

Solid Waste Management Proposal Comparison							
		Frontier	Frontier Notes	STRD	STRD Notes	WM	WM Notes
Cost of Service	Residential Services						
	Option One Price	5-Year Contract		Off Site Recycling - 5 Years			
	Toter Garbage	\$ 19.91		\$ 23.25		\$ 29.87	
	Additional Fees	?	Annual Adjustment Increase Based on CPI Index	\$ -			
	Option Two Price	10 - Year Contract		Recycling Cart Included - 5 Years			
	Toter Garbage	\$ 17.00	Year 1	\$ 26.25			
	Additional Fees	\$ 2.00	Increase per Year For Years 2 -	\$ -			
	Additional Fees	?	Years 7-10 Will Have a Price Increase Based on CPI Index	\$ -			
	Additional Toter	\$ 9.75		\$ 5.75		\$ 7.11	
	Replacement Cart Cost					\$ 75.00	
	Additional Recycling			\$ 5.75			
	At-Door Collection	Included		Included			
	Bulk Waste Curbside			Included		Included	
	Brush Waste Curbside			Included		Included	
	Senior Discounts	Open	Open to Discussion	10%	Aged 65 and older	\$ 26.88	Senior Rate
	Small Business Discounts	Open	Open to Discussion				
	Household Hazardous Waste					Included	On Call
	Commerical Containers						
	2 Yard - Weekly	\$ 91.98		\$ 81.73		\$ 87.01	
	2 Yard - Twice Weekly	\$ 167.86		\$ 129.87		\$ 137.19	
	2 Yard - Three Weekly					\$ 216.32	
	3 Yard - Weekly	\$ 109.37		\$ 107.56		\$ 119.34	
	3 Yard - Twice Weekly	\$ 218.53		\$ 138.11		\$ 152.93	
	3 Yard - Three Weekly					\$ 322.93	
	4 Yard - Weekly	\$ 139.42		\$ 123.69		\$ 125.69	
	4 Yard - Twice Weekly	\$ 276.37		\$ 216.49		\$ 237.04	
	4 Yard - Three Weekly					\$ 447.02	
	6 Yard - Weekly	\$ 166.55		\$ 142.15		\$ 179.00	
	6 Yard - Twice Weekly	\$ 318.69		\$ 243.38		\$ 356.40	
	6 Yard - Three Weekly					\$ 709.60	
	8 Yard - Weekly	\$ 245.60		\$ 204.51		\$ 237.04	
	8 Yard - Twice Weekly	\$ 483.49		\$ 367.29		\$ 474.06	
	8 Yard - Three Weekly					\$ 948.07	
	10 Yard - Weekly	\$ -		\$ 287.22			
	10 Yard - Twice Weekly	\$ -		\$ 439.13			
	Additional Fees	?	Annual Adjustment Increase Based on CPI Index	\$ -			
	Extra Pickups					\$ 123.58	All size of Roll-offs, only avaiable on regular service day
	Cart Collection Weekly	\$ 45.00				\$ 30.32	95 Gallon Cart
	Cart Collection Twice a Weekly	\$ 90.00					
	Recycle Collection Weekly					\$ 30.32	95 Gallon Cart
	Extra Cart Collection	\$ 45.00					
	Delivery, Removal, and Exchange Fee	\$ 25.00	Per Occurrence				
	Ancillary						
	Lockbar (per container)			\$ 12.00		\$ 21.34	
	Casters (Per Container)			\$ 12.00		\$ 21.34	
	Snapshot - Unusual					\$ 143.58	
	Roll Off						
	20 Yard Roll of Collection			\$ 442.63	Includes 4 Tons	\$ 515.40	Per Haul
	30 Yard Roll of Collection			\$ 470.29	Includes 4 Tons	\$ 553.28	Per Haul
	40 Yard Roll of Collection	\$ -		\$ 508.42	Includes 4 Tons	\$ 606.34	Per Haul
	Roll Off Delivery (One Time)			\$ 152.10		\$ 189.48	
	Roll Off Rental Fee (Per Day)	\$ 5.00		\$ 8.00		\$ 7.58	
	Additional Roll Off Ton			\$ 75.00	Additional Ton Past 4 Tons		
	Additional Fees	?	Annual Adjustment Increase Based on CPI Index	\$ -			
	Haul Fee	\$ 378.00	Per haul				
	Disposal Fee	\$ 68.78	Per ton				
	Delivery and Relocate Fee	\$ 175.00	Per container				
	Dry Run fee	\$ 150.00	Per container				
	Compactors						
	Compactor	Negotiated	Based on Setup and Service	\$ 875.83	Includes 6 tons		
	Additional Compactor Ton			\$ 75.00	Additional Tons Past 6 Tons		
	20 Yard Sludge Container			\$ 771.25			
	Haul fee	\$ 435.00					
	Disposal Fee	\$ 68.78	Per ton				

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Experiences & Qualifications	Founded	2015		2007		1968	
	Texas Based	Yes				Yes	Waste Management of Texas Inc. created in 1966
	Municipal Contracts	350	Not limited to active contracts	4 + County	4 city contracts and rural communities within medina county		
	Customer Served	170,000+		5,000+			
	Leadership Experience	200+		40+			
	Refrence Letters	7	City of Saint Hedwig, Balch Springs, Woodway, Pearland, Gonzales, Riesel, and Italy. Included reference list of 39 City Municipal contacts from other cities.	8	City of Hondo, Natalia, Somerset, Brackettville, Sabinal, Medina County Commissioners Court, Stinson & Stinson, Inc, and Fort Clark Springs Association		
	Local Facility	San Antonio		Hondo		San Antonio	
	Largest City	McKinney	58,900 Homes	Hondo	2,600 Customers		
	Smallest City	Blum	156 Homes	Sabinal	750 Customers		
	Other Factors						Largest recycler in North America. See packet for other historical notes.

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Quality of Service Plan	Frequency of Residential Pickup	Weekly		Weekly		No Change	Thursday Weekly: Will remain same as current policy
	Service Hours	7 am - 6 pm		6 am - 7 pm		No Change	Will remain same as current policy
	Service Route	Same Route				No Change	Will remain same as current policy. Drivers already know route.
	Frequency of Recycling Pickup			Weekly	Separate day from Trash	No Change	Wednesday Weekly: Will remain same as current policy.
	New Containers				Logged and reported to city monthly		
	Brush & Bulk	Scheduled	Customer must schedule pick up	Within 72	Collected within 72 hours of notice from resident. Can not exceed 8 yards		
	Frequency of Commercial Pickup			Varies			
	Truck Operation Type			Rear Load	Driver and Helper		
	Employee Training	Monthly		Monthly		Monthly	
	Customer Service		Resolves within 24 hours		Keeps log and will report monthly to city. Handled within 24 hours		Multiple customer support channels, online, live chat, and phone
	Event partnership			Yes	Will partner with city and schools as needed		
	Free Waste Collection for City Facilities			Yes	Provided with waste containers at no charge		
	Roll-Off Donations			5	Will donate five toll-off containers to city annually		
	10% Franchise Fee			10%	Provide a 10% franchise fee that will be provided quarterly		
	Community Contributions			\$ 1,500.00	Will be donated annually to local charity	\$ 2,500.00	WM wil present a annual check for financial assistance for community organizations
	On Board Computing System	Yes	Samsara GPS and TraceZ on trucks			Already Installed	Devices already tailored to castroville
	Disaster and Emergency Reponse	Included				Included	
	Maintenance	Included	Most occur in house			Included	Mostly in house maintence on trucks

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Customer Service and Compliant Services	Customer Service Representative	Included					
	24 Hour response rate	Yes					
	Missed Pick Up	As Soon as Possible					
	Toll Free Number	Included		Included		Included	Includes Interactive voice response, callback system, and contact back
	Customer ServiceHours	7 am - 6 pm					
	Mobile App	Yes	Frontier Waste App				
	Social Media	Yes					
	List of Key Contacts	Yes					
	Holiday Hours Included	Yes		Yes		Yes	Included on the employee console application to include updates
	Service Email					Included	
	Chat Bot					Included	

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Enviornment and Recycling Programs	Recycling details included	Yes		Yes	Two options: Toter or off site	Yes	Mainly states recycling services wil remain the same
	Serviced Separate Day from Trash	Not clear	Only states secylcyng and trash will be between 7 am - 7 pm	Yes*	If option with toter is selected	Yes	Wednesday
	Weekly	Yes		Yes*	If option with toter is selected. Off site is once a month	Yes	Wednesday Weekly: Will remain same as current policy.
	Environmental Statement Included	No		No		Yes	Highlighted their commitment to suatinability throughout entire document

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Innovative Approach & Added Value	Community Contributions			\$ 1,500.00	Will be donated annually to local charity	\$2,500.00	WM wil present a annual check for financial assistance for community organizations
	Franchise Fee			10%	Provide a 10% francise fee that will be provided quarterly		
	Historical Value						Largest recycler in North America. See packet for other historical notes.