



Honesty Integrity Family

To:

City of Saint Paul
15 Kellogg Blvd West
Saint Paul, MN 55102

Proposals for Trash, Yard Waste and Bulky Collection Services

12/28/2023

Prepared By: Robert J Stewart
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Highland Sanitation & Recycling Inc.
10730 Briggs Dr
Inver Grove Heights MN 55077
(651) 458-0043 or (651) 437-0001

Thank you for giving my family the opportunity to provide a proposal for the residential trash, yard waste and bulky collection services for the City of St. Paul, Minnesota, where we began!

December 28th, 2023
Attn: Queenie Tran
City of Saint Paul
15 Kellogg Blvd West

Dear Queenie Tran and City of Saint Paul Council Members,

On behalf of my family's 3rd generation, minority woman owned small business (currently in the process of obtaining both certifications), Highland Sanitation & Recycling Inc., I would like to thank you for providing us with the opportunity to submit a proposal for Residential trash, yard waste and bulky items collection. I appreciate the chance to give the City a proposal that puts the City and its residents first and foremost, demonstrating my commitment to serving the wonderful City where my Grandparents, Alice & Emil Oehrlein started in back in 1950!

The main goal of our proposal is to give the City of Saint Paul the most control and freedom possible over its own trash collection contract. As such, our proposal gives the City of Saint Paul near complete control over key things like cart sharing (that the residents have waited too long for!), setting the rates for the different cart sizes (as the City can incentivize rates in ways that a private hauler cannot) and even direct access into the route software (Routeware) we utilize. The City can use this access to the Routeware server to verify & see real time data on things like truck GPS locations, speeds and time data, comments from drivers, route pictures for not-outs, extra bags, bulky items and more!

As part of our desire to give the City of Saint Paul the most control over its services, with my proposal, the City will be directly paying the disposal fee to the disposal facility. This has numerous immediate benefits to the City of Saint Paul. With the City paying disposal, the cost of extra bags, mattresses and other small furniture items is decided by the City and the City retains the revenue from these charges. This enables the City of Saint Paul the freedom to decide how to best implement charges for overflow bags and other small furniture items or mattresses that the trash trucks collect. Additionally, the City can structure the monthly rates to residents in a way that incentivizes proper recycling and reducing the size of trash carts to save costs. I truly believe that this is the best possible structure for a City trash agreement, putting the City in direct control of its own waste collection as much as possible while retaining the efficiency and optimization a private hauler can provide.

Our team of drivers and their support staff is well equipped for the challenges of providing services to the City of Saint Paul. We have direct experience with the unique challenges the weather and winters can create, and we've never let it stop us from getting the job done before. Over the past 5 years, we've gone through a pandemic, a national commercial driver shortage, some of the most difficult winters in the past 30 years and our team at Highland Sanitation has and will continue to always get the job done. When one of the consortium members couldn't cover their yard waste routes, it was Highland Sanitation who picked up an extra route and got the job done. While some companies look to make excuses to cover up their shortcomings and failures, my promise to you is that we would serve the City of Saint Paul and its residents with the same honesty and integrity that has made our business successful over the past 70+ years.

It would be our great privilege to provide trash, yard waste and bulky item collection for the City of Saint Paul and its residents. I am hopeful for the opportunity to continue the excellent relationship that we have built with both the City and its residents.

Best Regards,

Robert J Stewart
Chief of Operations

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