



Waste Management of Missouri, Inc.
7320 Hall Street
Saint Louis, MO 63147

Tuesday, May 5th, 2020

Mr. Tony Funderburg
Village Administrator
The Village of Freeburg, Illinois
14 Southgate Center
Freeburg, Illinois 62243

Dear Mr. Funderburg,

On behalf of the entire St Louis area team at Waste Management, we sincerely thank you for your business, and the opportunity to provide you with a quote for curbside single stream recycling.

Our quote is as follows:

- **Every-Other-Week Curbside Recycling on a Non-Mandatory Subscription Basis**
- **Cost: \$15.00 Per Month, Per Home, Direct Billed to the Resident.**
- **Rates would be reviewed annually to account for changes to global recycling market**
- **Our quotes include WM providing each resident with a brand new 96-gallon recycling cart for use in the curbside collection program.**

As you may notice, the rate quoted above is significantly higher than in previous years, and the reason for that is due to a major change in the global recycling market, specifically in the 3rd party consumers of recycling commodities in China and Southeast Asia. Below is a brief summary of this activity:

- 2017: Over 25% of the world's recyclables were imported by China, including more than 50% of paper and plastic materials.
- China's new import policies banning certain materials and limiting contamination have global impacts on recycling communities across the USA.
- Operation Blue Sky = screening effort at China's ports to inspect loads and enforce material bans and the strict 0.5% contamination limit.
- Situation not likely to improve, as China appears to be on path to eliminate all imports of post-consumer recyclables by the end of 2021.
- The reduction of China's markets resulted in oversupply of commodities and depressed commodity pricing. Supply is too high and the demand is too low.
- The result of this change in the recycling market can be felt here in the St Louis region as well, as processing costs have drastically increased since China rolled out their change in policy regarding import of recyclables.

Thank you again for the opportunity to provide you with a quote and a little backstory on the global recycling market. Please let me know if you have any questions about the information I have presented here. I look forward to hearing more from you, and look forward to our continued partnership.

Sincerely,

A handwritten signature in black ink, appearing to read 'PB' or similar initials, written in a cursive style.

Paul Bickford
Manager – Municipal Relations
Waste Management, Inc.
7320 Hall Street
St Louis, MO 63147