

# Blue Sky, Green Earth

WASTE PRO  
"THE WASTE PROFESSIONALS"

A newsletter connecting Waste Pro and the municipal sector we serve

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## President's Corner

Since the inception of the Blue Sky, Green Earth Newsletter, Waste Pro has added two more southeastern states to its repertoire. We now proudly provide municipal solid waste and recycling collection services within the states of Mississippi and North Carolina. As our newsletter tagline says, municipal contracts are our specialty, representing over 70% of our business. We feel this remarkable accomplishment is due to our dedication and commitment to serving the public sector.

Currently, Waste Pro offers services from 38 locations in Alabama, Florida, Georgia, Mississippi, North Carolina, and South Carolina. Waste Pro holds 93 exclusive city and county franchises, 35 non-exclusive city and county franchises and 5 major military and federal government contracts. Our goal is to provide municipalities with a significantly improved level of service. One of the ways we achieve that goal is by becoming an integral part of the community as we forge successful partnerships with the municipalities we serve.

*John*

John Jennings  
President & CEO, Waste Pro USA

## "Waste Pro Continues to Grow"

Waste Pro is pleased to announce the acquisition of Delta Sanitation (Delta) in Gautier Mississippi. This acquisition is the largest in Waste Pro's history. The acquisition of Delta includes a residential and commercial hauling company that employs 124 people, as well as a recycling facility and two construction and demolition/industrial landfills. Delta has been operating for six years and is the predominate waste collection company in the coastal Mississippi areas of Biloxi and Gulfport.

Waste Pro's CEO John Jennings said "I am proud to add Delta and its highly experienced management group to the Waste Pro team." Wally Carter will remain in charge and become Waste Pro's newest Regional Vice President.

This now brings Waste Pro's southeast U.S. presence to 6 contiguous states. Jennings stated "Delta is a company that has emulated Waste Pro's standards of excellence of equipment, personnel and commitment to quality of service." The acquisition helps Waste Pro increase its presence along the Gulf Coast. Delta currently offers its services

in Jackson, Harrison, and Hancock counties of Mississippi; and Mobile and Baldwin counties of Alabama.

Delta also believes in serving the community in other ways than waste management. Along the Mississippi Gulf Coast, the company has been involved in the Gautier Mullet Festival, Earth Day Picnic, and all city-wide clean up days. They have also participated in charity events for the American Red Cross, American Heart Association, Ocean Springs Police Department, the Jackson County's Sheriffs Department, Junior Auxiliary, and many others.

Waste Pro has experienced dramatic growth in the last decade. Since 2001, the firm has grown from one truck and four employees to operating over 900 trucks with 1,700 employees, and provides waste and recycling services to approximately one million residents and 34,000 businesses in Alabama, Florida, Georgia, Mississippi, North Carolina and South Carolina. Waste Pro has grown to become the largest independent trash and recycling company in the southeastern United States.



Municipal contracts are our specialty, representing over 70% of our business

# Going Green

Waste Pro recently became the first solid waste company in Florida to power a regional headquarters building through solar energy. For the project, Waste Pro partnered with a local company, EcoTechnologies of Sarasota. According to Regional Vice President Keith Banasiak, the firm applied an extremely advanced system: a compact system of flat panels which is about as thick as 20 sheets of notebook paper. Unlike traditional solar panel boxes, these photovoltaic modules are flexible and fully adhere to the roof surface. It is the only photovoltaic product that passed the Miami-Dade County notice of acceptance with wind tunnel testing for up to 148 mph wind. The innovative system is

extremely light sensitive and designed to produce energy even in low light, including a full moon.

The system, produced by EcoTechnologies will provide 120 kilowatt hours of



electricity per day, enough to cover most of the building's needs. After a state rebate and federal tax credit, as well as the savings on electricity bills, means the system will pay for itself in 18 months, Mr. Banasiak estimated.

"We are the first garbage company with solar-supplemented energy because we wanted to take a positive approach for our environment and community," says Mr. Banasiak. Andy Toller, Operations Manager for the facility said that "in just the first few months, the panels have cut the monthly energy bill by more than half.

Waste Pro intends to convert other facilities to solar power as part of its ongoing "Blue Sky-Green Earth" initiative.

## News Briefs

- Waste Pro was recently featured in an article titled "Beneficial Planning," which was published as the cover story in the February 2010 issue of Waste Age. The article focused on Waste Pro's commitment to taking care of its employees. A Waste Pro truck adorned the cover of the monthly publication.
- Bob Hyles, Executive Vice President, has been appointed to the Board of Directors of the Florida Chapter of SWANA (Solid Waste Association of North America). This association is primarily made up of public sector, governmental, solid waste professionals. This is the first time a representative of a private waste collection company has been appointed to the board. Bob was selected from a field of six individuals vying for this position.
- Waste Pro was presented with the first ever commendation for black bear conservation work from the Florida Fish and Wildlife Commission. Waste Pro provided innovative new bear proof containers to residents in Franklin and Wakulla counties. The containers are intended to reduce the amount of bear and human interactions. Regional Vice President Ralph Mills accepted a plaque commending the

company for "Leadership in Reducing Human-Bear Conflicts by Providing Wildlife Resistant Containers."

- Waste Pro was recently awarded a new five year exclusive contract for the residential and commercial solid waste and recycling collection services for the City of Cape Canaveral Florida. This creates a breakthrough for Waste Pro in Brevard County. Prior to this contract, Brevard County was dominated by Waste Management for over twenty-five years. Waste Pro was selected based predominately on its creative and in-depth proposal and by offering extensive Green initiatives for the City.

## Upcoming Events

Come see us at the following upcoming solid waste and recycling events within the southeast:

- RFT Annual Conference, June 13 - 15, 2010, Orlando, FL [www.recyclefloridatoday.org/conference.cfm](http://www.recyclefloridatoday.org/conference.cfm)
- SWANA FL Chapter Summer Conference, July 12 - 14, 2010, Naples, FL <http://s106960635.onlinehome.us/swana/events/conferences.asp>
- Alabama League of Municipalities Annual Convention, May 15-18, 2010, Mobile, AL [www.alalm.org](http://www.alalm.org)

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