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Blue Sky



A newsletter connecting Waste Pro and the municipal sector we serve

Waste Pro Grows Footprint Through Key Acquisitions

Throughout 2016 Waste Pro has continued to increase its reach and service footprint not only organically through obtaining new contracts, but also through strategic acquisition of companies possessing a similar culture and business prospectus.

From the end of 2015 through October 2016, Waste Pro has successfully completed the acquisition of ten firms throughout the southeast in Arkansas, Florida, Georgia, Louisiana, Mississippi, North Carolina, and Tennessee, increasing the residential service footprint by more 31,000 customers and the commercial sector by more than 2,000.

"Waste Pro continues to be the preferred choice for waste companies looking for an exit partner. It is clear that local haulers prefer partnering with a like-minded private company like Waste Pro," said Tim Herman, Senior Vice President and Chief Development Officer. "Our Founder/CEO John Jennings is admired by so many local waste owners because he identifies with them, and this results in a more comfortable conversation."

During this time, the companies joining the Waste Pro team were AD&R, Inc., Community Disposal, Diamond Disposal, Downums Waste Services, F-4 Sanitation, Red River Waste Solutions, Better Waste Disposal, in addition to operations previously held by Unified Waste Systems and an additional undisclosed partner.

360 Degree Camera System Benefits Communities

In 2015, Waste Pro announced the implementation of a high tech 360-degree external video system in a fleet of more than 1,800 service trucks across the company's nine-state footprint, which was completed in March of 2016, nine months sooner than expected.

This system's remote fleet manager monitoring feature has contributed to developing a corrective action

portion in Waste Pro's existing driver training programs, allowing route supervisors to alert drivers of unsafe behaviors and coach them in real-time, resulting in increased driver awareness and in a significant reduction in accidents, personal injury and property damage in the communities the company serves.

Waste Pro's Hurricane Matthew Response Crews Cleans Neighborhoods in Florida, Georgia, Carolinas

As the summer season was winding down, the southeastern U.S. took a one-two punch from Mother Nature, with two named storms heavily impacting Waste Pro's service area.

Hurricane Hermine, the first hurricane to make landfall in Florida since 2005, barreled through the Panhandle of Florida before dissipating near the Outer Banks, leaving a trail of storm related debris consisting of tree limbs and foliage. During this time, local officials called on Waste Pro to assist with debris removal in designated areas, with an estimated \$10.3 million worth of damage occurring in Leon County alone, one of Waste Pro's service areas.

"For both hurricanes, we were invited on the Emergency Operations Calls with the municipalities so everyone was on the same page for the preparations and planning of cleanup, once it was safe to resume service," states Waste Pro Regional Vice President, Dave Schneider, whose Jacksonville, FL operation was impacted by both

Just 34 days later, Hurricane Matthew skirted the East Coast effecting more than a dozen Waste Pro service offices and hundreds of thousands resident in the process. Matthew effected several counties throughout Florida and South Carolina, causing more than 300,000 cubic yards of debris in Brevard County, FL alone.

In both instances, many cities and counties utilized FEMA subsidies to hire debris management companies to assist, with a few communities utilizing Waste Pro via their already negotiated disaster plans. Waste Pro also assisted communities that required additional storm debris collection alongside City/County contracted debris management companies, which was appreciated by many Cities and Counties. Florida state officials estimate the more than 3 million cubic yards of storm debris may not be collected until well into December in some areas.

Waste Pro aims to assist communities in emergent situations such as these through constant and clear communication and action before, during, and after inclement weather events, including providing additional and expanded services as needed.



Cape Canaveral, FL @CapeCanaveralFL - Oct 10 Trip number 3 to the landfill with #HurricaneMatthew debris. Way to go #WastePro!



News Briefs

Waste Pro Adds 180,000 **New Customers to Base**

As we put 2016 in the history books, we would like to thank all of our loyal customers for their partnership and welcome some new ones to the Waste Pro Family.

It is our pleasure to continue to provide exceptional service to residents of the Southeastern United

Allgood* Alabama:

> Birmingham Foley* Lincoln Montevallo* Talladega County Wilsonville* Wilton*

Florida: Alachua*

> Bradenton Beach* Chiefland* Chattahoochee Columbia County Miramar*

Nentune Beach*

New Smyrna Beach* North Lauderdale* Palm Coast* Port Orange* Town of Haverhill

Trenton*

West Palm Beach Wewahitchka Winter Park* Yankeetown*

Gonzales* Louisana:

Terrebonne Parish

Mississippi: Cruger

Decatu Inverness Meridian* Pascagoula* Southaven* Utica

North Carolina: Concord*

Mount Pleasant

Town of Black Mountain

Berkley County - Sangaree South Carolina:

Special Tax Dist. Hardeeville*

Gallaway Tennessee:

Germantown

*Denotes renewals

Waste Pro Truly Cares for Communities



Sylvia Price, Sean Jennings, Nina Jones

As part of Waste Pro's commitment to not just working in the community, but truly being a PART of the community, we are continually seeking opportunities to educate the public on environmental concerns and issues. One

of our most recent public engagements included one of Waste Pro's brightest young Division Managers, Sean Jennings, at the Kiwanis meeting in Holmes Beach, FL.

Waste360 Names Angel Veloz Driver of the Year



Angel Veloz, a roll-off truck driver serving at Waste Pro's Fort Myers Division, was recognized on June 7th as

the National Waste & Recycling Association Driver of the Year. The announcement was made at Waste Expo 2016. This is not Angel's first award, he won the Waste Pro Safety Award on three occasions throughout this 16-year-long career with the team. The National Waste and Recycling Association Driver of the Year Awards are presented to waste professionals who operate their vehicle safely and responsibly and also enhance the overall image of the waste and recycling industry.

Waste Pro Sets 2016 Record With 83 \$10.000 Safety Awards

Waste Pro experienced a record setting Safety achievement in 2016 by awarding 83 Safety Awards to its employees. Created in 2004, Waste Pro's Safety Award acknowledges the accomplishment of drivers who have successfully completed three years of service with a clean driving record, excellent customer service, without property damage or injuries, and have maintained a positive attitude and attendance record.

Since its creation, Waste Pro distributed more than \$3 million in Safety Awards and is the only solid waste and recycling company in the industry to have a program of this type for its employees.

Waste Pro of Alabama Delivers Smooth Transition in Talladega

When Talladega County commissioners voted to award

Waste Pro a three-year solid waste collection and disposal contract to serve local residents, our Alabaster, Childersburg and Tarrant, Alabama teams joined efforts to implement a community outreach program to encourage residents across seven cities and towns to register for Waste Pro service.

In addition to placing ads in local print and online news sources, as well as transition notices on the incumbent hauler's cans prior to the contract's start date on October 1st, our Alabama teams' main strategy was to meet with community leaders and request assistance from their staff in spreading the word. The marketing blitz proved successful with more than 8,000 residents signing up for service.

"We spent countless hours wandering around the county talking to anyone that would listen," said Alabama Municipal Marketing Manager, V Adams.

Waste Pro Partners with FWC for Bear **Cart Initiative**

In 2016, representatives, representatives from the Florida Fish and Wildlife Conservation Commission (FWC) and Waste Pro USA met in Tallahassee to sign a Memorandum of Understanding to solidify their partnership in helping reduce human-bear conflicts in Northwest Florida.

FWC receives thousands of bear-related calls from people across North Florida each year and Waste Pro provides service to more than 30 municipalities in the area, including Leon and Calhoun Counties. This strategic partnership helps ensure that bear-resistant garbage containers are more widely available to residents and businesses in North Florida.

Waste Pro...at a Theater Near You!

In the much anticipated big screen adaptation of August Wilson's Pulitzer Prize winning play, Fences, starring Denzel Washington and Viola Davis, a piece of history from Waste Pro's Historical Garbage Truck Museum will play an important role. The 1952 Chevy 4400 rear-load garbage truck is driven by Washington's character, a 53-

year old Pittsburgh garbage collector and was restored to full functionality by Waste Pro's Restoration Team located in Sanford, FL.



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