



**RFP EVENT 1337 MIXED MUNICIPAL SOLID WASTE/YARD WASTE (MSW/YARD WASTE),  
BULKY ITEMS/PROBLEM MATERIALS, AND RECYCLABLES COLLECTION SERVICES**

## 1. CHAPTER – COVER LETTER

**December 29<sup>th</sup>, 2023**

City of Saint Paul  
Attn: Office of Procurement  
15 Kellogg Boulevard West 280 City Hall  
Saint Paul, MN 55102

**RE: RFP Event 1337 Mixed Municipal Solid Waste/Yard Waste (MSW/Yard Waste), Bulky Items/Problem Materials, and Recyclables Collection Services**

Dear Ms. Tran,

**FCC Environmental Services, LLC** is pleased to provide our response to Saint Paul for Proposal “**RFP Event 1337 “Mixed Municipal Solid Waste/Yard Waste (MSW/Yard Waste), Bulky Items/Problem Materials, and Recyclables Collection Services”**”. FCC understands the requirements as well as the scope of this solicitation and is willing to perform these services requested in the RFP, in compliance with the terms in the Service Contract, for the Rates submitted within the proposal.

### 1) FCC -Right Partner

FCC is an international corporation that has been providing waste collection and disposal services since 1911. FCC’s corporate address is 460 Wildwood Forest Dr. Suite 100 Spring, TX 77380. Today, FCC is proud to provide environmental services across the United States, United Kingdom, Spain, and other countries across Europe tailored to the needs of its partners using the latest technologies and environmentally friendly equipment. **FCC has the experience, capability, and commitment to provide all the equipment and labor to perform all collection services as described within the RFP and any of the associated addenda for the City of Saint Paul.**



### 2) Solid Waste Collection Qualifications and Experience

**FCC’s Local Management, Performance, Dedication, and its Ability to Adapt to Different Environments are the key factors that have allowed us to provide collection and disposal services for 112 years. Over 60 million people in more than 5,000 municipalities around the world** benefit from the services that FCC provides. Employing the most advanced technologies, we continuously improve our ability to manage thousands of tons of solid waste collected every day in some of the world’s largest and most vibrant cities, where more than 25 million tons of refuse are collected per year. We employ a variety of **collection systems tailored to the needs of each City/County**, using a combination of vehicles and containers that are designed to maximize efficiency and minimize the environmental impact in terms of noise and emissions. With FCC as the City’s partner, the City will receive more than simple waste collection services. All materials will be fully collected, transferred, processed, and disposed of, even during emergency and natural disaster situations. Collections will be managed using proven best practices in full compliance with all local, state, and federal regulations.

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### 3) Strength of Personnel

FCC is engaged in business worldwide employing over 60,000 employees and has operated within the United States since 2014. FCC's success has been in large part due to the 1,500+ employees within the U.S. The difference between FCC is that each of our sites acts as a separate small business. FCC values the hiring of people that live locally, so the concerns of the City are also our concerns. **FCC will prioritize its hiring efforts with staff from the previous hauler, as well as staff that lives in Saint Paul. FCC will focus on the use of local workers and will invest in the training and development of those employees.**



### 4) Financial Strength

One of the most important items to be considered is the **financial strength** of the company that is proposing the service. **FCC is one of the largest and most established waste management companies in the world.** FCC has achieved solid investment-grade credit ratings from major rating agencies. As a company, FCC has been assigned ratings of BBB- by Fitch. The ratings are based on expectations that management will maintain good liquidity, pursue a moderate financial policy, and allocate capital in a disciplined manner. The credit outlook from this agency for FCC is characterized as stable. In most instances, new capital requests are internally financed by FCC using cash flow from existing operations, allowing our company to purchase new trucks, carts, containers, and facilities without the constraints of third-party creditors.

### 5) Dedicated and Personalized Approach

As with every RFP, FCC takes time and care to ensure that every service proposed is the very best service for that specific community. Our team has taken the same approach for Saint Paul, completing **multiple scouting trips** to develop an exhaustive analysis of the City in order to identify key parameters such as street types, proper equipment, and participation rates for each line of business.

Due to these efforts, FCC has proposed the following concepts specifically for the City of Saint Paul:

- **Brand New Equipment Powered by CNG.** In order to provide the very best partnership to the City, all equipment described within our proposal will be new and run on CNG fuel. FCC believes in Saint Paul's local environmental initiatives as described within the RFP and will partner with the City in those efforts to help achieve those goals.
- **Ample, Dedicated Resources.** All personnel and equipment described within our proposal will be fully dedicated to the City of Saint Paul and will not be split between other contracts. Furthermore, we have ensured that we will have the proper number of employees and equipment to provide the very best service that Saint Paul deserves. With FCC, the City can take comfort in knowing that they have a partner that will never sacrifice the quality of their service.



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- **Local, On-Site Personnel.** In order to ensure that Saint Paul receives a service that has been developed specifically for the City, FCC will utilize local, on-site personnel that are educated and trained specifically to the Saint Paul contract. In order to do so, FCC will prioritize the hiring of displaced employees from the incumbents as well as local individuals from the Saint Paul area. With on-site personnel, FCC will have the unique advantage of having local, direct contacts for the City to efficiently and accurately respond to every request and situation.
- **Proper Equipment for Every Type of Service.** FCC believes in providing the City with the equipment that you need, not just the equipment that we have. Therefore, we have proposed the necessary equipment to provide each type of service described within the RFP. As an example, due to the size and structure of some alleyways within the City, FCC has proposed the use of smaller equipment for these services. By proposing equipment with a range of capacity from 14 cubic yard to the standard 25 cubic yard, Saint Paul can know that FCC fully understands the unique opportunities within the City and has proposed the proper equipment for a satisfactory service.
- **Commitment to the City's Goals.** In order to further provide an excellent partnership to Saint Paul, FCC has included many aspects within our proposal to aid the City in achieving goals set forth within the RFP. By selecting FCC, the City will partner with a company that will focus on providing excellent waste and recycling collection while reducing greenhouse gas emissions, and wear and tear on the roadways throughout the City.
- **Advanced Technology Systems with an Emphasis on Service.** FCC implements service-focused technology into each and every community in which we provide service. From all aspects including monitoring of customer service communications, GPS tracking, Service Confirmation, and Route Optimization. As a show of transparency, City staff will have untethered access to our programs in order to obtain any information that they may desire.
- **Midwest Roots of Senior Staff.** As the transition and operations team, several members of our Senior Staff have direct experience in providing services throughout the State of Minnesota and throughout the St. Paul metro area. Therefore, we understand the obstacles of servicing cold weather cities and have supplied this experience to the creation of this proposal. Additionally, our members have direct experience within the Midwest and understand the intricacies of providing excellent service year-round.



## 6) Core Values

FCC's goal is to be "**the environmental company of choice, delivering change for a sustainable future.**" We ensure that our facilities are healthy and safe environments for our staff, visitors, and stakeholders. This allows us to attract and maintain a staff of very qualified people that perform their duties in an efficient, safe, and environmentally sound manner.



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The information contained in this Proposal or any part thereof, including exhibits, schedules, and other documents and instruments delivered or to be delivered to the City, are true, accurate, and complete to the Proposer's knowledge. This proposal shall remain firm, and pricing provided by FCC is for the entire scope of the project as outlined within the RFP (garbage, yard waste, bulk, and recycle service) shall be valid for a minimum period of one hundred twenty (120) days from the submittal. This proposal includes all information necessary to ensure that the statements herein do not in whole or in part mislead the City as to any material facts. Please direct any questions about this submission to Charles Merkley – Director of Municipal Sales, by phone at (407) 504-8505 or by email at [charles.merkley@fccenvironmental.com](mailto:charles.merkley@fccenvironmental.com).

Sincerely,



Dan Brazil - Chief Operating Officer  
460 Wildwood Forest Dr. Suite 100 Spring, TX 77380  
(832) 404-2597 (T) - (832) 442-3636 (F)  
[dan.brazil@fccenvironmental.com](mailto:dan.brazil@fccenvironmental.com)





**2. CHAPTER – PROPOSER CONTENT CHECKLIST**

The City of Saint Paul

RFP Collection of Residential Solid Wastes

Form A: Proposal Content Checklist

**Instructions: A complete proposal includes the following components and requires signatures from the company's authorized representatives. Incomplete forms, at the City's sole discretion, may not be considered.**

- ☒ Proposal      Cover Letter
- ☒ Form A:      Proposal Content Checklist
- ☒ Form B:      Proposer Information Questionnaire
- ☒ Form C:      Proposer Qualifications Questionnaire
- ☒ Form D:      Certification of Binding Signature
- ☒ Form E:      Certification of Independent Proposal Pricing
- ☒ Form F:      Price Worksheet
- ☒ Form G:      Itemized Listing of Trucks and Other Collection Equipment
- ☒ Form H:      Certification of Acceptance of the Draft Agreement or Notification of Proposed Exceptions
- ☒ Form I:      Acknowledgement of Receipt of Addenda