENTS ACKNOWLEDGEMENT**

I hereby further acknowledge that Ware Disposal Inc. <sup>Company Name</sup> possesses franchise agreements for at least three California jurisdictions for waste services, or municipal service agency or district, with no enforcement actions within the past five years.

The City reserves the right to ask for documentation regarding these minimum requirements.

  
Signature

JAY WARE, GENERAL MANAGER  
Printed Name & Title

15 DECEMBER 2023  
Date

# **WASTE AND RECYCLING SERVICES, INC.**



## **Response to Request for Qualifications for Commercial Solid Waste Collection, Recycling, and Disposal Services for the City of El Segundo RFQ #23-06**

*Submitted by:*



**Waste and Recycling Services, Inc.**  
13714 Chestnut St  
Whittier, California 90605

*Submitted to:*

**City of El Segundo**  
City Clerk's Office  
350 Main Street  
El Segundo, CA 90245

***December 15, 2023***

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December 22, 2023

Erica Miramontes  
City of El Segundo  
Public Works Department  
350 Main Street  
El Segundo, CA 90245

Subject: Response to RFQ for Commercial Solid Waste Collection, Recycling, and Disposal Services

Dear Ms. Miramontes;

Thank you for the opportunity to respond to RFQ #23-026 for the City of El Segundo. Waste and Recycling Service, Inc. (WRS) is uniquely qualified to conduct the services identified in the RFQ and would be honored to provide refuse and recycling services in your city.

WRS' commitment to our customers and to the communities we serve extends far beyond the normal call of duty and we are excited about the opportunity to provide our brand of services to customers in the City of El Segundo. We are very familiar with franchise agreement requirements, diversion for AB 341 and Sb 1383 and are highly qualified and successful at implementing these programs.

We are currently servicing customers in six (6) cities and the Lynwood Unified School LBCC District with a successful track record of recycling, organics diversion and waste disposal. We've been in the solid waste and recycling business for over 25 years and have contracts with large cities such as Pasadena, Vernon, the county of Los Angeles, the City of Los Angeles and others as referenced herein. Please check our references for our clients and municipal customers. We believe you will be pleasantly surprised.

This letter confirms that I, Mr. Klistoff, am the owner of WRS and authorized signatory for this response to RFQ #23-06.

Please contact me at any time with any required questions, clarifications or additional documents with respect to the RFP and its requirements.

Sincerely,

A handwritten signature in blue ink that reads "Mark Klistoff". The signature is written in a cursive, flowing style.

Mark Klistoff  
President & CEO

December 22, 2023



Dec 1, 2023

Erica Miramontes  
City of El Segundo  
Public Works Department  
350 Main Street  
El Segundo, California 90245

Dear Ms. Miramontes;

My name is Mark Klistoff and I am the sole owner of Waste and Recycling Services, Inc. I am writing this letter for consideration of providing a response to the following RFQ:

**RFQ #23-06**

Request for Qualifications for Commercial Solid Waste Collection, Recycling, and Disposal Services for the City of El Segundo

*(Release Date: November 21, 2023)*

My firm, Waste and Recycling Services, Inc. plans to submit a response to RFQ#23-06 as an integrated solid waste and recycling hauler with the qualifications required by the City of El Segundo.

Name of Company: Waste and Recycling Services, Inc.

Address of Company: 638 Giano Ave, La Puente, California 91744

Name of Contact: Louis Ippolito, 909-289-4321, [integritywaste@yahoo.com](mailto:integritywaste@yahoo.com)

Alternate Contact: Mark Klistoff, CEO, 562-201-5049, [customerservice@4wrs.com](mailto:customerservice@4wrs.com)

I, Mark Klistoff, hereby indicate and commit my intention to submit a State of Qualifications in response to the City's RFQ #23-06 as confirmed by my signature below.

*From the Desk of Mark Klistoff, CEO*

A handwritten signature in blue ink that reads "Mark Klistoff". The signature is written in a cursive style.

Mark Klistoff  
CEO

## **1. OBJECTIVE**

The City of El Segundo, California (City) is soliciting statements of qualification (SOQ) from waste management companies interested in submitting a proposal for a non-exclusive franchise agreement for the collection, recycling, and disposal of commercial waste generated in the City (“commercial waste management services”). For the purpose of this RFQ, “commercial waste management services” includes industrial, retail, multifamily properties, and schools. The effective date of the new non-exclusive franchise agreement(s) is anticipated to be June 12, 2024.

The City is interested in receiving SOQs from companies with a documented history of successfully providing high-quality waste management services to municipalities, and the demonstrated ability to achieve high levels of waste diversion, ensuring compliance with current regulations (e.g., AB 341 and SB 1383). The City encourages companies responding to this RFQ to discuss how they plan to minimize the environmental impact of their operations through efficient route planning and the use of waste recycling, diversion and disposal facilities that will result in the significant net reductions in greenhouse gas emissions from collection, transportation, and facility processing.

## **2. BACKGROUND**

The City of El Segundo was incorporated in 1917 and is about 5.5 square miles in size. It is home to 17,000 people and is known as a major aeronautical and industrial business center, home to the Los Angeles Air Force Base, Chevron Oil Refinery, Mattel, Los Angeles Times, and other major businesses.

El Segundo maintains a blend of residential and commercial land uses. Residential and municipal waste management services are currently provided by EDCO Disposal (EDCO) pursuant to an exclusive franchise agreement with the City. Commercial waste management services are currently provided through a permit system by multiple permitted haulers.

## **3. CURRENT DATA**

The existing permitted haulers have reported the total of approximately 610 commercial accounts and approximately 440 multi-family accounts. There are approximately 310 multi-family accounts on a 3-bin system, 65 on a 2-bin system and 65 on a 1-bin system. There are approximately 310 commercial accounts on a 3-bin system, 110 on a 2-bin system and 190 on a 1-bin system. Additionally, there was approximately 24,000 tons of waste hauled from commercial and multi-family facilities of the City during 2022.

## Scope of Work

Waste and Recycling Services, Inc. (WRS) has developed this Response to the City of El Segundo **RFQ #23-06** to be considered as a qualified franchised hauler to collect commercial, multi-family, construction and demolition, recyclable and organic waste for the City’s customers. WRS has successfully implemented and continues to hold franchise agreements in cities that require sophisticated recycling, diversion and environmental compliance programs required by the State of California and Calrecycle. This Response will indicate WRS’ willingness, experience, ability and capacity to perform the services required in the RFQ.

- a. *If the company desires to be considered for a commercial non-exclusive franchise agreement in El Segundo, it must be currently providing waste collection, recycling, and disposal services relatively similar to those described in the commercial service plan in at least three California jurisdictions pursuant to an exclusive or non-exclusive franchise agreement. These franchise agreements must have been awarded by a California city, county, regional agency that provides waste services, or municipal service agency or district.*

WRS has been in the franchise solid waste industry for the past 28 (twenty-eight) years in southern California alone. The following 4 (four) franchise agreements are held by the cities represented in the table below which also includes name, number, diversion rate and type of service rendered:

**List of Three Municipalities Under Franchise Agreement with WRS**

WRS Franchised Jurisdiction Served	Duration of Service	Waste Streams of Service	Diversion Rate	No. of Accounts	Municipal Contact	Telephone Number	Facilities Used for Disposal	Facilities Used for Diversion and Recycling
City of Pasadena	1997 to Present	Com, MF, C&D	58%	825	Maya Ruiz Espara	(626) 744-7119	PHMRF, La Puente	PHMRF, Angelus-Western, Corridor Rec
City of Vernon	2006 to Present	Com, C&D	54%	123	Veronica Petroysian	(323) 826-1448	PHMRF, La Puente	PHMRF, Angelus-Western, Corridor Rec
Los Angeles County	1997 to Present	Com, C&D	78%	128	Vivan Hoang	(626) 458-2539	CWS, Gardena	PHMRF, Angelus-Western, Corridor Rec
Burbank	2011 to Present	Com, C&D	52%	87	Daniel Gavin	(818) 238-3900	CWS, Gardena	PHMRF, Angelus-Western, Corridor Rec

- b. *Operate only with trucks that utilize SB 1383-compliant fuel.*

WRS uses CNG vehicles only which is currently compliant with SB 1383 and can transition into RNG recommended or purchased by the City of El Segundo. In short, WRS will adhere to the principles defined at Calrecycle in accordance with the following:

*“CalRecycle maintains resources, such as a list of anaerobic digestion facilities in California, that may help jurisdictions find renewable gas that may be eligible towards their SB 1383 procurement obligations. Please note it will be important for jurisdictions to verify and ensure all products and facilities considered meet the regulatory requirements and standards for the procurement to count towards their procurement targets. Renewable gas from anaerobic digestion may be procured and used for electricity, transportation fuel, or heating applications to fulfill a jurisdiction’s procurement target [see 14 CCR Section 18993.1(f)]. Renewable gas is defined as gas derived from organic waste that has been diverted from a landfill and processed at an in-vessel digestion facility that is permitted or otherwise*

*authorized by Title 14 to recover organic waste [see 14 CCR Section 18982(a)(62)]. To see if the in-vessel facility in question is permitted or otherwise authorized to recover organic waste, jurisdictions may find the permitting status through CalRecycle's SWIS Database"*

When RNG fuel, compliant with SB 1383 Procurement Guidelines becomes available and is offered to the City's haulers, WRS will utilize the fuel recommended and the locations where fuel is available.

- c. *Be in good standing with all active franchise agreements with no enforcement actions within the last five years.*

WRS is in good standing with all of its franchises and has had no enforcement actions within the last 5 years. Please see the contacts for each of WRS' franchise cities for confirmation of good standing, diversion requirements met and franchise obligations realized.

#### **REASONS FOR DISQUALIFICATION**

Companies responding to the RFQ may be automatically disqualified from further consideration for the following reasons:

- a. *Including materially false, misleading, or inaccurate information or statements in their submittals to the City.*

WRS has read this clause and confirms there is no false or misleading information in this response to the City's RFQ.

- b. *Deviating materially from the communication protocol specified in these instructions.*

WRS has read this clause and confirms there is no false or misleading information in this response to the City's RFQ.

- c. *Failing to execute, without modification, the Certification Statement that is included as part 5 of this RFQ.*

WRS has signed the Certification Statement include in Part 5 of the RFQ and is inserted on page 3.

- d. *information requested by the City.*

WRS intends to submit all required documents to provide additional information including Addendum 1 and 2 with the response to the City's RFQ.

## REGISTRATION WITH THE CITY

Companies intending to respond to this RFQ must register their intention by sending an email to Erica Miramontes, by December 1, 2023. The company's email to Erica Miramontes should include:

- a. *The name of the company that will be submitting the statement of qualifications.*

WRS has registered with the City of El Segundo for the submittal of a response to the RFQ.

- b. *The name, telephone number, and email address of the primary contact person.*

The Primary Contact Person for WRS is Mark Klistoff, CEO, [mark@hotmail.com](mailto:mark@hotmail.com) and can be contacted at 562 21-5049.

- c. *A statement that the company intends to submit a statement of qualifications in response to the City's RFQ.*

Responses to questions and addendums to the RFQ will only be sent to those companies that register with the City prior to the deadline.

- a. Cover Letter

*The cover letter should be no longer than two pages and must be signed by an officer or official with the authority to make binding commitments on behalf of the company. The title of the individual signing the cover letter must be specified. If a company is a subsidiary, it shall clearly identify the parent company and shall include the parent company's signature on the cover letter and Certification Statement.*

The Cover Letter is inserted on page 4 of this Response to the RFQ.

- b. Company Information Form

*All sections must be completed.*

*Some sections of the form require that additional information or clarifications be provided. This document is distributed as an MS Word file so companies can add the requested information directly in the text boxes in the document. The text boxes can be expanded to accommodate the requested information.*

*Companies should not attach general marketing brochures, press materials or clippings about their companies or facilities, or include any audio or video materials or live hyperlinks to such materials.*

WRS confirms submittal and completion of the Company Information Form, attachments and addenda in this Response to the RFQ.

c. Certification Statement

*The statement, as prepared by the City, must be signed by an officer of the company with the authority to make binding commitments on behalf of the company. The City may require companies to provide additional information to:*

- i. Clarify any of the facts, statements, or calculations in their SOQs.*
- ii. Further explain or elaborate upon the litigation or investigations in which the company, its parent, or any of its subsidiaries is a party.*
- iii. Provide more details on any instances in which the company, its parent, or any of its subsidiaries were found to not be in compliance with any permit, license, or franchise terms and conditions.*

## COMPANY INFORMATION FORM

### A. Company Information

1. Company name: Waste and Recycling Services, Inc.
2. DBA: Waste and Recycling Services, Inc.
3. Corporate or other parent: None
4. Physical location of primary office in Los Angeles County Street: 638 Giano Ave  
City: La Puente State: California Zip code: 91744
5. Company type:
  - Corporation State in which company is incorporated - **California**
  - LLC
  - Partnership
  - ESOP
  - Sole proprietorship
  - Other:
6. Years in business: Twenty-Six (26) Years in Southern California Waste and Recycling Collection Market

### B. Contact Person

7. Contact name: Louis C. Ippolito Telephone: 909-289-4321  
Title: Municipal Marketing Email address:
8. Contact mailing address:  
Street:  
City: State: Zip code:
9. Company official with the authority to bind and make commitments on behalf of the company (include parent company if applicable)  
Names: Mark Klistoff Titles: CEO

### C. Company Ownership

10. Are shares in the company publicly traded? No, privately held.

List the names and addresses of the ten largest shareholders or partners and those with a 10% or greater ownership interest in the company:

Name	Address	Ownership Share
11.1 Mark Klistoff		100%

11. List the company officers and directors (including parent company if applicable)

Name	Title/Position
Mark Klistoff	President
Diana Klistoff	Secretary/Treasurer

### D. Franchise Experience

Commercial	
Please confirm the Company has at least three commercial franchises within California:	
<input type="checkbox"/> Yes	<input type="checkbox"/> No
Quantity of vehicles owned by the Company:	Type of fuel used in vehicles:

Jurisdiction	Franchise Type	Services Provided
Pasadena Entire City 1997 to Present Waste & materials collected in 2022: 6,149.42 tons Contact Person: Maya Ruiz Espara Telephone #: 626-744-7119	Select Number of residential customers: none Number of commercial customers: 825 Percent of waste & materials collected in 2022 that was diverted from disposal: 58%	check all that apply <input checked="" type="checkbox"/> Waste collection <input type="checkbox"/> Mixed waste recycling <input type="checkbox"/> Source separation recycling <input checked="" type="checkbox"/> Mixed organics recycling <input checked="" type="checkbox"/> Food waste recycling <input checked="" type="checkbox"/> Green waste recycling <input checked="" type="checkbox"/> C&D debris recycling <input checked="" type="checkbox"/> Bulky item collection
Vernon Entire City 2006 to Present Waste & materials collected in 2022: 11,972.00 tons Contact Person: Veronica Petrosian Telephone #: 323-826-1448	Select Number of residential customers: none Number of commercial customers: 123 Percent of waste & materials collected in 2022 that was diverted from disposal: 54%	check all that apply <input checked="" type="checkbox"/> Waste collection <input type="checkbox"/> Mixed waste recycling <input checked="" type="checkbox"/> Source separation recycling <input checked="" type="checkbox"/> Mixed organics recycling <input checked="" type="checkbox"/> Food waste recycling <input checked="" type="checkbox"/> Green waste recycling <input checked="" type="checkbox"/> C&D debris recycling <input type="checkbox"/> Bulky item collection

Jurisdiction	Franchise Type	Services Provided
Los Angeles County Entire City 1997 to Present Waste & materials collected in 2022: 5,072.08 tons Contact Person: Vivian Hoang Telephone #: 626-458-2539	Select Number of residential customers: none Number of commercial customers: 128 Percent of waste & materials collected in 2022 that was diverted from disposal: 78%	check all that apply <input checked="" type="checkbox"/> Waste collection <input type="checkbox"/> Mixed waste recycling <input checked="" type="checkbox"/> Source separation recycling <input checked="" type="checkbox"/> Mixed organics recycling <input checked="" type="checkbox"/> Food waste recycling <input checked="" type="checkbox"/> Green waste recycling <input checked="" type="checkbox"/> C&D debris recycling <input checked="" type="checkbox"/> Bulky item collection
Burbank Entire City 2011 to Present Waste & materials collected in 2022: 2,060.67 tons Contact Person: Daniel Gavin Telephone #: 818-238-3900	Select Number of residential customers: none Number of commercial customers: 87 Percent of waste & materials collected in 2022 that was diverted from disposal: 52%	check all that apply <input checked="" type="checkbox"/> Waste collection <input type="checkbox"/> Mixed waste recycling <input checked="" type="checkbox"/> Source separation recycling <input checked="" type="checkbox"/> Mixed organics recycling <input checked="" type="checkbox"/> Food waste recycling <input checked="" type="checkbox"/> Green waste recycling <input checked="" type="checkbox"/> C&D debris recycling <input type="checkbox"/> Bulky item collection
Jurisdiction: _____ Area Served: _____ Year franchise awarded: _____ Waste & materials collected in 2022: _____ tons Contact Person: _____ Telephone #: _____	Select Number of residential customers: _____ Number of commercial customers: _____ Percent of waste & materials collected in 2022 that was diverted from disposal: _____%	check all that apply <input type="checkbox"/> Waste collection <input type="checkbox"/> Mixed waste recycling <input type="checkbox"/> Source separation recycling <input type="checkbox"/> Mixed organics recycling <input type="checkbox"/> Food waste recycling <input type="checkbox"/> Green waste recycling <input type="checkbox"/> C&D debris recycling <input type="checkbox"/> Bulky item collection

November 21, 2023

**E. Litigation History**

12. Provide details on any litigation filed within the past ten years between your company, parent company, or subsidiaries and a California public agency that related to a contract, permit, or franchise for solid waste services. If you need additional space, please use the format below and submit an attachment to your proposal.

12.1 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party  
*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

Waste and Recycling Services, Inc. is not involved in any legislation regarding performance, franchise requirement obligations, permitted services, or administrative requirements or for any other reason whatsoever.

12.21 Agency Date Filed Status Select

13. In the past five years, has the company, its parent, or subsidiaries been fined or assessed liquidated damages for violation of the terms, conditions, or requirements of a permit, license, or franchise for the collection, recycling, or disposal of solid waste in California or received a notice of default or a notice of violation of the terms, conditions, or requirements of a permit, license, or franchise for the collection, recycling, or disposal of solid waste in California? If you need additional space, please use the format below and attach such to your proposal.

Yes  No If "Yes", provide details

Note: The City may require companies to provide more details on any of these issues and WRS is ready and willing to do so.



\_\_\_\_\_  
Signature, Mark Klistoff

## COMMERCIAL WASTE COLLECTION AND RECYCLING SERVICE PLAN

The City of El Segundo will be awarding one or more non-exclusive franchise agreements for the collection, recycling, and disposal of waste from commercial, industrial, and multi-family properties in the City. The term of this franchise is anticipated to be from June 12, 2024 to no later than June 12, 2031 (7 years). This document describes the services that the successful franchise(s) will be required to provide to customers in the City. Companies submitting a statement of qualifications for a non-exclusive franchise agreement are advised to read this document carefully as they must certify that their company has the experience, skill, and resources to successfully provide these services.

Additional details of the services to be provided will be included in the draft franchise agreement upon the release of the request for proposal (RFP).

### Weekly Collection, Recycling, and Disposal Services

***“Provide regular collection of refuse, recyclable, and mixed organic materials. There are approximately 610 commercial accounts and approximately 440 multi-family accounts being currently serviced in the City by permitted haulers. If franchisee is to co-collect Solid Waste and Recyclables (Mixed Waste), a High Diversion Organic Waste Processing Facility (HDOWPF) must be used and specified in the Agreement. Frequency of collection shall be determined by the service needs of each customer, but shall occur at least once per week”.***

Waste and Recycling Services, Inc. (WRS) has been providing quality refuse, recyclable and organic food waste collection in southern California for over 25 years. Currently, WRS is servicing over 895 commercial, multi-family, industrial construction and demolition debris accounts for the following franchise cities:

- City of Pasadena
- City of Vernon
- Los Angeles County
- City of Los Angeles, 2011-2017
- City of Burbank
- Glendale
- City of La Canada Flintridge, 1994-1997

With customers of all varieties, WRS has been able to provide verifiable, accurate information on diversion programs for over 895 commercial, multi-family customers and construction and demolition debris customers.

***Divert from disposal at least 50% of the refuse and materials collected through approved CalRecycle diversion methods. At least 65% of construction and demolition debris collected must be diverted from disposal. The minimum diversion requirements may change during the term of the franchise agreement if so required by California law; in such case, the franchisee must***

**take all steps necessary to comply with such requirements.**

WRS is in compliance with the jurisdictional franchises in Section D Franchise Experience in the following diversion goal rates:

**Table 1 Jurisdictions Served and Customer Account and Diversion Data**

WRS Franchised Jurisdiction Served	Duration of Service	Waste Streams of Service	Diversion Rate	No. of Accounts	Tons Collected Annually	Name of Contact	Telephone Number
City of Pasadena	1997 to Present	Com, MF, C&D	58%	325	6,149.42	Maya Ruiz Espara	(626) 744-7119
City of Vernon	2006 to Present	Com, C&D	54%	187	11,972.50	Veronica Petroysian	(323) 826-1448
Los Angeles County	1997 to Present	Com, C&D	78%	128	5,072.08	Vivan Hoang	(626) 458-2539
Burbank	2011 to Present	Com, C&D	52%	56	2,060.67	Daniel Gavin	(818) 238-3900

WRS conducts various diversion programs for commercial and multi-family waste streams including but not limited to:

- Source Separated Recyclables and Organics
- Commingled Commercial Recycling
- Mixed Organic Commercial Recycling
- Mixed Plastics Recycling
- Commingled Bottle and Can Recycling

The following facilities under contract with WRS process the materials collected in the commercial and multi-family recycling programs conducted and implemented by WRS:

**Rios Organics Recovery, Inc.**  
 1588 N. Batavia St, Suite 1D  
 Orange, CA 92687  
 Louis C. Ippolito, VP Marketing  
 (909)-289-4321

**Puente Hills Material Recovery Facility**  
 2808 Workman Mill Rd  
 Whittier, CA 90601  
 Maria Orta  
 (562) 908-4288

**Pico Rivera Material Recovery Facility**  
 8405 Loch Lomond Drive  
 Pico Rivera, CA 92660  
 Juan Hernandez, CEO  
 (951) 258 9574

**Potential Industries, Inc.**  
 922 East E Street  
 Wilmington, CA 90744  
 Ted Smith  
 (310) 549 5901

**Grand Central Transfer and Recycling, Inc.**  
 17445 Railroad St  
 City of Industry, CA 91748  
 Joel Simonian  
 (626)736 7782

***Dispose of non-recyclable waste in a fully-permitted disposal facility.***

WRS has long term relationships with the following disposal and transfer sites permitted as solid waste facilities for the disposal of non-recyclable waste:

**Table 1 Jurisdictions Served and Customer Account and Diversion Data**

<b>Disposal Facility Under Contract</b>	<b>Disposal Tons Per Month</b>	<b>Disposal Facility Address and Location</b>	<b>SWIS Database Facility Number</b>
Puente Hills MRF	100	2808 Workman Mill Rd, Whittier, CA 90601	19-AA-1043
Grand Central Transfer	600	999 S Hatcher Ave, Industry, CA 91748	19-AA-1042
American Waste Transfer	1100	1449 W. Rosecrans Ave, Gardena, CA 90249	19-AA-0001
Waste Mgt, South Gate	780	4489 Ardine Street South Gate, CA 90280	19-AA-0856
<b>Total Disposal Capacity =</b>	<b>2,580.00</b>		

In order to serve all of our franchise cities with disposal of non-recyclable waste, WRS has over 2,500 tons of disposal capacity monthly from the aforementioned solid waste facilities.

WRS implements the following types of diversion programs for its client cities and private customers:

- Commercial Commingled Recycling
- Source Separated Recycling
- Mixed Plastics Recycling
- MFP, Mixed Fiber & Plastics Recycling
- Post-consumer Organics Collection
- Pre-consumer Organics Collection
- Mixed Waste Processing
- Cardboard Collection Route(s)

These programs and the facilities that receive them have been very effective in the cities served by WRS. We are in compliance with each of our franchised cities and our reports are professional, valid and verifiable to the cities and CalRecycle.

**Containers**

***Provide each customer with an appropriately-sized cart, bin, or roll-off.***

WRS provides the following bins, containers and dumpsters for commercial, multi-family and construction and demolition debris customers:

- 1 to 6 Cubic Yard Bins for Scheduled Service
- 3 and 4 Cubic Yard Bins for Temporary Service
- 96 Gal Carts for Commercial Waste and Recycling

- ❑ 32 to 64 Gal Carts for Food and Organic Waste Recycling
- ❑ 10 Cubic Yard Rolloff Containers for Inert Solids and C&D Debris
- ❑ 20, 30 and 40 Cubic Yard Containers for all Temporary Service

All containers are provided for either recycling, disposal or organic waste services to the facilities mentioned herein.

***Bins may be new or used, of welded steel construction, with wheels and covers.***

WRS ensures that all Bins, Rolloff Containers and Carts are new or newer. Bins and Rolloff Containers are made of welded steel construction with heavy duty casters and tightly fitting lids that may be locked upon request of the customers.

***Customers that cannot accommodate a bin are to be provided with lidded wheeled carts of adequate size and construction. All carts provided to customers for refuse, recycling, and mixed organic service shall be new.***

WRS shall provide new carts manufactured and distributed by Rehrig Pacific in the following sizes and for the required programs:

- ❑ 96 Gal Carts for Commercial Waste and Recycling
- ❑ 32 to 64 Gal Carts for Food and Organic Waste Recycling

All recycling, solid waste and organic carts are made in California with no less than 35% Post Consumer Plastic material coming directly from recycled carts.

***Roll-offs to be clean and in good repair.***

WRS cleans and maintains all rolloff containers of 10 to 40 Cubic Yards by power-spraying and sanitizing after each use. WRS employs the services of a Bin and Cart Cleaning firm identified herein as EcoWash Industries, LLC.



***All container labels shall be SB 1383-compliant and marked with the name and customer service telephone number of the franchisee and shall advise the customer to not dispose of hazardous materials or universal waste. A telephone number for information on the proper disposal of these items shall be included. The label shall also indicate that the customer should contact the franchisee for repair or replacement of damaged containers.***

These are the labels used by WRS on all its frontloader and rolloff bins:



***All bins and roll-offs shall include a sticker or label with a safety warning.***

WRS affixes appropriate safety stickers on all rolloff containers, carts and bins as identified herein:



***Maintenance and Repair, and Exchange of Containers: All customer containers shall be maintained in good condition and must be kept clear of graffiti. Broken or damaged carts and bins shall be repaired or replaced by the franchisee at no charge to the customer or City. Bins, particularly those used for the collection of food waste, shall be cleaned as needed to eliminate odors and discourage vermin infestation.***

WRS has a bin and container exchange program that includes exchanges with new or near new bins and containers for those that are broken, damaged, wheels off, lids off, signage gone, heavily contaminated and spoiled with graffiti. WRS has a rack truck that we use to deliver additional bins, provide clean and repaired bins and carts and collect those that need cleaning, repair or free of graffiti. WRS uses a sanitary cleaning firm to conduct weekly cleaning and sanitizing of all bins, carts and rolloff containers used in our franchise cities as needed. The firm employed by WRS is EcoWash Industries, LLC as indicated in this Response.

***Provide as-needed service for customer-owned compactors.***

WRS has over 36 compactor service customers, on-call and scheduled, for various levels of service and compactor unit and container ownership. Our customers may own their compactor box ranging from 30 to 42 cubic yard capacity or they have the option of renting receiver boxes from WRS.

***Provide roll-out service for a fee to customers that request this service.***

WRS is providing roll-out services through our Scout Program for multiple customers in franchised cities prior to collection from multi-family complexes, industrial parks, strip malls and other commercial and residential locations. The Scout Service employs a 3-Bin Scout Carrier with a Ford F450 Cab



and a custom chassis with hydraulic forks for delivering and retrieving 1 to 6 cubic yard bins. The bins are conveyed as much as 50 yards to the refuse or recycling collection vehicle for final deposition and transportation. Upon depositing the contents in the WRS frontloader, the bin is returned to its original location for continued use.

***Provide all customers with recycling services and organic materials (landscaping debris and trimmings, non-hazardous wood waste, and food waste) diversion services.***

WRS is quite familiar with the requirements of SB 1383 and are required by each of our franchised cities to collect all forms of organic material including, green, wood and food waste. Our focus has been on food waste from the commercial sector. WRS is running Organic Waste Collection programs, as required, in the cities of Burbank, Pasadena and Vernon. Each of these franchised cities requires implementation, collection, education and reporting of SB 1383 organic waste. WRS is in full compliance with our SB 1383 programs for the cities identified in this Response to the RFQ. The facilities used for pre-consumer and post-consumer organic waste, primarily food waste, is as follows:

- ❑ Puente Hills MRF – 100% Diversion of Post-Consumer Organics to Anaerobic Digestion
- ❑ Rios Organics Recovery – 96% Diversion of Commercial Food Waste to Animal Feed

The facilities used for pre-consumer and post-consumer organic waste, primarily food waste, is as follows:

- ❑ Puente Hills MRF – 14% Diversion of Mixed Commercial Waste
- ❑ Grand Central Transfer – 96% Diversion for Clean Commercial Waste
- ❑ Rios Organics Recovery – 96% Diversion of Commercial Food Waste to Animal Feed

WRS has implemented Frontloader Collection Services for the businesses served in our franchised cities. The FCS utilizes 1-3 cubic yard bins for the storage, placement and collection of post-consumer organics primarily from restaurants, fast-food stores and cafeterias associated with school districts. WRS also employs 32-64 gallon carts, with wheels, to collect and recycle organic waste.

Wood waste, construction and demolition debris and inert solids are collected in rolloff containers of 10 to 40 cubic yards and are taken to facilities identified on the following page.

### **Temporary Services**

***Provide appropriately-sized bins and roll-offs for the temporary collection of refuse, recyclable materials, and construction and demolition debris to customers who order such service. Customers for temporary service are to be offered a variety of bin and roll-off sizes, and containers for the collection of mixed and source separated materials.***

Temporary services customers usually choose 3 or 4 cubic yard bins and 40 cubic yard rolloffs.

WRS has a stockpile of these containers just for temporary services. These services are also offered in 4 cubic yard bins and 10, 20 and 30 cubic yard rolloff containers. For recyclables, source separated or mixed, rolloff containers of 40 cubic yards are designed to hold the maximum amount of weight because of the low density of recyclable materials.

***At least 65% of the construction and demolition debris collected from customers provided with temporary service must be diverted from disposal.***

WRS utilizes the Downtown Diversion Facility, Waste Management, South Gate, California Waste Services, Inc. and Direct Waste and Transfer Station to obtain no less than 70.28% diversion of all construction and demolition debris collected in the franchise cities served. The locations of the facilities are as follows:

City of Los Angeles Certified Mixed C&D Processors C&D Recycling Rates <u>without</u> Landfill Alternative Daily Cover (ADC) for Calendar Year 2023 <small>Can be used to calculate the diversion that is specified in the LEED® v4 credit language                      (Updated on 12/20/2022)</small>	
PROCESSOR NAME*	Mixed C&D Waste Recycling Rate
California Waste Services 621 W. 152 <sup>nd</sup> St., Gardena, CA 90247 (310) 538-5998	78.37%
Construction & Demolition Recycling 9309 Rayo Ave., South Gate, CA 90280 (323) 357-6900	77.69%
CWS-DTLA 3720 Noakes St., Los Angeles, CA 90023(323) 262-1604	70.28%
Downtown Diversion 2424 E. Olympic Blvd., LA, CA 90021 (213) 612-5005	77.80%

### Vehicles and Collection Routes

***All vehicles used to service customers are to be 2017 models or newer and in full compliance with all local, regional, and state regulations, including SCAQMD 1193. All vehicles shall be kept clean, painted, free of graffiti, and in good repair. Additionally, all vehicles shall operate on SB 1383 compliant renewable gas.***

***Collection routes are to be dedicated to the City and designed to minimize total vehicle-miles required to service customers and transport collected refuse and materials from the City to processing and disposal facilities.***

All WRS vehicles in service are 2019 models or newer and in full compliance with all local, regional, and state regulations, including SCAQMD 1193, SB 1383 and are fueled by either CNG, RNG or similar fuels compliant with CARB and CalRecycle. WRS will commit to using RNG from SB 1383 compliant sources in response to this RFQ. WRS will design and implement minimum route miles in servicing the customers of the City of El Segundo to ensure the maximum amount of GHG are emitted.

## **Billing of Customers and Payment for Services**

***The franchisee(s) will be responsible for billing customers for services provided. Franchise and other fees levied by the City, if any, are to be included in the amounts charged to customers and remitted to the City upon receipt by the franchisee(s).***

Currently, WRS bills all customers serviced in other franchised cities and will continue to do so in the City of El Segundo. All City Fees including AB 939, SB 1383, Franchise Fees or similar will be added to the invoicing used by WRS for all customers serviced in the City of El Segundo.

## **Service Rates**

***The franchisees will be responsible for determining the rates charged to their customers. However, the City will set ceilings for rates based on the franchisees' proposals.***

***Rates may be adjusted once annually by the average annual change in the consumer price index for all urban consumers as calculated by the U.S. Department of Labor, Bureau of Labor Statistics, for the Los Angeles-Long Beach-Anaheim area.***

In accordance with Prop 218 and changes in the CPI for All Urban Consumers, WRS will develop rates for recycling, food waste, green organic material, construction and demolition debris, temporary services and other required collection programs for the City's review and approval. WRS will conform to the City's Rate Adjustment Methodology if awarded a franchise in the City of El Segundo.

## **Franchisee Service Contracts with Customers**

***The term of any service contracts between a franchisee and its customers shall not extend beyond the term of the franchisee's non-exclusive franchise agreement with the City.***

***Franchisees shall not include any automatic renewals or extensions, such as "evergreen" clauses, in the service contracts with its customers. Each customer shall be provided with the option of terminating its services with a franchisee upon 30 days' notice provided that the customer is not delinquent in paying for services received from the franchisee.***

WRS is very familiar with the guidelines set for with Service Contracts in Franchise Cities and will abide by the terms set forth herein. WRS will work closely with the City of El Segundo to develop a Service Agreement that conforms to the City's requirements and protects the customer through competition of price, diversion rates and service. A 30-day termination clause will also be included in WRS's Service Agreement as approved by the City.

## Customer Service and Support

***Provide the personnel, equipment, and systems necessary to receive and respond to customer requests for extra services, changes to service, bulky item collection, billing questions, and equipment repair or exchange. The standard time for responding to and resolving customer calls shall be 24 hours or the next business day, whichever is sooner. There must be adequate customer service staff fluent in English and Spanish.***

Julie Robledo, Customer Service Manager, is in charge of the CSRs (Customer Service Representatives) for WRS in all of its franchised cities. Ms. Robledo has a very important task at WRS: keeping customers satisfied and maintaining professional decorum to ensure management and the employees are on the same page. WRS is fully staffed with Bilingual employees offer excellent customer service.

Each new customer receives an introductory letter from WRS that details that customer's service transition timeline and explains the elements of WRS service, including our extensive recycling programs which refers to strict diversion standards designed and implemented by WRS. Our Customer Service Program includes all aspects of the following services:

- Scheduling collection services
- Fitting customer's volume capacity requirements
- Missed pickups and collections
- 24 hour answering service
- Diversion programs offered
- Additional services such as bulky item pickup, HHW, temporary services
- Access to WRS website with City of El Segundo diversion outreach and education
- SB 1383 and AB 341 requirements for commercial and multi-family customers
- 1-800 Customer Service Number
- Cart, Bin and Rolloff Container instructions
- E-waste and universal waste collection

Here are a few quotes from what our franchised cities are saying about WRS:

“ Vernon's businesses have been extremely pleased with Mr. Klistoff and his company, and I can advise that he has met or exceeded all Vernon staff expectations and requirements during his years as a franchise holder in the City. Further, Mr. Klistoff consistently exhibits integrity and is knowledgeable about his industry. Mr. Klistoff and his company have been a reliable and high-value resource for many businesses in the Vernon community

-Staff member, City of Vernon

”

“ Mark Klistoff, the company's president and owner has worked closely with me and my predecessors and me for more than a decade to ensure that WRS's service to Pasadena residents and businesses is delivered consistent with the City of Pasadena's high standards.

-Staff member, City of Pasadena

”

## Customer Education and Outreach

**Provide all new customers with information on the services provided, collection schedules, proper handling of hazardous and universal waste, the importance of recycling and waste diversion, and the procedures for separating and handling recyclable materials and organics. The franchisee will also be required to provide on-going customer education on these topics through quarterly newsletters to customers. Printed materials must be available in English and Spanish.**

**The franchisee(s) will be responsible for providing customers with the information required to support compliance with AB 341, AB 1826, and SB 1383, including providing the City with the information required to meet the respective reporting requirements.**

At the start of service for a new customer, WRS sends out by mail and email a How-To Brochure on the mechanics and requirements of AB 341 and SB 1383 program requirements. This starts the process of implementation of diversion programs for El Segundo customers. WRS sales staff will contact each new customer and offer a Waste Audit to determine the recyclability of their waste stream and design a customized program maximizing diversion and minimizing cost of service. The initial contact to the new customer will include but is not limited to:

- Schedule of service
- Size and use of bin, cart or rolloff box
- List of materials that are recyclable
- Organic waste collection guidelines
- Quarterly newsletters by mail and email
- Distribution of Bi-Lingual educational and outreach materials
- E-waste and Universal waste services and handling requirements
- HW and HHW handling procedures and locations or events to drop-off

Samples of our educational material are depicted below:



## Litter Control

***Collect and transport refuse and materials so as to avoid the creation of litter or spills on City streets, driveways, and private property. Drivers will be responsible for cleaning up spills and litter created when servicing a customer cart or bin.***

During each collection service, the driver of the WRS refuse and recycling collection vehicles shall ensure that all litter and contaminants in and around the collection container shall be free of litter. Each WRS vehicle has a broom, shovel and absorbent for dry and wet waste. WRS also maintains clean and sanitized carts and bins that reduces or eliminates odor, litter and contaminants that are unsightly and destructive to the environment.

## Reporting



***“Monthly reports shall be submitted to the City with information on the quantities of waste and materials collected, recycled, and disposed, and the number of customers served. The reports must also indicate the quantities of materials transported to and processed at all facilities used during the month. Information on facility usage submitted to the City must be consistent with the information submitted by the franchisee to the facility operators and the Disposal Reporting System.***

***The City shall specify the form of the reports and the method by which reports are to be submitted. The percent of waste diverted from disposal shall be calculated and reported monthly. If franchisee uses material recovery or recycling facilities that receive waste and materials from more than one source, waste diversion rate reported to the City is based on the actual characteristics of the waste or materials from the City delivered to those facilities.***

***The waste diversion rate reported to the City must be based on the quantities of waste and materials collected in the City each month that are diverted from disposal. Diverted materials from other jurisdictions shall not be included in the calculation of the franchisee's waste diversion rate reported to the City.”***

WRS shall provide a written contract record of compost, recycling and disposal tonnage collected each month. The Monthly Diversion Report will contain details such as container collection method, material type, diversion quantities, name of permitted facility and date of disposition. WRS shall provide this Monthly Diversion Report to City’s Contract Manager, via email, no less than fifteen (15) days from the end of a given service month. The Monthly Diversion Report shall include but not limited to:

- Diversion Percent for Each Material Type Collected
- Environmental Standards of Natural Resource Savings as Determined by the EPA
- CO2e and Greenhouse Gas Reductions from Diverting Recyclables and Organics
- Proof of Environmental Compliance with SB 32, AB 341, AB 1826 and SB 1383

		<b>GHG and Benefits Calculator</b> <b>Food Waste Prevention and Rescue Program</b> <b>Senate Bill 1383</b>				
<b>4WRS.COM 1-562-201-5049</b>		<b>Diversion Report for City of ABC</b> <b>Jan 1 2023 to Dec 1 2023</b>		<b>Mandatory Organics Recycling Program</b> <b>Greenhouse Gas Reduction Act SB 32</b>		
<b>SB 1383 Compliance Status: Complete</b>						
Food Waste Diversion Quarter 2023	Edible Food Diverted in Tons	Food Waste Anaerobically Digested in Tons	Food Waste Rescued in Tons	Net Tons of Material Diverted in Tons	GHG Reduced Metric Tons Equivalent (MTCO <sub>2</sub> e)*	GHG Reduced Metric Tons Equivalent Per Month (Pro Rata)
January	193.00	96.67	22.56	312.22	249.10	20.76
February	124.00	62.00	14.47	200.46	159.93	13.33
March	89.98	44.99	10.50	145.47	116.06	9.67
April	113.96	56.98	13.30	184.23	146.98	12.25
May	56.86	28.43	6.63	91.93	73.34	6.11
June	110.95	55.47	12.94	179.36	143.10	11.92
July	119.89	59.94	13.99	193.82	154.63	12.89
August	115.25	57.62	13.45	186.32	148.65	12.39
September	204.49	102.25	23.86	330.60	263.76	21.98
October	130.09	65.05	15.18	210.32	167.79	13.98
November	139.01	69.50	16.22	224.73	179.29	14.94
December	0.00	0.00	0.00	0.00	0.00	0.00
<b>Totals</b>	<b>1,397.47</b>	<b>698.90</b>	<b>163.09</b>	<b>2,259.46</b>	<b>1,802.65</b>	<b>150.22</b>

It is incumbent upon WRS to take the lead on recording environmental progress and compliance to the City’s Contract Manager that is accurate and professionally prepared for representation to the appropriate state agencies such as CalRecycle, CalEPA, California Air Resources Board and others.

WRS will guarantee 50% diversion based on the recycling of mixed recyclables and organic materials as well as diversion of construction and demolition debris to no less than 70%, source separated materials and scrap metals which may be collected from time to time.

City franchise fees, environmental fees, AB 939 fees and SB 1383 fees shall also be compiled to ensure the accuracy of fees paid by gross receipts, tonnage or volume.

**SB 1383 Compliance**

*Franchisee shall perform and/or assist the City with services in compliance with CalRecycle requirements under SB 1383 including, without limitation: contamination monitoring, route reviews and inspections (Section 18984.5), food recovery assistance, which may include inspections (Section 18991), waiver assistance (Section 18984.11), organic waste recovery education and outreach (Section 18995.1), and all recordkeeping and reporting requirements.*

WRS has been in compliance with each of their franchised or open market cities with respect to SB 1383. The tasks and duties conducted by WRS for these cities include:

- Pre-consumer food waste destruction and diversion
- Pre-consumer food waste into animal feed in compliance with the CDFA guidelines
- Post-consumer food waste collection, recycling and delivery to anaerobic digestors
- Food Recovery Organizations used by WRS include Friends Uniting Neighbors, Inc.
- On-site organic food waste audits to determine EPA hierarchy of organics

WRS currently conducts route reviews to determine the quality and quantity of food waste and the contaminants that are present in the collection cart or bin. Upon contamination of organic waste streams, WRS notifies the generator of the type and magnitude of the contamination and the reduced diversion capacity it offers. WRS works with the generator and provides additional outreach materials, follow-up waste audits and education of the managers of the generator in hopes of trickling down to janitorial staff and other employees.

Reporting is key to the success of SB 1383 requirements and WRS reports include quantity, type, composition, weight, volume and benefits of organic diversion including GHG reduction.

### **Recovered Organic Waste Product (ROWP) Procurement**

***Franchisee shall provide the City with ROWP for the City to meet its procurement target by assisting the City or contracting with facilities that can process organic materials to accomplish the following:***

- Compost***
- Mulch***
- Renewable Energy from Anaerobic Digestion of Organics***
- Electricity from Biomass Conversion***

Rios Organics Recovery, LLC has a contract with Aenergia of Rialto and Victorville to bring organic waste and liquids to anaerobic digestion where it is turned into compost and RNG which is available for Class 8 vehicles.



Aenergia receives organic post-consumer waste from LA Haulers as well as part of their Los Angeles franchise requirements. WRS is committed to using RNG in its vehicles upon availability of the fuel and its location.

#### **1. Audits and Inspections**

***The City shall have the right to audit a franchisee's books and records related to the services provided pursuant to the franchise.***

WRS is systematically and periodically audited by the City of Pasadena within the strictest of audit guidelines and requirements. WRS internally records all records of diversion, disposal, organic recycling, e-waste, bulky item collections, city fees, and gross receipts for all services provided in our franchised cities. Internal records important for auditing purposes include but are not limited to:

- Route collection data and financial records
- Diversion reports by city, large generators and school districts
- Route identification numbers by city, service, vehicle, number of locations served, etc

- Gross receipts by city, route and generator
- Compiled city fees
- Temporary service records and financial data
- Ledger, P/L and other accounting data

WRS is always prepared to respond to a request to audit and inspect records according to city requirements and has never failed nor been fined when audited.

***Insurance***

***Franchisees shall obtain and keep in effect, the following insurance policies and limits: Comprehensive***

general liability.....	\$10 million
Automobile liability.....	\$10 million
Worker's Compensation Liability .....	Limits required by the State of California
Pollution Liability Insurance .....	\$2 million per occurrence
	\$4 million aggregate


WRS has an existing policy in place that exceeds the requirements of the coverages herein. Upon request, WRS will provide the Certs to the Cit of El Segundo for review and consideration.

## CERTIFICATION STATEMENT

Waste Recycling Services, Inc. ("The Company") has submitted a statement of qualifications (SOQ) to the City of El Segundo for a waste collection and recycling non-exclusive franchise agreement. The individual signing below certifies on behalf of the Company, that:

1. The Company has reviewed the actual service conditions and requirements in the City, read and understands the service plans provided by the City, and based on its independent judgment, it has the skills, resources, and experience required to successfully provide the services described in the Commercial Waste Collection and Recycling Service Plan.
2. The SOQ and related documents submitted to the City do not contain any false, misleading, or inaccurate information, statements, or facts.
3. When preparing its SOQ, the Company has not colluded with any other companies that, to the best of its knowledge, intended to submit an SOQ to the City.
4. The Company will adhere to the communication protocols specified in the instructions to the Request for Qualifications.
5. The City of El Segundo staff and/or its representatives may contact representatives of the cities and counties where our company provides services, for the purpose of obtaining information on our performance and experience.
6. The City of El Segundo staff and/or its representatives may inspect our facilities at a time that is mutually convenient.
7. If awarded a non-exclusive franchise agreement, the company will meet and maintain the waste diversion requirements specified in the City's service plans.
8. The Company acknowledges that the City of El Segundo is the sole arbiter of our qualifications for a waste collection and recycling non-exclusive franchise agreement. The City reserves the right to waive irregularities in qualification statements or to reject all statements and reissue the RFQ.

I certify and declare under penalty of perjury, that the foregoing is true and correct.

	12/11/2023
_____ Signature of corporate officer or official	_____ Date
Mark Klistoff	Chief Executive Officer
_____ Printed name	_____ Title
_____ Signature of corporate officer or official of parent company if applicable	_____ Date
_____ Printed name	_____ Title

**EXHIBIT I SIGNED ADDENDA**



December 1, 2023

**ADDENDUM NO. 1**  
to  
**REQUEST FOR QUALIFICATIONS**  
For  
**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING AND DISPOSAL**  
**SERVICES FOR THE CITY OF EL SEGUNDO**  
**(RFQ #23-06)**

**ATTENTION RESPONDENTS:**

The following additions, modifications, and clarifications to the specifications shall be included in, and become a part of, any contract which may be executed for the above project in the City of El Segundo:

1. **The statements of qualifications (SOQ) due date and time remains Friday, December 15, 2023 at 11:00 a.m.**
2. The due date for mandatory registration with the City has been changed to Thursday, December 7, 2023.
3. The deadline for the submittal of questions has been changed to Thursday, December 7, 2023. The date for all questions and answers to be distributed to all companies that register with the City remains Friday, December 8, 2023.
4. A revised version of the tentative schedule accompanies this Addendum.

As evidence that the RESPONDENT has read this Addendum, the RESPONDENT must acknowledge same in the space provided below and **submit this completed Addendum page with the Statement of Qualifications (SOQ)**. Failure to provide such acknowledgement shall render the SOQ as non-responsive and subject to rejection.

Signature: Mark Klustoff \_\_\_\_\_ I December 20, 2023 \_\_\_\_\_

Print Company Name: Waste and Recycling Services, Inc. \_\_\_\_\_



**ADDENDUM NO. 2**  
to  
**REQUEST FOR QUALIFICATIONS**  
For  
**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING, AND DISPOSAL**  
**SERVICES FOR THE CITY OF EL SEGUNDO**  
**(RFQ #23-06)**

**DATE:** December 11, 2023  
**TO:** All Prospective Respondents

This Addendum No. 2 provides a supplemental acknowledgement form below. The information in this Addendum has been made available to all prospective respondents who duly fulfilled the registration requirement set forth in Section 8 of Request for Qualification (“RFQ”) No. 23-06, dated November 21, 2023, and this Addendum No. 2 is incorporated into such RFQ by this reference. All other portions of Contract Documents, RFQ, and first Addendum not specifically mentioned in this Addendum No. 2 remain in full force and effect.

**SB 1383 COMPLIANT RENEWABLE GAS ACKNOWLEDGEMENT**

A minimum requirement to be considered a qualified company in response to the City’s RFQ is the use of SB 1383 compliant renewable gas in all trucks operating in the City of El Segundo. Renewable gas is defined as gas derived from organic waste that has been diverted from a landfill and processed at an in-vessel digestion facility that is permitted or otherwise authorized by Title 14 to recover organic waste [see 14 CCR Section 18982(a)(62)].

This form is an acknowledgment that your company will comply with this renewable gas fuel requirement.

I hereby acknowledge that all of Waste & Recycling Services, Inc.  
Company Name waste hauling trucks operating in El Segundo will be using SB 1383 compliant renewable gas.

**POSSESSION OF FRANCHISE AGREEMENTS ACKNOWLEDGEMENT**

I hereby further acknowledge that Waste & Recycling Services, Inc.  
Company Name possesses franchise agreements for at least three local California jurisdictions (i.e., city or county) for waste services, or municipal service agency or district, with no enforcement actions within the past five years.

The City reserves the right to ask for supporting documentation regarding these minimum requirements.

Waste & Recycling Services, Inc.  
Company Name

*Mark Klistoff*

\_\_\_\_\_  
Signature

Mark Klistoff, President/CEO

\_\_\_\_\_  
Printed Name & Title

December 21, 2023

\_\_\_\_\_  
Date



December 14, 2023

**ADDENDUM NO. 3  
to  
REQUEST FOR QUALIFICATIONS  
for  
COMMERCIAL SOLID WASTE COLLECTION, RECYCLING AND DISPOSAL  
SERVICES FOR THE CITY OF EL SEGUNDO  
(RFQ #23-06)**

**ATTENTION RESPONDENTS:**

The following additions, modifications, and clarifications to the specifications shall be included in, and become a part of, any contract which may be executed for the above project in the City of El Segundo:

1. The statements of qualifications (SOQ) due date and time has been changed to **Friday, December 22, 2023 at 11:00 a.m.**
2. Section 1, subsection 6.b. of the RFQ is amended to read, "Ability to operate only with trucks that utilize SB 1383-compliant fuel within one year of non-exclusive franchise agreement execution."
3. Please see this project's attached Supplement to Addendum 3 for the required acknowledgement form.

As evidence that the RESPONDENT has read this Addendum, the RESPONDENT must acknowledge same in the space provided below and **submit this completed Addendum page with the Statement of Qualifications (SOQ)**. Failure to provide such acknowledgement shall render the SOQ as non-responsive and subject to rejection.

Signature: Mark Hlistoff Date: DEC 21, 2023

Print Company Name: Waste and Recycling Services, Inc.

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CITY OF EL SEGUNDO

COMMERCIAL SOLID WASTE COLLECTION, RECYCLING, AND DISPOSAL SERVICES FOR THE CITY OF EL SEGUNDO (RFQ #23-06)

ADDENDUM NO. 3 SUPPLEMENT

DATE: December 14, 2023
TO: All Prospective Respondents

This Addendum No. 3 provides an updated supplemental acknowledgement form below. Specifically, please note that the two acknowledgements set forth below in this Addendum No. 3 supersede and replace the acknowledgments in Addendum No. 2, dated December 11, 2023, and Addendum No. 2 will have no further force or effect. Accordingly, only the acknowledgments in this Addendum No. 3 will be required.

The information in this Addendum has been made available to all prospective respondents who duly fulfilled the registration requirement set forth in Section 8 of Request for Qualification ("RFQ") No. 23-06, dated November 21, 2023, and this Addendum No. 3 is incorporated into such RFQ by this reference. All other portions of Contract Documents, RFQ, first Addendum, and second Addendum not specifically mentioned in this Addendum No. 3 remain in full force and effect.

SB 1383 COMPLIANT RENEWABLE GAS ACKNOWLEDGEMENT

A minimum requirement to be considered a qualified company in response to the City's RFQ is the use of SB 1383 compliant renewable gas in all trucks operating in the City of El Segundo. Renewable gas is defined as gas derived from organic waste that has been diverted from a landfill and processed at an in-vessel digestion facility that is permitted or otherwise authorized by Title 14 to recover organic waste [see 14 CCR Section 18982(a)(62)].

This form is an acknowledgment that your company will be in compliance with this component of the regulation.

I hereby acknowledge that Waste and Recycling Services, Inc will have the ability to only operate trucks that utilize SB 1383-compliant fuel, for services under El Segundo RFQ #23-06, within one year of execution of a non-exclusive franchise agreement with El Segundo.

POSSESSION OF FRANCHISE AGREEMENTS ACKNOWLEDGEMENT

I hereby further acknowledge that Waste and Recycling Services, Inc possesses franchise agreements for at least three California jurisdictions for waste services, or municipal service agency or district, with no enforcement actions within the past five years.

The City reserves the right to ask for documentation regarding these minimum requirements.

Handwritten signature of Mark Klistoff

Signature

Mark Klistoff, President/CEO
Printed Name & Title

Dec 21, 2023
Date

## EXHIBIT II ORGANICS CAPACITY LETTER FROM RIOS ORGANICS RECOVERY, LLC



February 18, 2022

Waste and Recycling Services  
Mark Klistoff, CEO  
13714 Chestnut St  
Whittier, CA 90605

Mr. Klistoff, as promised, please review and sign this Letter of Intent which guarantees Organics Diversion and Compliance for SB 1383 for 100 tons per day of certain organics at the Rios Organics Recovery Facility in the City of Ontario.

### **Organic Waste Feedstock Commitment for Waste and Recycling Services, Inc.**

Waste and Recycling Services, Inc. shall hereby receive Organics Diversion Capacity from ROR, Inc. where delivery to the ROR Facility at 10573 Edison Ave, Ontario, California 91761 shall result in 95% Organics Diversion or more in accordance with the following hierarchy of delivered materials:

1. Edible Food Donations
2. Processing into Animal Feed
3. Anaerobic Digestion
4. Co-collection Composting
5. Residual Disposal

Whereas, ROR, Inc. is seeking to retain various organic waste materials and streams for the ROR Facility in order to provide SB 1383 Compliance for its customer base. Under the terms of this agreement, the following materials are allowed for delivery for a minimum of two (2) years with an option to extend to five (5) years with an automatic annual renewal thereafter.

1. OFMSW – Food Waste and Organics
2. Unprocessed SSO – Commercial Food Waste and Organics
4. Yard & Garden
6. Paper/OCC/Waxed Cardboard

We will accept Paper/OCC/Waxed Cardboard up to 25% of the total volume of other feedstock indicated above. For example, of your goal to deliver 100 tons per day of OFMSW & SSO, we will accept up to 25 tons of Paper/OCC/Waxed Cardboard.

Processed and unprocessed SSO materials shall be in accordance with specifications provided by ROR, Inc. and can include food and food residuals from groceries and markets, school districts, cafeterias and restaurants, food processors and production facilities, greenhouses, wineries as well as residential source separated organics. All waste may include small amounts of waxed cardboard and compostable food service items, but with the exception of OFMSW, shall be reasonably free of plastics, glass, ceramic, metal and other non-digestible residuals. All material shall be free of heavy metals and follow certain specific operating permits of ROR as provided in Exhibit A CDFA Permits. Highly contaminated material will be subject to variable pricing based on composition, unless previously approved by ROR, Inc.

Waste and Recycling Services, Inc. shall supply to ROR, Inc. acceptable wastes to the designated facility at a tip fee paid to ROR, Inc.. The fee paid will be determined by a number of factors including the location of the source in relation to the facility, quality and characteristics of the wastes and level of contamination.



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Mark Klistoff  
Waste and Recycling Services, Inc.  
CEO

Date: 4/4/23



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Cesar Rios  
Rios Organics Recovery, Inc.  
Principal

Date: 4/4/2023



**Waste Resources Inc.**

a **WRT** company

## Statement of Qualifications Submittal

For the Non-Exclusive Commercial Waste  
Management Services RFQ for the



City Clerk  
350 W. Main Street  
El Segundo, CA 90245

December 22, 2023  
Before 11:00 am



December 22, 2023

City Clerk  
City of El Segundo  
350 W. Main Street  
El Segundo, CA 90245

Subject: Submittal of SOQ for a Non-Exclusive Commercial Waste Collection and Recycling Franchise for the City of El Segundo

Dear City Clerk:

Waste Resources, Inc. (WRI) is pleased to present the City of El Segundo ("City") with the attached Statement of Qualifications ("SOQ") for a non-exclusive Commercial Waste Collection and Recycling Franchise. Three bound copies and one flash drive of all components including:

- a. Cover Letter
- b. Company Information Form
- c. Certification Statement
- d. Acknowledgment of Addendum 1
- e. Acknowledgment of Addendum 2
- f. Acknowledgment of Addendum 3

The City's Commercial Waste Collection and Recycling Services Plan is in line with what WRI currently provides to its other municipalities. WRI accepts and agrees in implementing and maintaining these plans along with the City's goals.

WRI's parent company is Waste Resource Technologies ("WRT") and began operations in the Southern California integrated waste and recycling market in 2002 providing commercial and residential services to the City of Gardena. Today we service the cities of Gardena, Lynwood, Carson, Hawaiian Gardens and Glendale California along with open market areas in LA County under our WRI brand.

Additionally, WRT also has operations on the Big Island of Hawaii servicing the Kailua-Kona and Hilo communities under the brand Pacific Waste Inc.

The City of El Segundo will provide WRT a modest increase in operations, and it would be a privilege for the Waste Resources Team to assist in meeting your state mandated recycling and environmental goals and simultaneously reduce greenhouse emissions for the community.

Our experience in outgoing hauler transitions and public outreach programs and efforts ensure a seamless transition to both the residents and businesses residing and operating in the City.



WRI has begun the integration of zero emission electric vehicles to its current fleet of SB1383 compliant CNG vehicles. We currently are waiting for the delivery of our next group of electric vehicles which will benefit the communities we serve. Our goal is to reduce greenhouse gas emissions by getting closer to a full fleet of zero emission vehicles. WRI's fleet is Rule 1193 compliant.

In the event of questions or clarification, please feel free to contact me by my contact info listed below.

We appreciate the opportunity to submit this SOQ and look forward to the upcoming process.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Tommy Gendal'.

Tommy Gendal  
Chief Operating Officer

**WRT**  
23 Corporate Plaza Dr.  
Suite 247  
Newport Beach, CA 92660  
P.O. Box 2410  
Gardena, CA 90247

P: 310-366-7600

F: 310-366-7606

M: 323-304-4835

Email: [tgendal@wastereource.tech](mailto:tgendal@wastereource.tech)

## 2. COMPANY INFORMATION FORM

### A. Company Information

1. Company name: **Waste Resource Technologies, Inc.**
2. DBA: **Waste Resources, Inc.**
3. Corporate or other parent: **Waste Resource Technologies, Inc.**
4. Physical location of primary office in Los Angeles County  
 Street: **1501 Hughes Way Suite 300**  
 City: **Long Beach** State: **California** Zip code: **90810**
5. Company type:  
 Corporation State in which company is incorporated **Delaware**  
 LLC  
 Partnership  
 ESOP  
 Sole proprietorship  
 Other:
6. Years in business: **20 Years**

### B. Contact Person

7. Contact name: **Tommy Gendal** Telephone: **(323) 923-5353**  
 Title: **Chief Operating Officer** Email address: **tgendal@wasteresource.tech**
8. Contact mailing address:  
 Street: **1501 Hughes Way Suite 300**  
 City: **Long Beach** State: **California** Zip code: **90810**
9. Company official with the authority to bind and make commitments on behalf of the company (include parent company if applicable)  
 Names: **Tommy Gendal** Titles: **Chief Operating Officer**  
**Paul Wolfe** **President**

### C. Company Ownership

10. Are shares in the company publicly traded?  Yes  No If "Yes", skip to Section D.  
 If "No", complete the remainder of this section.

11. List the names and addresses of the ten largest shareholders or partners and those with a 10% or greater ownership interest in the company:

Name	Address	Ownership Share
11.1	Kosti and Marian Shirvanian Living Trust	23 Corporate Plaza
11.2		Suite 247
11.3		Newport Beach, CA 92660
11.4.		
11.5.		
11.6		
11.7		
11.8		
11.9		
11.10		

12. List the company officers and directors (including parent company if applicable)

Name	Title/Position
Kosti Shirvanian	Chairman
Paul Wolfe	President
Linda Shirvanian	Vice President, Secretary/Treasurer
Vache Hanessian	Vice President, Chief Business Officer
Tommy Gendal	Vice President, Chief Operational Officer
Khoren Shaginian	Vice President, Chief Financial Officer
Steve Kostyk	Vice President, Corporate Controller

**D. Franchise Experience**

13. To be qualified, your company must have at least three commercial franchises in California. List the details of applicable franchises in California for which your company is currently providing waste collection and recycling services. List franchises in Los Angeles County first. If the franchise covers a zone or district within the jurisdiction, enter the name of the zone or district in "Area Served". If the franchise covers the entire jurisdiction, enter the name of the jurisdiction in "Area Served."

Commercial	
Please confirm the Company has at least three commercial franchises within California:	
<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
Quantity of vehicles owned by the Company:	Type of fuel used in vehicles:

Jurisdiction <b>City of Gardena, California</b>  Area Served <b>Exclusive Franchise</b> Year franchise awarded <b>2008</b>  Waste & materials collected in 2022 <b>66,539</b> tons  Contact Person <b>Clint Osorio, City Manager</b> Telephone # <b>310-217-9507</b>	Franchise Type Select  Number of residential customers <b>12,998</b>  Number of commercial customers <b>1,646</b>  Percent of waste & materials collected in 2022 that was diverted from disposal <b>33.45 %</b>	Services Provided <i>check all that apply</i> <input checked="" type="checkbox"/> Waste collection <input checked="" type="checkbox"/> Mixed waste recycling <input checked="" type="checkbox"/> Source separation recycling <input checked="" type="checkbox"/> Mixed organics recycling <input checked="" type="checkbox"/> Food waste recycling <input checked="" type="checkbox"/> Green waste recycling <input checked="" type="checkbox"/> C&D debris recycling <input checked="" type="checkbox"/> Bulky item collection
Jurisdiction <b>City of Lynwood, California</b>  Area Served <b>Exclusive Franchise</b> Year franchise awarded <b>2013</b>  Waste & materials collected in 2022 <b>51,767</b> tons  Contact Person <b>Ernie Hernandez, City Manager</b> Telephone # <b>310-603-0220</b>	Franchise Type Select  Number of residential customers <b>9,546</b>  Number of commercial customers <b>1,034</b>  Percent of waste & materials collected in 2022 that was diverted from disposal <b>21.23 %</b>	Services Provided <i>check all that apply</i> <input checked="" type="checkbox"/> Waste collection <input checked="" type="checkbox"/> Mixed waste recycling <input checked="" type="checkbox"/> Source separation recycling <input checked="" type="checkbox"/> Mixed organics recycling <input checked="" type="checkbox"/> Food waste recycling <input checked="" type="checkbox"/> Green waste recycling <input checked="" type="checkbox"/> C&D debris recycling <input checked="" type="checkbox"/> Bulky item collection

Ext. 200

<p>Jurisdiction <b>City of Carson, California</b></p> <p>Area <b>Exclusive Franchise</b></p> <p>Year franchise awarded <b>2017</b></p> <p>Waste &amp; materials collected in 2022 <b>112,854</b> tons</p> <p>Contact Person <b>David Roberts, City Manager</b></p> <p>Telephone # <b>310-952-1730</b></p>	<p>Franchise Type Select</p> <p>Number of residential customers <b>21,996</b></p> <p>Number of commercial customers <b>2,078</b></p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal <b>18.46 %</b></p>	<p>Services Provided <i>check all that apply</i></p> <ul style="list-style-type: none"> <li><input checked="" type="checkbox"/> Waste collection</li> <li><input checked="" type="checkbox"/> Mixed waste recycling</li> <li><input checked="" type="checkbox"/> Source separation recycling</li> <li><input checked="" type="checkbox"/> Mixed organics recycling</li> <li><input checked="" type="checkbox"/> Food waste recycling</li> <li><input checked="" type="checkbox"/> Green waste recycling</li> <li><input checked="" type="checkbox"/> C&amp;D debris recycling</li> <li><input checked="" type="checkbox"/> Bulky item collection</li> </ul>
<p>Jurisdiction <b>City of Hawaiian Gardens, California</b></p> <p>Area Served <b>Exclusive Franchise</b></p> <p>Year franchise awarded <b>2019</b></p> <p>Waste &amp; materials collected in 2022 <b>10,755</b> tons</p> <p>Contact Person <b>Ernesto Marquez, City Manager</b></p> <p>Telephone # <b>562-420-2641</b></p>	<p>Franchise Type Select</p> <p>Number of residential customers <b>1,892</b></p> <p>Number of commercial customers <b>278</b></p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal <b>26.29%</b></p>	<p>Services Provided <i>check all that apply</i></p> <ul style="list-style-type: none"> <li><input checked="" type="checkbox"/> Waste collection</li> <li><input checked="" type="checkbox"/> Mixed waste recycling</li> <li><input checked="" type="checkbox"/> Source separation recycling</li> <li><input checked="" type="checkbox"/> Mixed organics recycling</li> <li><input checked="" type="checkbox"/> Food waste recycling</li> <li><input checked="" type="checkbox"/> Green waste recycling</li> <li><input checked="" type="checkbox"/> C&amp;D debris recycling</li> <li><input checked="" type="checkbox"/> Bulky item collection</li> </ul>
<p>Jurisdiction <b>City of Glendale, California</b> <b>Multi-Family/Commercial Zone C</b></p> <p>Year franchise awarded <b>2021</b></p> <p>Waste &amp; materials collected in 2022 <b>25,698</b> tons</p> <p>Contact Person <b>Roubik Golanian, City Manager</b></p> <p>Telephone # <b>818-548-4844</b></p>	<p>Franchise Type Select</p> <p>Number of residential customers</p> <p>Number of commercial customers <b>1,384</b></p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal <b>11.02 %</b></p>	<p>Services Provided <i>check all that apply</i></p> <ul style="list-style-type: none"> <li><input checked="" type="checkbox"/> Waste collection</li> <li><input checked="" type="checkbox"/> Mixed waste recycling</li> <li><input checked="" type="checkbox"/> Source separation recycling</li> <li><input checked="" type="checkbox"/> Mixed organics recycling</li> <li><input checked="" type="checkbox"/> Food waste recycling</li> <li><input checked="" type="checkbox"/> Green waste recycling</li> <li><input checked="" type="checkbox"/> C&amp;D debris recycling</li> <li><input checked="" type="checkbox"/> Bulky item collection</li> </ul>

<p>Jurisdiction</p> <p>Area Served</p> <p>Year franchise awarded</p> <p>Waste &amp; materials collected in 2022 tons</p> <p>Contact Person</p> <p>Telephone #</p>	<p>Franchise Type Select</p> <p>Number of residential customers</p> <p>Number of commercial customers</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal</p> <p>%</p>	<p>Services Provided <i>check all that apply</i></p> <p><input type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input type="checkbox"/> Source separation recycling</p> <p><input type="checkbox"/> Mixed organics recycling</p> <p><input type="checkbox"/> Food waste recycling</p> <p><input type="checkbox"/> Green waste recycling</p> <p><input type="checkbox"/> C&amp;D debris recycling</p> <p><input type="checkbox"/> Bulky item collection</p>
<p>Jurisdiction</p> <p>Area Served</p> <p>Year franchise awarded</p> <p>Waste &amp; materials collected in 2022 tons</p> <p>Contact Person</p> <p>Telephone #</p>	<p>Franchise Type Select</p> <p>Number of residential customers</p> <p>Number of commercial customers</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal</p> <p>%</p>	<p>Services Provided <i>check all that apply</i></p> <p><input type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input type="checkbox"/> Source separation recycling</p> <p><input type="checkbox"/> Mixed organics recycling</p> <p><input type="checkbox"/> Food waste recycling</p> <p><input type="checkbox"/> Green waste recycling</p> <p><input type="checkbox"/> C&amp;D debris recycling</p> <p><input type="checkbox"/> Bulky item collection</p>
<p>Jurisdiction</p> <p>Area Served</p> <p>Year franchise awarded</p> <p>Waste &amp; materials collected in 2022 tons</p> <p>Contact Person</p> <p>Telephone #</p>	<p>Franchise Type Select</p> <p>Number of residential customers</p> <p>Number of commercial customers</p> <p>Percent of waste &amp; materials collected in 2022 that was diverted from disposal</p> <p>%</p>	<p>Services Provided <i>check all that apply</i></p> <p><input type="checkbox"/> Waste collection</p> <p><input type="checkbox"/> Mixed waste recycling</p> <p><input type="checkbox"/> Source separation recycling</p> <p><input type="checkbox"/> Mixed organics recycling</p> <p><input type="checkbox"/> Food waste recycling</p> <p><input type="checkbox"/> Green waste recycling</p> <p><input type="checkbox"/> C&amp;D debris recycling</p> <p><input type="checkbox"/> Bulky item collection</p>

**E. Litigation History**

14. Provide details on any litigation filed within the past ten years between your company, parent company, or subsidiaries and a California public agency that related to a contract, permit, or franchise for solid waste services. If you need additional space, please use the format below and submit an attachment to your proposal.

14.1 Agency **NONE** Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

14.2 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

14.3 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

14.4 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

---

14.5 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

---

14.6 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

---

14.7 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*

---

14.8 Agency Date Filed Status Select

Name of your company, parent, or subsidiary that was a party

*In the space below, provide a description of the litigation, indicate how your company responded to the litigation, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issues that caused the litigation to be initiated.*





16.1 Agency Date Amount \$  
 Issue

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

16.2 Agency Date Amount \$  
 Issue

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

16.3 Agency Date Amount \$  
 Issue

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

16.4 Agency Date Amount \$  
 Issue

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or*

*remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

16.5 Agency	Date	Amount \$
Issue		

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

16.6 Agency	Date	Amount \$
Issue		

*In the space below, provide a description of the issue that resulted in the fine, penalty, or liquidated damages, indicate how your company responded, and identify how it was resolved or current status of any corrective or remedial actions taken by your company to address the issue that caused the fine, penalty, or liquidated damages to be levied.*

17. Is the company, its parent, or any of its subsidiaries currently the subject of any litigation or investigations by a law enforcement or public agency related to the waste collection, recycling, or disposal activities of the company, its parent, or any of its subsidiaries in California? If you need additional space, create a new page using the format below and attach it to your proposal.

Yes    
  No    
 If "Yes", provide details

17.1 Agency	Date filed or initiated	Status Select
Issue		

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

---

17.2 Agency	Date filed or initiated	Status Select
Issue		

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

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17.3 Agency	Date filed or initiated	Status Select
Issue		

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

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17.4 Agency	Date filed or initiated	Status Select
Issue		

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

17.5 Agency

Date filed or initiated

Status Select

Issue

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

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17.6 Agency

Date filed or initiated

Status Select

Issue

*In the space below, provide a description of the issue that is/was the subject of the litigation or investigation, indicate if it was resolved or the status and how your company responded, and identify any corrective or remedial actions taken by your company to address the issue that caused the litigation or investigation to be initiated.*

Note: The City may require companies to provide more details on any of these issues

#### 4. CERTIFICATION STATEMENT

Waste Resource Technologies ("The Company") has submitted a statement of qualifications (SOQ) to the City of El Segundo for a waste collection and recycling non-exclusive franchise agreement. The individual signing below certifies on behalf of the Company, that:

1. The Company has reviewed the actual service conditions and requirements in the City, read and understands the service plans provided by the City, and based on its independent judgment, it has the skills, resources, and experience required to successfully provide the services described in the Commercial Waste Collection and Recycling Service Plan.
2. The SOQ and related documents submitted to the City do not contain any false, misleading, or inaccurate information, statements, or facts.
3. When preparing its SOQ, the Company has not colluded with any other companies that, to the best of its knowledge, intended to submit an SOQ to the City.
4. The Company will adhere to the communication protocols specified in the instructions to the Request for Qualifications.
5. The City of El Segundo staff and/or its representatives may contact representatives of the cities and counties where our company provides services, for the purpose of obtaining information on our performance and experience.
6. The City of El Segundo staff and/or its representatives may inspect our facilities at a time that is mutually convenient.
7. If awarded a non-exclusive franchise agreement, the company will meet and maintain the waste diversion requirements specified in the City's service plans.
8. The Company acknowledges that the City of El Segundo is the sole arbiter of our qualifications for a waste collection and recycling non-exclusive franchise agreement. The City reserves the right to waive irregularities in qualification statements or to reject all statements and reissue the RFQ.

I certify and declare under penalty of perjury, that the foregoing is true and correct.

\_\_\_\_\_  
Signature of corporate officer or official

**Tommy Gendal**  
\_\_\_\_\_  
Printed name

\_\_\_\_\_  
Signature of corporate officer or official of parent company if applicable

\_\_\_\_\_  
Printed name

**12-15-2023**  
\_\_\_\_\_  
Date

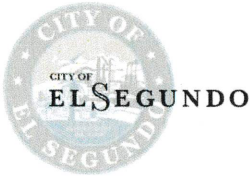
\_\_\_\_\_  
Date

**Chief Operating Officer**  
\_\_\_\_\_  
Title

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date

\_\_\_\_\_  
Title



December 1, 2023

**ADDENDUM NO. 1**  
to  
**REQUEST FOR QUALIFICATIONS**  
For  
**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING AND DISPOSAL**  
**SERVICES FOR THE CITY OF EL SEGUNDO**  
**(RFQ #23-06)**

**ATTENTION RESPONDENTS:**

The following additions, modifications, and clarifications to the specifications shall be included in, and become a part of, any contract which may be executed for the above project in the City of El Segundo:

1. **The statements of qualifications (SOQ) due date and time remains Friday, December 15, 2023 at 11:00 a.m.**
2. The due date for mandatory registration with the City has been changed to Thursday, December 7, 2023.
3. The deadline for the submittal of questions has been changed to Thursday, December 7, 2023. The date for all questions and answers to be distributed to all companies that register with the City remains Friday, December 8, 2023.
4. A revised version of the tentative schedule accompanies this Addendum.

As evidence that the RESPONDENT has read this Addendum, the RESPONDENT must acknowledge same in the space provided below and **submit this completed Addendum page with the Statement of Qualifications (SOQ)**. Failure to provide such acknowledgement shall render the SOQ as non-responsive and subject to rejection.

Signature: \_\_\_\_\_

Date: 12-15-2023

Print Company Name: Waste Resource Technologies, Inc.



**ADDENDUM NO. 2**  
to  
**REQUEST FOR QUALIFICATIONS**  
For  
**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING, AND DISPOSAL**  
**SERVICES FOR THE CITY OF EL SEGUNDO**  
**(RFQ #23-06)**

**DATE:** December 11, 2023  
**TO:** All Prospective Respondents

This Addendum No. 2 provides a supplemental acknowledgement form below. The information in this Addendum has been made available to all prospective respondents who duly fulfilled the registration requirement set forth in Section 8 of Request for Qualification (“RFQ”) No. 23-06, dated November 21, 2023, and this Addendum No. 2 is incorporated into such RFQ by this reference. All other portions of Contract Documents, RFQ, and first Addendum not specifically mentioned in this Addendum No. 2 remain in full force and effect.

**SB 1383 COMPLIANT RENEWABLE GAS ACKNOWLEDGEMENT**

A minimum requirement to be considered a qualified company in response to the City’s RFQ is the use of SB 1383 compliant renewable gas in all trucks operating in the City of El Segundo. Renewable gas is defined as gas derived from organic waste that has been diverted from a landfill and processed at an in-vessel digestion facility that is permitted or otherwise authorized by Title 14 to recover organic waste [see 14 CCR Section 18982(a)(62)].

This form is an acknowledgment that your company will comply with this renewable gas fuel requirement.

I hereby acknowledge that all of Waste Resources, Inc. waste hauling trucks operating in El Segundo will be using SB 1383 compliant renewable gas.  
Company Name

**POSSESSION OF FRANCHISE AGREEMENTS ACKNOWLEDGEMENT**

I hereby further acknowledge that Waste Resources, Inc. possesses franchise agreements for at least three local California jurisdictions (i.e., city or county) for waste services, or municipal service agency or district, with no enforcement actions within the past five years.  
Company Name

The City reserves the right to ask for supporting documentation regarding these minimum requirements.

[Signature on next page]

Waste Resource Technologies, Inc.  
dba Waste Resources, Inc.

\_\_\_\_\_  
Company Name

\_\_\_\_\_  
Signature 

\_\_\_\_\_  
Printed Name & Title

Tommy Gendal  
Chief Operating Officer

\_\_\_\_\_  
Date

12-22-2023



December 14, 2023


**ADDENDUM NO. 3**  
to  
**REQUEST FOR QUALIFICATIONS**  
for  
**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING AND DISPOSAL**  
**SERVICES FOR THE CITY OF EL SEGUNDO**  
**(RFQ #23-06)**

**ATTENTION RESPONDENTS:**

The following additions, modifications, and clarifications to the specifications shall be included in, and become a part of, any contract which may be executed for the above project in the City of El Segundo:

1. The statements of qualifications (SOQ) due date and time has been changed to **Friday, December 22, 2023 at 11:00 a.m.**
2. Section 1, subsection 6.b. of the RFQ is amended to read, "Ability to operate only with trucks that utilize SB 1383-compliant fuel within one year of non-exclusive franchise agreement execution."
3. Please see this project's attached Supplement to Addendum 3 for the required acknowledgement form.

As evidence that the RESPONDENT has read this Addendum, the RESPONDENT must acknowledge same in the space provided below and **submit this completed Addendum page with the Statement of Qualifications (SOQ)**. Failure to provide such acknowledgement shall render the SOQ as non-responsive and subject to rejection.

Signature: \_\_\_\_\_  \_\_\_\_\_ Date: 12-22-2023

Print Company Name: Waste Resource Technologies, Inc. dba Waste Resources, Inc.



**CITY OF EL SEGUNDO**

**COMMERCIAL SOLID WASTE COLLECTION, RECYCLING, AND DISPOSAL  
SERVICES FOR THE CITY OF EL SEGUNDO  
(RFQ #23-06)**

**ADDENDUM NO. 3 SUPPLEMENT**

**DATE:** December 14, 2023

**TO:** All Prospective Respondents

This Addendum No. 3 provides an updated supplemental acknowledgement form below. Specifically, please note that the two acknowledgements set forth below in this Addendum No. 3 supersede and replace the acknowledgments in Addendum No. 2, dated December 11, 2023, and Addendum No. 2 will have no further force or effect. Accordingly, only the acknowledgments in this Addendum No. 3 will be required.

The information in this Addendum has been made available to all prospective respondents who duly fulfilled the registration requirement set forth in Section 8 of Request for Qualification (“RFQ”) No. 23-06, dated November 21, 2023, and this Addendum No. 3 is incorporated into such RFQ by this reference. All other portions of Contract Documents, RFQ, first Addendum, and second Addendum not specifically mentioned in this Addendum No. 3 remain in full force and effect.

**SB 1383 COMPLIANT RENEWABLE GAS ACKNOWLEDGEMENT**

A minimum requirement to be considered a qualified company in response to the City’s RFQ is the use of SB 1383 compliant renewable gas in all trucks operating in the City of El Segundo. Renewable gas is defined as gas derived from organic waste that has been diverted from a landfill and processed at an in-vessel digestion facility that is permitted or otherwise authorized by Title 14 to recover organic waste [see 14 CCR Section 18982(a)(62)].

This form is an acknowledgment that your company will be in compliance with this component of the regulation.

I hereby acknowledge that Waste Resources, Inc. will have the ability to only operate trucks that utilize SB 1383-compliant fuel, for services under El Segundo RFQ #23-06, within one year of execution of a non-exclusive franchise agreement with El Segundo.  
Company Name

**POSSESSION OF FRANCHISE AGREEMENTS ACKNOWLEDGEMENT**

I hereby further acknowledge that Waste Resources, Inc. possesses franchise agreements for at least three California jurisdictions for waste services, or municipal service agency or district, with no enforcement actions within the past five years.  
Company Name

The City reserves the right to ask for documentation regarding these minimum requirements.

Signature 

Tommy Gendal / COO  
Printed Name & Title

12-22-2023  
Date