

Rik Kowall, Supervisor  
Anthony L. Noble, Clerk  
Mike Roman, Treasurer



Trustees  
Scott Ruggles  
Steve Anderson  
Andrea C. Voorheis  
Liz Fessler Smith

## WHITE LAKE TOWNSHIP

7525 Highland Road • White Lake, Michigan 48383-2900 • (248) 698-3300 • [www.whitelaketwp.com](http://www.whitelaketwp.com)

May 14, 2025

Dear Board members,

As you know the garbage contract expires at the end of December 2025. Attached please find the results of the competitive bid process that was completed.

I requested (5) five and (7) year options for the length of the agreement. I also requested an option for maintaining the 18-gallon recycling bins, and an option to move to a 65-gallon recycling cart. I asked for the recycling cart option in consideration of the requests we receive from residents who say the recycling material blows all over the neighborhood due to the bins not having covers.

We had three responses, Priority Waste, Red Bull Sanitation and Waste Management. Waste Management showed up to the bid opening with a no-bid letter.

Red Bull Sanitation is a very new company that just formed in April 2025. They did not bid on our hazardous waste event.

Our current vendor, Priority Waste, supplied a bid and agreed to keep everything the same as far as the services we receive for garbage, recycling, yard waste, bulky items, and our hazardous waste event. In addition, they have verbally agreed to all the terms in our agreement and Request For Proposal. They have included the price of the annual hazardous waste event in the price up to 400 vehicles per annual event. Additional vehicles above 400 each year will be charged \$100 a vehicle. We generally get about 420 to 440 vehicles. I don't think the event can handle much more capacity than this since it only runs 4 hours each year.

You will note in the attached spreadsheet that Priority has given the most competitive quote for the (7) seven-year option. I believe the board should have a quick discussion at the meeting about staying with the recycling bin or moving to the cart, along with considering the contract length. My recommendation is for the 7-year agreement to lock in pricing longer, which would be for the years 2026-2032, with an option to extend one year at like pricing.

Sincerely,

*Trish Pergament*  
Trish Pergament  
Deputy Supervisor

**GARBAGE BID OPENING FOR  
WHITE LAKE TOWNSHIP APRIL  
25, 2025**

RED BULL SANITATION									PRIORITY WASTE							
Services	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
<b>Option #1- 5 YEAR CONTRACT</b> 95 gallon refuse cart and 18 gallon recycling bins	\$19.83	\$20.42	\$21.04	\$21.67	\$22.32	\$22.99			\$20.15	\$20.75	\$21.37	\$22.00	\$22.65	\$23.33		
<b>Option #1- 7 YEAR CONTRACT</b> 95 gallon refuse cart and 18 gallon recycling bins	\$19.83	\$20.42	\$21.04	\$21.67	\$22.32	\$22.99	\$23.68	\$24.39	*\$20.15 mth \$241.80 yr 5% admin fee \$253.89 yr	\$20.75 mth \$249.00 yr 5% admin fee \$261.45 yr	\$21.37 mth \$256.44 yr 5% admin fee \$269.26 yr	\$22.00 mth \$264.00 yr 5% admin fee \$277.20 yr	\$22.65 mth \$271.80 yr 5% admin fee \$285.39 yr	\$23.33 mth \$279.96 yr 5% admin fee \$293.96 yr	\$24.02 mth \$288.24 yr 5% admin fee \$302.65 yr	\$24.73 mth \$296.76 yr 5% admin fee \$311.60 yr
<b>Option #2- 5 YEAR CONTRACT</b> 95 gallon refuse cart with 65 gallon recycling carts	\$25.05	\$25.80	\$26.58	\$27.37	\$28.19	\$29.04			\$23.15	\$23.84	\$24.55	\$25.28	\$26.03	\$26.81		
<b>Option #2- 7 YEAR CONTRACT</b> 95 gallon refuse cart with 65 gallon recycling carts	\$25.05	\$25.80	\$26.58	\$27.37	\$28.19	\$29.04	\$29.91	\$30.81	\$22.29 mth \$267.48 yr 5% admin fee \$280.85	\$22.96 mth \$275.52 yr 5% admin fee \$289.30 yr	\$23.64 mth \$283.68 yr 5% admin fee \$297.86	\$24.34 mth \$292.08 yr 5% admin fee \$306.68	\$25.07 mth \$300.84 yr 5% admin fee \$315.88	\$25.81 mth \$309.72 yr 5% admin fee \$325.21	\$26.58 mth \$318.96 yr 5% admin fee \$334.91	\$27.38 mth \$328.56 yr 5% admin fee \$344.99 yr
*Comparison Lake Orion Twp is @ \$20.74 mth \$248.88 yr w-WM																
<b>Carts/Bins Pricing</b>																
95 Gallon Refuse Cart	\$85															
65 Gallon Refuse Cart	\$80															
65 Gallon Recycling Cart	\$80															
Eighteen Gallon Bin	\$20															
<b>Hazardous Waste Event 400 Vehicles per year</b>	No Bid															
<b>Hazardous Waste Event Cost Per Vehicle After 400 Vehicles</b>	No Bid															

\$110 plus \$15 Delivery
\$110 plus \$15 Delivery
\$110 plus \$15 Delivery
\$40 plus \$15 Delivery
Included in monthly unit pricing
\$100 per vehicle (3% increase each year)

**CHARTER TOWNSHIP OF WHITE LAKE  
RESOLUTION TO APPROVE SOLID WASTE COLLECTION AGREEMENT**

**RESOLUTION #25-011**

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At a regular meeting of the Township Board of the Charter Township of White Lake, Oakland County, Michigan, held on the 20th day of May 2025 in the Township Annex, located at 7527 Highland Road, White Lake, Michigan at 6:30 p.m.

PRESENT: \_\_\_\_\_

ABSENT: \_\_\_\_\_

The following preamble and resolution was offered by \_\_\_\_\_  
and seconded by \_\_\_\_\_.

**WHEREAS**, the Charter Township of White Lake has the authority granted to it in accordance with the Charter Township Act, MCL 42.1, *et seq*, and in accordance with its Administrative Policies and Procedures, which have been amended from time to time; and

**WHEREAS**, the Township Board is authorized by law to contract for solid waste, yard waste and recycling collection, transportation and disposal services; and

**WHEREAS**, the Township Board determined that contracting for solid waste, yard waste and recycling collection, transportation and disposal services (hereinafter “services”) is in the public interest; and

**WHEREAS**, the Township’s existing contract with Priority Waste, LLC (hereinafter “Priority”) for the services is due to expire on December 31, 2025; and

**WHEREAS**, the Township utilized a competitive bid process for the services after the expiration of the current contract with Priority in accordance with the Township’s Administrative Policies and Procedures; and

**WHEREAS**, the Township has considered its satisfaction with Priority’s services, the reasonableness of the rates offered by Priority and their agreement to the terms of the Solid Waste and Recycling Collection Agreement between the Charter Township of White Lake and Priority Waste LLC for the calendar years 2026-2032, and believes it is in the best interest of the Township to enter into an agreement with Priority Waste LLC for the services.

**NOW, THEREFORE, BE IT HEREBY RESOLVED AS FOLLOWS:**

1. The Board of Trustees of the Charter Township of White Lake hereby approves the attached Solid Waste Collection Agreement between White Lake Township and Priority Waste LLC for calendar years 2026-2032.

2. The Township Supervisor, Rik Kowall, is hereby authorized to execute any and all documents and take any and all other actions as may be necessary or appropriate in order to effectuate the Contract.

3. All resolutions and parts of resolutions insofar as they conflict with the provisions of this Resolution are rescinded.

A vote on the foregoing resolution was taken and was as follows:

ADOPTED.

YEAS: \_\_\_\_\_

NAYS: \_\_\_\_\_

STATE OF MICHIGAN     )  
  )  
COUNTY OF OAKLAND    )

I, Anthony L. Noble, Township Clerk of the Township of White Lake, hereby certify this to be a true and complete copy of Resolution No. 2025-011, duly adopted at a regular meeting of the Township Board held on the 20<sup>th</sup> day of May, 2025.

\_\_\_\_\_  
Anthony L. Noble  
White Lake Township Clerk





## **White Lake Township**

**Invitation to Bid #03-2025**

**Solid Waste  
Collection and Disposal**

**April 25, 2025**





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# Tab 1

## Cover Letter and Introduction to Proposal





White Lake Township  
Attn: Anthony L. Noble, Township Clerk  
7525 Highland Road  
White Lake, MI 48383

**Re: Contract Renewal – Solid Waste Collection and Disposal Services**

Dear Mr. Noble,

On behalf of the entire Priority team, I want to express how much we've valued working with White Lake Township over the past nine months. Since beginning service in July 2024, we've built a strong, productive relationship with township staff and residents alike. This contract renewal represents not a new beginning, but a continuation of the high-quality service and commitment you've already come to expect.

We recognize that renewing with Priority allows the Township to avoid the challenges and disruptions of transitioning to a new provider. Our team is already deeply familiar with the community's expectations and operational needs, and we've consistently delivered reliable, professional service that reflects your township's values. Your dedicated LDC (Logistic Driver Coordinator) team has developed a hands-on knowledge of your community, residents and township staff and we look forward to strengthening our ties with White Lake Township as we move to the next phase of our partnership.

Included with this letter is our full proposal, which outlines service offerings, educational initiatives, reference letters, and more.

From the beginning, we've approached this partnership with long-term commitment and pride. Our state-of-the-art Priority Integrated Technology (PIT) center connects our fleet digitally, allowing real-time oversight and a level of personalized service that blends cutting-edge innovation with traditional customer care. Our trucks are equipped with Third-Eye camera technology and onboard telematics to ensure safety, transparency, and accountability on every route.

Beyond technology, our people make the difference. Our drivers and support staff take personal pride in servicing White Lake Township. They're backed by one of the best benefits packages in the industry and a culture that promotes continuous learning and improvement.

We believe that what sets Priority apart is not just our investment in innovation but our responsiveness, accountability, and deep connection to the communities we serve. White Lake Township is no exception. We look forward to building on the trust we've earned and continuing this successful partnership for years to come.

Sincerely,

Daniel Venet  
VP, Municipal Sales  
Priority Waste LLC.  
586-228-1200





## INTRODUCTION TO PROPOSAL

### WHITE LAKE TOWNSHIP HAS A SIGNIFICANT OPPORTUNITY RIGHT NOW

An opportunity to continue a long-term partnership with a leader in collection services.

A chance to continue its collaboration with an independently owned, innovative company.

An ability to do it better.

Thank you, from the entire team at Priority.







## A PARTNERSHIP BUILT ON SHARED VALUES



Located in Oakland County, White Lake Township spans 37 square miles and is home to approximately 32,000 residents and over 600 businesses. Comprised of scenic state recreational areas, lakes, metro-parks, businesses and residences, White Lake Township's "Four Seasons Playground" is a true blend of both outdoors and community focus. White Lake Township upholds quality of life provided to its residents, and servicing the community through waste and recycling collection services allows Priority to contribute to that mission. Continuing to partner with Priority will benefit the township by maintaining innovative waste-handling technology, optimizing collection practices, and expanding recycling options.



Priority is bringing 2025 technology to the waste management industry while maintaining core service values of the 1950's. Neighboring communities are realizing the value of innovative technology. Priority boasts a service that is the most efficient, the most accountable, and the most interactive customer experience in the industry.

By continuing a partnership with Priority, White Lake Township will continue experiencing how a technology-driven waste company can enhance the township and its residents daily life.





# PRIORITY INTEGRATED TECHNOLOGIES

## PIT

Our Logistic Driver Coordinators (LDCs) are professionals managing the daily service for our key stakeholders—our partner communities and our drivers

Next-Gen advanced routing software

Real time route monitoring for all Priority services lines

Integrated with our Customer Experience team for driver communication, prompt service and continuous improvement







## PRIORITY MULTI-CAMERA SYSTEM ON ALL TRUCKS







## RELENTLESS FOCUS ON CUSTOMER EXPERIENCE

### **WILLIAM**

PRIORITY WASTE TOOK OVER GARBAGE COLLECTION IN GROSSE ILE. I CALLED THEM WITH A SPECIAL ONE-TIME ISSUE THAT I WAS UNSURE HOW TO RESOLVE. WITHIN 3 DAYS, THEY HAD MY ISSUE TAKEN CARE OF. AMAZING HOW A GOOD CUSTOMER SERVICE EXPERIENCE CAN AFFECT YOUR IMAGE OF AN ENTIRE COMPANY. THANKS TO ALL INVOLVED!

### **DAVE K.**

MY YARD WASTE WAS NOT PICKED UP TODAY, SO I CALLED CUSTOMER SERVICE AND THE YARD WASTE WAS PICKED UP BY THE RESIDENTIAL ROUTE SUPERVISOR AND CREW WITHIN A HALF HOUR OF MY CALL. THANK YOU VERY MUCH FOR YOUR VERY QUICK RESOLUTION OF MY ISSUE, THEY EVEN LEFT ME WITH SOME YARD WASTE STICKERS SO THEY WOULD BE MORE EASILY NOTICEABLE IN THE FUTURE, HONESTLY THANKS SO MUCH.

### **KRIN C.**

I WANT TO SEND A SPECIAL THANK YOU TO YOUR GUYS WHO PICK UP ON OUR STREET (WALPOLE AND MURDICKS, NEW BALTIMORE)! YOU HAVE SOME POLITE AND GREAT WORKERS! PLEASE LET THEM KNOW MY HUSBAND AND I TRULY APPRECIATE THE GREAT JOB THEY DO FOR US!!

### **TONY**

I JUST WANTED TO GIVE THE CREW AT PRIORITY WASTE A BIG THANK YOU FOR TAKING THE INITIATIVE AND COMING UP TO OUR DOOR TO ASK IF THE TRASH BEHIND THE HOUSE NEEDS TO BE MOVED. YOUR EMPLOYEES GO ABOVE AND BEYOND AND I AM VERY THANKFUL AND PLEASED WITH THE WORK THAT YOU GUYS DO!

### **CHELSEA A.**

SO IMPRESSED! THEY WERE POLITE, PROFESSIONAL, RESPECTFUL OF OUR PROPERTY, AND WENT ABOVE AND BEYOND THEIR JOB. 5 STAR REVIEW FROM MY STREET!



# Tab 2

## Work Plan





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## Work Plan

As the Township's current waste services provider, no transition plan is required, which is a significant advantage for the Township and its residents. Priority assumed the contract in July and has since delivered exceptionally high-quality service, stabilizing operations and exceeding expectations following the previous provider's exit. Our operational teams, route drivers, and local management are already deeply familiar with the Township's geography, service needs, and residents' expectations.

Because Priority is already fully equipped and operational with trucks, staff, and technology in place, there will be no disruption to service schedules or logistics. The Township also avoids the time-consuming, costly, and disruptive process of onboarding a new provider. Priority will continue servicing existing carts and deliver the full scope of services as outlined in the RFP, without delay or learning curve.

Renewing with Priority provides the Township with the continued benefit of stability, reliability, and a partner already aligned with its operational goals.



*Logistic Driver Coordinators or LDCs working in the Pit*





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Collection of household recyclables will be provided every week utilizing the existing 18-gallon bins. For automated recycle service, Priority will accept plastic bottles and containers #1, 2, 3, 4, 5, 6, and 7, food and beverage cans, paper, flattened cardboard and paperboard, clean food and beverage cartons, and glass bottles and containers. Materials are limited to the recycling bin. The residents can have multiple recycling bins which can be purchased from Priority as needed. Recyclable materials will be delivered to and processed at the Material Recovery Facility.

Yard Waste collection will be provided weekly, from April 1st (or last week of March when appropriate) through the first full week of December each year. Positively NO plastic bags will be accepted. Branches and twigs must be bagged or tied in bundles no larger than 2 feet by 4 feet long or 50 pounds per bag or bundle. No tree trunks or stumps weighing over 40 pounds will be accepted. Yard waste processing costs will be paid by Priority. Christmas Trees will be collected each year up to three weeks following the holiday.

Acceptable yard waste and lawn debris shall include grass clippings, weeds, leaves, small twigs, prunings, garden waste materials, fruit, old potting soils, Halloween pumpkins, dirt incidental to minor plantings or lawn edging, brush, branches, tree trimmings, shrub clippings tied and bundled, small bushes and shrubs with dirt removed from the root systems, and any other material defined by law as "yard clippings". The collection of "hard" yard waste, such as tree branches, shall occur according to requirements and stipulations agreed upon by Priority and White Lake Township.

Bulk items are included as part of the weekly regular curbside refuse pick-ups and not as a separate pay item. Priority will pick up bulk items as part of the regularly scheduled refuse pick-up and deposit in the same truck or separate trucks if necessary. Bulk items are defined as items that are too large to fit into a trash cart or bag. These can include fixtures, and furniture, storm doors, door walls and windows, toilets, sinks, carpets and pads (rolled up and bundled, 4ft in length and weighing less than 50 pounds each), and fence posts or fences not exceeding 3' x 8' in dimension, and small quantities of building debris resulting from repair or remodeling personally done by the homeowner which has been placed at the curb properly tied or bundled in lengths of not more than four feet (4').

If any trees, shrubs, or turf are damaged resulting from collection and hauling services, Priority will repair, restore, or replace it. If the damage occurs in winter, the damage will be repaired by the end of May.





Priority observes the following holidays which can affect service. Should the holiday fall on a weekday, that day is delayed one day and the others following are delayed one day. We will return to the normal service schedule the following Monday. Should the holiday fall on a weekend, the service will remain on the normal schedule.

New Years Day  
Memorial Day  
Independence Day (July 4<sup>th</sup>)  
Labor Day  
Thanksgiving Day  
Christmas Day

Priority has a thorough vehicle maintenance program to ensure safe operations for our personnel each day. Outlined below are the highlights of the procedures we have that maintain the promise of safe daily operations.

- Every 50 hours - curotto buckets and rear load hoppers get greased and inspected.
- Every 200 hours - full inspection of entire truck, fuel water separator replacement, grease the entire truck, and schedule any issues found on the inspection for repairs.
- Every 600 hours - same as the 200-hour service, plus replace all filters and engine oil.
- Every 2400 hours – same as the 600-hour service, plus a transmission service that includes fluid and filters, and a hydraulic service that includes fluid and filters.
- Every 4800 hours – same as the 2400-hour service, plus differential fluid replacement, DPF filter cleaning and inspection, valve adjustment, inspection of fuel injectors.
- Every 365 days – Annual Federal Safety Inspection.



*Priority technicians working under the hood of our truck*



*Priority's team of technicians*





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Job training occurs daily. We have morning pre-route briefings which focus on hot-topics and current events. Additionally, we hold monthly safety meetings which delve into the specifics of larger safety concerns. Our Director of Safety has 25 years of experience as a Fire Fighter and Paramedic, holds NFPA inspector 1 and 2 certifications, and was recently recognized as a Safety Hero by the national trade journal MSW Magazine. He leads his team to proactively reduce safety exposures. Our safety department covers topics such as:

- Injury and illness prevention through healthy living
- Back injury prevention
- Basic First Aid
- Proper vehicle maintenance
- Defensive driving techniques
- Safe operating at landfills and transfer stations
- Safe use of vehicle hydraulics
- Lock Out/Tag Out
- Professionalism and customer response training

For example, should there ever be a hydraulic spill, we immediately activate our plan to address and clean up the area promptly. Once the spill is identified by the driver, they will place booms to isolate the spill from traveling into the waterways. The driver immediately notifies his/her LDC who will notify the “clean-up crew”. The crew will be dispatched to do a proper clean up and incident remediation. Typically, we use oil absorbents to clean the area and extract the oil from the surface. Afterwards the team will prepare a report on the spill and document any further activities necessary for future reference.



**SCOTT DESMADRYL**

Director of Safety  
Priority Waste LLC



“Scott Desmadryl came to Priority Waste after 30 years as a fire-fighter, finishing his career as a Fire Marshall. In the 24 months of his tenure, he has written, rolled out, and enhanced every safety program in our company. He covers three states, seven sites, and two transfer stations. Working with our legal team and human resources department, Scott greatly reduced our general liability and worker's compensation incidents, along with increased equipment maintenance and overall risk management performance. He has championed the use of our 3rd eye camera technology in our trucks to educate our over 350 employees on safety standards. He is an integral part of recognition programs from company leadership, and in the past 12 months, our company has benefited from a 40% reduction in accident incidents as a direct result of Scott's expertise and leadership. Scott cares and performs, making accountability a core value in our culture.”

— Matt Allen, Director of Public Relations and Government Affairs, Priority Waste LLC (nominator)



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# Tab 3

## Customer Service Plan





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## **Exceptional Customer Service:**

### **Proven and Ongoing in White Lake Township**

Priority is proud to be the current service provider for White Lake Township, and we are committed to continuing to deliver the exceptional customer experience your community has come to expect. Since assuming service, we have deeply enjoyed getting to know your residents and township employees, and we take great pride in the strong, collaborative partnership we've built together.

Our service model is designed around a concierge-style approach, where customer service is not just a department, it's the foundation of how we operate. From day one, White Lake Township residents have had access to a responsive, knowledgeable and dedicated team that understands the township's specific needs and expectations.

Backed by real-time service metrics, our performance in White Lake Township has consistently demonstrated world-class service levels, including:

- Rapid response and resolution times
- Seamless scheduling and routing
- Proactive communication and transparency
- High quality metrics

Residents and township employees can easily connect with their dedicated LDC team through multiple convenient channels including the White Lake Township service portal, by phone, or electronically through PIT. Our intuitive, township-specific platform enables quick and efficient communication for service requests, account management, issue reporting, and real-time updates. Additionally, our local, 100% dedicated team of drivers and LDCs are not only experts in waste collection, they are proud Michiganders who care deeply about the communities they serve. Their familiarity with the township and commitment to excellence ensures continuity, quality, and trust.

As a homegrown Southeast Michigan company, we view our relationship with White Lake Township not as a contract, but as a long-term partnership. We are honored to continue serving your community and look forward to building on the success we've already achieved together.

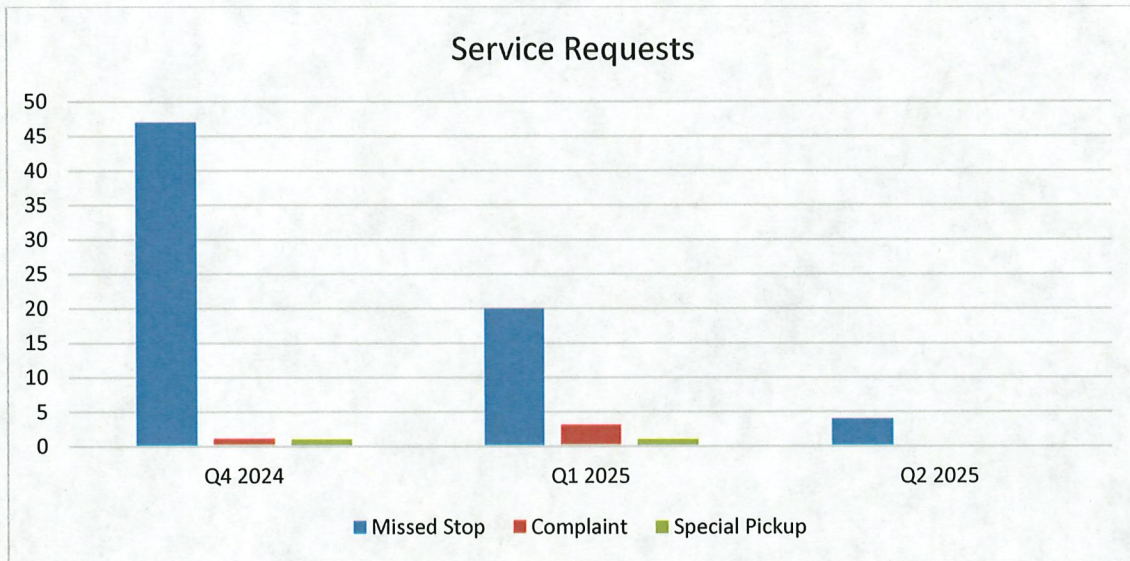


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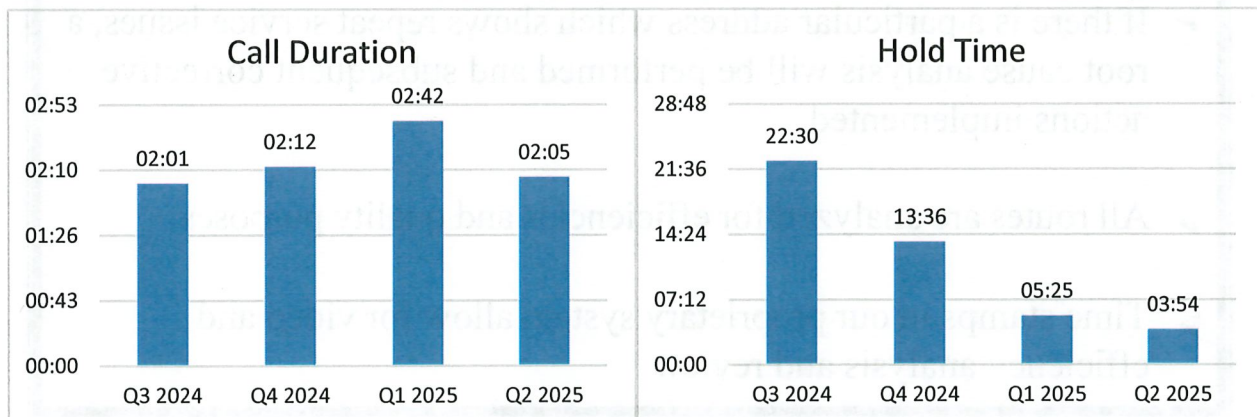


## Real Time Customer Service Performance Metrics

Over 10 months of servicing White Lake Township shows an excellent quality metric of **99.85%** success rate. Of 400,560 stops, 585 service requests were submitted.



Customer phone calls are handled directly by the White Lake Township LDC team. Over the past year, the average hold time has been reduced by 17% to under 4 minutes. Priority's toolkit enables the team to resolve issues quickly, with the average call duration now at 2:05.







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## Additional Route Analysis Streaming Video



- All Priority vehicles are equipped with multiple cameras which display and record live video throughout the entirety of routes
- Dedicated LDCs monitor routes via streaming video and our route tracking GPS breadcrumb system for accuracy, timeliness and safety of both residents and employees



# Tab 4

## References



## References

### **Bloomfield Township**

Contact Name: Noah Mehalski, Director of Public

Works Ph: 248-594-5800

Address: 4200 Telegraph Rd., Bloomfield Township, MI

48303 Date of Project: July 2023 to June 2031

Services: Weekly Refuse, Weekly Recycling, Weekly Compost services, commercial dumpster service.

### **Commerce Township**

Contact Name: Larry Gray, Supervisor

Ph: 248-690-7070

2009 Township Dr., Commerce Twp., MI 48390

Date of Project: July 2025 - December 31, 2029

Services: Carted Weekly Refuse, Carted Weekly Recycling,  
Weekly Compost services, Commercial dumpster service.

### **Waterford Township**

Contact Name: Anthony Bartolotta, Supervisor

Ph: 248-674-6201

5200 Civic Center Dr., Waterford, MI 48329

Date of Project: July 2025 - March 2026

Services: Carted Weekly Refuse, Carted Weekly Recycling,  
Weekly Compost services, Commercial dumpster service.

*Additional References Available Upon Request*





# Tab 5

## Educational Programs



## Educational Programs

### **Residential Services**

Priority will develop and coordinate, if necessary, the delivery of a first-class service education program for White Lake Township. Beginning with a series of meetings with township officials, Priority can design a tailored educational brochure which specifically addresses the unique needs of the township's residents. We utilize these educational brochures in all our communities. There is an example of a brochure used in another community immediately following this document. This example is for visual reference only and we will collaboratively design a brochure with township officials for distribution to the township residents.

In these educational pieces, Priority will provide details including but not limited to:

- Information about Priority.
- Service Information for the Refuse, Compost, Large Items and Recyclables.
  - A list of acceptable and non-acceptable material.
  - Maps of the service area defining the service days.
  - "How To's" for placing containers at the curb properly.
- Clear instructions on who to call regarding service and/or general questions.
  - This will include phone numbers and email addresses for the residents to contact township officials and/or Priority representatives.
  - Links to the Priority ([www.PriorityWaste.com](http://www.PriorityWaste.com)) website which provide answers to commonly asked questions.
- Updating the Priority website's White Lake Township section. This section includes a map showing service days, ways for residents to contact us, and service updates as they occur.
- Engaging through various Social Media Outlets. We will communicate through the Priority social media accounts to provide information directly to the community. We will work in conjunction with White Lake Township to have the ability to share on their platforms as well.
- We also offer to do a "Meet and Greet" educational video including township representatives of your choosing. An example of our educational video is on YouTube.com with the description of "**DHTW Priority Waste 031222**".
- Attendance by Priority representatives at township events, including board meetings, leading up to the continuation of our first-class service.



## **PRIORITY IS EXCITED TO PARTNER WITH BLOOMFIELD TOWNSHIP**

### **RECYCLING COLLECTION**

#### **ACCEPTABLE RECYCLING MATERIALS:**

- ✓ Clean plastic bottles & Containers #1, 2, 4, 5, & 7
- ✓ Clean food & beverage cans or cartons
- ✓ Paper
- ✓ Clean flattened cardboard & paperboard
- ✓ Clear and colored glass bottles
- ✓ For more information on acceptable materials, go to [www.prioritywaste.com/cities-we-serve/bloomfield-township-mi/](http://www.prioritywaste.com/cities-we-serve/bloomfield-township-mi/)
- ✓ You can use the provided 65-gallon cart for recycling. If you need an additional container, we sell them on our web-site at <http://www.prioritywaste.com/waste-recycling-form/>

### **COMPOST COLLECTION**

- ✓ Acceptable Yard Waste: grass clippings, leaves, shrubs, and burlap (under 2 inches in diameter, bundled no longer than 4 feet in length)
- ✓ Unacceptable Yard Waste: 5-gallon pet waste, dead animals, dirt, pot walls, oversized branches, etc.
- ✓ Weekly collection: the week of March 15th every year, and ends the third full week of December every year.
- ✓ We will collect Christmas Trees from December 26 until January 31.
- ✓ All compost material must be placed in paper bags or clearly marked containers with a maximum capacity of 35 gallons and weighing less than 50 pounds.

### **SOLID WASTE COLLECTION**

- ✓ Your service day will remain the same as the current schedule.
- ✓ We start collection at 6am until we are finished. The time you are serviced is subject to change week to week and we recommend placing materials on the curb the night before your collection day.
- ✓ You can use the current container you have or you can purchase directly from Priority Waste. Information is on our website [www.PriorityWaste.com](http://www.PriorityWaste.com). All Carts cannot exceed 50 pounds in weight.
- ✓ Bloomfield Township residents are allowed one (1) bulky waste/white goods item per week. Items included are furniture, refrigerators with freon removed, carpet or padding rolled, cut and tied into a four (4) foot section, bathtubs, sinks, and toilets. All doors on appliances must be removed for safety purposes. If you are not sure about an item, please call us at 855-WASTE-65, 855-927-8365.
- ✓ Excluded items are large amounts of building refuse, bricks, concrete blocks, and large quantities of furnishings and materials resulting from fire, basement flooding, or similar occurrences.







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## BLOOMFIELD TOWNSHIP

Provider of Waste, Recycling and Yard Waste Services!

**Call Us: (586) 228-1200 or**

**Toll Free: (855) WASTE-65**



Connect with Us:



**DETAILS INSIDE**

**[www.PriorityWaste.com](http://www.PriorityWaste.com)**





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[www.prioritywaste.com](http://www.prioritywaste.com)



## Student Educational Program

Priority offers an engaging sustainability education program for schools in select Michigan, Ohio, and Indiana counties. Our curriculum focuses on the 3 R's: Reduce, Reuse, and Recycle, and is designed to be both educational and interactive. Programs are led by Ms. Victoria Czapski, Environmental Specialist and Educator.



### What We Offer:

Age-Appropriate Presentations – Our team provides tailored presentations for students from Pre-K through 12th grade, covering topics such as:

- **The importance of recycling**
- **How sustainability impacts our future**
- **Career opportunities in sustainability and environmental fields**
- **Fun, hands-on activities that reinforce key concepts**
- **MRF (Materials Recovery Facility) Tours** – If interested, students in grades 6 and up, can participate in a guided tours of a local MRF, where they can see firsthand how recyclables are sorted and processed. Tours provide an inside look at the recycling industry and its role in sustainability.

**Victoria Czapski**, Environmental Specialist and Educator  
[vczapski@prioritywaste.com](mailto:vczapski@prioritywaste.com)



# Tab 6

## Events and Community Involvement





## Community Engagement & Events

Priority is an active community partner, and we look forward to continuing our connection with your township residents through events every year.



Priority is deeply involved in community events to promote sustainability and waste awareness in a fun and engaging way. Some of our key events include:

**Touch-A-Truck Events** – Kids and families get up close with our recycling and waste collection vehicles, learning about how they work and their role in keeping our communities clean. Also, our team passes out fun merchandise for the community like mini garbage cans.

**Parades & Festivals** – We proudly participate in local parades and festivals, spreading awareness about sustainability while connecting with the community.

**Earth Day & Environmental Awareness Initiatives** – Our team actively participates in Earth Day celebrations and community clean-up efforts.





# Tab 7

## Pricing Pages



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## Exhibit C

### Waste Collection Cost Proposal – Residential Curbside Waste Collection and Disposal Services for White Lake Township

Costs for residential curbside service are to be per household per year and inclusive of any disposal costs, tipping fees, surcharges, or taxes in effect as of January 1, 2026.

**Option 1: Residential Rate** – Keep current 95-gallon Refuse Carts and 18-gallon Recycling Bins as specified in RFP.

#### 5 Year Contract

Year 1	Year 2	Year 3	Year 4	Year 5
\$20.15/unit/ month	\$20.75/unit/ month	\$21.37/unit/ month	\$22.00/unit/ month	\$22.65/unit/ month
Year 6 Option  \$23.33/unit/ month				

#### 7 Year Contract

Year 1	Year 2	Year 3	Year 4	Year 5
\$20.15/unit/ month	\$20.75/unit/ month	\$21.37/unit/ month	\$22.00/unit/ month	\$22.65/unit/ month
Year 6  \$23.33/unit/ month	Year 7  \$24.02/unit/ month	Year 8 Option  \$24.73/unit/ month		

White Lake Charter Township  
REQUEST FOR PROPOSAL (RFP) FOR RESIDENTIAL SINGLE WASTE HAULER  
COLLECTION - RFP #03-2025

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**Exhibit C**

**Waste Collection Cost Proposal – Residential Curbside Waste Collection and Disposal Services for White Lake Township**

Costs for residential curbside service are to be per household per year and inclusive of any disposal costs, tipping fees, surcharges, or taxes in effect as of January 1, 2026.

**Option 1:** Residential Rate – Keep current 95-gallon Refuse Carts and 18-gallon Recycling Bins as specified in RFP.

**5 Year Contract**

Year 1	Year 2	Year 3	Year 4	Year 5
\$19.83	\$20.42	\$21.04	\$21.67	\$22.32
Year 6 Option \$22.99				

**7 Year Contract**

Year 1	Year 2	Year 3	Year 4	Year 5
\$19.83	\$20.42	\$21.04	\$21.67	\$22.32
Year 6 \$22.99	Year 7 \$23.68	Year 8 Option \$24.39		



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**Option 2:** Residential Rate - 95-gallon Refuse Carts (per RFP residents will continue to use existing refuse carts) but quote with 65-gallon Recycling Carts.

**5 Year Contract**

Year 1	Year 2	Year 3	Year 4	Year 5
\$25.05	\$25.80	\$26.58	\$27.37	\$28.19
Year 6 Option \$29.04				

**7 Year Contract**

Year 1	Year 2	Year 3	Year 4	Year 5
\$25.05	\$25.80	\$26.58	\$27.37	\$28.19
Year 6 \$29.04	Year 7 \$29.91	Year 8 Option \$30.81		

**Specify below the price for all cart/ bin sizes for residents who wish to buy additional carts or bins:**

Ninety-Five (95) gallon Refuse Cart                      \$    \$85  
Sixty-Five (65) gallon Refuse Cart                         \$    \$80  
Sixty-Five (65) gallon Recycling Cart                     \$    \$80  
Eighteen (18) gallon Recycling Bin                        \$    \$20

**Household Hazardous Waste Event Estimate 400 Vehicles:** \$ NO BID

**Cost Per Vehicle Once Event Reaches 400:** \$ NO BID

**If you have an alternate proposal for Hazardous Waste, please describe and include the cost for this program.**

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REQUEST FOR PROPOSAL (RFP) FOR RESIDENTIAL SINGLE WASTE HAULER  
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**Alternate Proposal:** 95 gallon refuse carts (per RFP residents will continue to use existing carts) and Every Other Week Recycling Collection with 96-gallon Recycling Carts

**5 Year Contract**

Year 1	Year 2	Year 3	Year 4	Year 5
\$21.13	\$21.67	\$22.42	\$23.09	\$23.78
Year 6 Option				
\$24.50	\$25.23	\$25.99		

**7 Year Contract**

Year 1	Year 2	Year 3	Year 4	Year 5
\$21.13	\$21.67	\$22.42	\$23.09	\$23.78
Year 6	Year 7	Year 8 Option		
\$24.50	\$25.23	\$25.99		



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FOR RESIDENTIAL SINGLE WASTE HAULER COLLECTION

White Lake Charter Township  
REQUEST FOR PROPOSAL (RFP) FOR RESIDENTIAL SINGLE WASTE HAULER  
COLLECTION - RFP #03-2025

White Lake Township  
ATTN: Anthony L. Noble, Township Clerk  
7525 Highland Road White Lake, MI 48383

RE: REQUEST FOR PROPOSAL (RFP) FOR RESIDENTIAL SINGLE WASTE HAULER  
COLLECTION - RFP #03-2025

Greetings,

On behalf of Red Ball Sanitation, thank you for allowing us to participate in the bid process.

Red Ball Sanitation is a locally owned and operated solid waste management company formed April 2025, as a response to the market need for a better option for curbside refuse collection. We believe that Red Ball Sanitation is uniquely positioned to provide the custom, attentive service that the community deserves. White Lake will be the largest community that we serve. This will allow us to dedicate our entire focus to the Charter Township of White Lake, and provide the white glove service that has been lacking in the community.

Red Ball Sanitation was founded by Harrison Persinger, of Harrison Hauling and Recycling, and Reed Klaft, of Howell Waste Solutions. Harrison brings a lifetime of experience in the refuse industry and is also a Certified Public Accountant (CPA) licensed in Michigan. Reed Klaft, the current owner of Howell Waste Solutions (incorporated in July 2024), oversees weekly service for 1,925 residential customers. With 17 years of industry experience, Reed has worked his way up from hands-on roles to leadership positions. Together, Harrison and Reed combine decades of on-the-ground expertise with corporate and managerial insight, ensuring exceptional service and operational excellence.

If awarded, we plan to bring three brand-new waste collection vehicles, dedicated to servicing the Township of White Lake. We will provide more of our operational plan on Page 6. Our proposal includes unlimited trash, recycle, and yard waste collection of household waste, with the exception of move-outs, clean-outs, evictions, and business waste.

We look forward to being at your service,

Harrison Persinger



T. 734-521-5887  
[harrisonpersinger@gmail.com](mailto:harrisonpersinger@gmail.com)

**RED BALL**  
**SANITATION**  
Service ~ Safety

Reed Klaft



T. 248-893-9323  
[reed@howellwastesolutions.com](mailto:reed@howellwastesolutions.com)



## Operational Plan

### Fleet and GPS Tracking

Red Ball Sanitation has secured funding that will allow us to purchase two brand-new automated side loading (ASL) refuse collection vehicles for this work. We have identified manufacturers and a vendor for these two units. We will also be purchasing a brand-new rear-loading (RL) refuse collection vehicle from the same vendor. These three new units will be dedicated to collecting trash within the township. The two ASLs will collect the carted refuse, while the rear loader will collect tight-access roads and bulky items as dispatched by the two ASLs. Recyclables will be collected by an existing one-man front-loading or manual side-loading refuse truck, and yard waste will be collected by an additional existing rear-loading truck. We also have additional units in our fleets, should the need for spares or additional units be required.

Each of our vehicles will be equipped with 3rd Eye tracking technology. 3rd Eye provides Live GPS location tracking on each truck, with a "cookie trail" history. Each vehicle will also be equipped with a set of cameras which provides a 360 degree view of the entire vehicle. Managers and supervisors will be able to pull video of any truck at any time, and can see past history, for events such as incident reporting or reported missed collections.

Drivers will be provided with daily maps detailing the daily route and expectations thereof. Doorside pickups will be noted on the maps. Status will be tracked by managers via 3rd Eye technology, and quality of service will be upheld by route observations by Harrison Persinger and Reed Kluft, who will be overseeing route completion on the road.

### Head Count

Dedicated to the Township of White Lake will be as follows:

Two Automated Side Loader Drivers  
Two Rear Load Drivers  
Two Loaders  
One Recycle Driver  
One Administrative Assistant  
One Fleet Mechanic

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REQUEST FOR PROPOSAL (RFP) FOR RESIDENTIAL SINGLE WASTE HAULER  
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**Disposal Facilities:**

The following disposal facilities will be used as a final destination for materials collected from the Township.

**Trash**

GFL Environmental Arbor Hills Landfill  
10690 Six Mile Rd  
Northville, MI 48168

Waste Management Whitmore Lake Transfer Station  
11655 Venture Dr  
Whitmore Lake, MI 48189

**Recyclables**

GFL Environmental Pontiac Material Recovery Facility  
888 Baldwin Ave  
Pontiac, MI 48340

**Yard Waste**

Spurt Industries  
2041 Charms Rd, Wixom, MI 48393



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**Performance Bond and Insurance Acknowledgements**

Red Ball Sanitation hereby acknowledges the requirements to provide the Township with a Performance bond, in the amount of 50% of the annual contract value, if awarded.

We also acknowledge the insurance requirements provided by the Township, and will provide the Township with proof of insurance, if awarded.

Red Ball Sanitation also hereby suggests that the Charter Township of White Lake, in lieu of a Performance Bond, withhold payment for 90 days, in assurance of satisfactory performance. In other words, Red Ball Sanitation will issue invoices with terms of 120 days. We believe this to be a more effective guarantee of quality service, and a display of commitment to performance on the part of Red Ball Sanitation.

White Lake Charter Township  
REQUEST FOR PROPOSAL (RFP) FOR RESIDENTIAL SINGLE WASTE HAULER  
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**Fuel Escalator Language**

The contract is based upon the price of diesel fuel as determined by the U.S. Energy Information Administration (EIA) <https://www.eia.gov/> , Midwest (PADD 2) Gasoline and Diesel Retail Prices. The contractor shall be entitled to a \$0.07/unit increase for every \$0.20/gallon over \$4.00/gallon OR \$0.07/unit decrease for every \$0.20/gallon under \$3.00/gallon at any given time during the term of this contract. Adjustments shall be based on a monthly average of the Midwest PADD 2 index and shall be made quarterly and reflected in the next invoice.





WM Great Lakes Area  
41100 Plymouth Rd, Ste 170  
Plymouth, MI 48170

Friday, April 25, 2025

White Lake Township  
Attn: Anthony L. Noble, Township Clerk  
7525 Highland Rd  
White Lake, MI 48383

Dear Clerk Noble:

Waste Management of Michigan, Inc. (WM) appreciates the opportunity to participate in White Lake Township's Request for Proposals for Residential Single Waste Hauler Collection (RFP #03-2025). Following careful consideration, WM is providing this Letter of No Bid in response to this solicitation.

WM reviews each bid solicitation carefully and must meet specific parameters to maintain economic viability. Unfortunately, as presented, critical components within the current solicitation make these parameters difficult to attain or ensure. These components include:

- **Project Timeline.** For a community exceeding 10,000 units, WM requires a lead time of at least six months to acquire assets, hire and train employees and effectively communicate transition plans to residents. With this time limit quickly approaching and a guaranteed award timeline unknown, we are unable to develop pricing models that will accurately reflect our cost to provide service on day one.
- **Service Options.** WM is moving to automated, cart contents-only collection for trash and recycle and pre-scheduled, limited bulk service. These collection methods allow WM to hire from a talent pool of more diverse candidates, increase operational productivity and keep communities cleaner, resulting in the most competitive rate for White Lake Township.
  - Utilization of 18-gallon bins for recycle collection requires manual collection, which is dangerous for our drivers. It also limits the amount of material residents can set out each week, resulting in lower diversion rates and overflowing containers that increase the presence of loose debris throughout the community.
  - Unlimited bulk service is difficult for a vendor to price, as we do not know the type or volume of material being set out for collection and thus cannot quantify our labor hours.

WM remains interested in future White Lake Township bid opportunities. Please keep us on your vendor listing and contact us should you again seek proposals for refuse and recycling services.

Thank you once again for the opportunity to review and consider this opportunity. Should you have any questions, please feel free to contact me.

Sincerely,

A handwritten signature in cursive script that reads 'Chantell LaForest'.

Chantell LaForest  
Senior Account Executive, Public Sector  
WM Great Lakes Area  
248.534.0152 | clafores@wm.com