



15 August 2012

Deputy City Clerk
City of Livingston
1416 C Street Livingston, CA 95301

Re: RFP FOR SOLID WASTE COLLECTION, RECYCLING AND DISPOSAL SERVICES

Dear Deputy City Clerk,

Please find enclosed the technical and cost proposal from Sunset Waste Systems (Sunset) to provide solid waste collection, recycling, and disposal services. The goal of the Request for Proposal (RFP) process is to obtain cost-effective, quality service for the City of Livingston's (City) residents and businesses. In doing so, the City is looking for a service provider who can deliver efficient service while meeting the recycling and diversion targets set by the City, state, and federal government. Sunset is a highly skilled, efficient, and reliable provider of refuse and recycling services that fit the requirements of the City.

We are proposing to perform all collection, transfer, processing and disposal components. Our firm is full service and one of the most dynamic and advanced in waste systems and recycling in California; and we are fully capable to supply all of the services needed under this RFP as we demonstrate within. Sunset provides conclusive proof of years of corporate experience in properly performing proposed solid waste collection, recycling and disposal services, as well as providing exemplary customer service and public education.

We have submitted in our package one (1) unbound original, and five (5) numbered bound copies of each proposal response for a total of six (6) hard copies. One (1) copy of the proposal has been uploaded on a flash drive as a PDF that can be read in Adobe Acrobat (PDF) along with one (1) copy as MS Word files.

Our approach and underlying philosophy is simple. First of all, our service is predicated on providing City residents and commercial accounts with the most effective and efficient refuse collection services, while improving diversion of materials from landfill in accordance with AB 939 and AB 341. Furthermore, we shall minimize impacts on community and environment using the latest BACT on vehicles and equipment. We can also assure long-term sustainability for rates. Finally, our company and people are sincere and home-grown. The City can rest assured that it is procuring a locally controlled and responsive long-term partner who listens to local needs and has a can-do attitude.



We are prepared to start operations on January 1, 2013, and will conduct a seamless service transition just as we have done numerous times for our municipal contracts throughout the San Joaquin Valley. As a summary, here are the highlights of our proposal.

1. Financial benefits
 - Best value to City and its ratepayers in service and customer relations
 - Value added competitive collection rates
2. Top-notch personnel
 - Recently hired the former Chief-of-Operations of the City of Fresno Solid Waste Department to assure a seamless transition and exemplary long-term operations
 - A combined 150 years of solid waste facilities expertise in MRF processing and transfer
3. Highly rated municipal service supplier
 - 15 existing long-term local government contracts
 - Three (3) existing state-of-the-art transfer and MRF processing facilities
4. Documented ability to make a seamless transition with proven capability in 10 difficult transition efforts
5. An award-winning public education and awareness program with extensive community involvement, provision for local recycling coordination, and an AB 341 program that no other contractor can provide, including the premier of the Sunset Zero Waste Academy for every employee in the City free of charge
6. Customer references document Sunset's sustainable operations, long-term commitment to communities, and triple bottom line actions, including provision of \$5,000 for local academic scholarships to deserving graduating students related to environmental education
7. Proven leader in environmental compliance and stewardship, with the demonstrated ability to minimize environmental impacts (e.g., minimize air pollution, minimize traffic impacts, provide highest and best use of materials)

Our proposal is valid for a period of no less than 180 days for purposes of this solicitation, and I am an officer of the corporation. If you have any questions, please call me at (559) 499-1595. A brief introductory DVD video to Sunset is included, and we hope you enjoy it.

Environmentally yours,



John Mohoff
General Manager