

2026 Trash Bid

	Overall		Overall		Overall	
	Score 1-5	Weight	Score 1-5	Weight	Score 1-5	Weight
Republic Services (current)						
Local community vendor	1	20%	0.2			
Price	3	60%	1.8			
Combined services	5	20%	1			
	3					
GFL Enviromental						
Local community vendor	2	20%	0.4			
Price	5	60%	3			
Combined services	5	20%	1			
	4.4					
B&H Trash Services						
Local community vendor	5	20%				
Price	4	60%				
Combined services	1	20%				
	3.6					

Based on the scoring process we feel that GFL would be the best choice for trash and recycling services.

REPUBLIC (ALLIED) SERVICES 2024 MONTHLY TRASH & RECYCLE EXPENSES

	TRASH	RECYCLE
JAN	1017.26	533.06
FEB	1017.26	318.56
MAR	1017.26	104.06
APR	1024.89	104.06
MAY	1281.75	254.06
JUN	1281.75	104.06
JUL	1991.46	132.83
AUG	1742.32	132.83
SEP	1281.75	282.83
OCT	1281.75	561.83
NOV	1281.75	132.83
DEC	<u>1281.75</u>	<u>347.33</u>
TOTALS	\$ 15,500.95	\$ 3,008.34

GRAND TOTAL 2024

\$ 18,509.29

REPUBLIC (ALLIED) SERVICES 2025 MONTHLY TRASH & RECYCLE EXPENSES

	TRASH	RECYCLE
JAN	1281.75	392.83
FEB	1281.75	132.83
MAR	1627.83	132.83
APR	1629.1	132.83
MAY	1587.05	430.3
JUN	1708.34	170.3
JUL	1707.78	327.6
AUG	1696.9	430.3
SEP	1654.58	170.3
OCT	1706.58	170.3
NOV	1552.82	170.3
DEC	<u>1552.82</u>	<u>327.6</u>
TOTALS	\$ 18,987.30	\$ 2,988.32

GRAND TOTAL 2025

\$ 21,975.62

Fees for service	Monthly	Annual
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TRASH

Weekly Cart Pick Up (4 Carts)	\$ 60.00	\$ 720.00
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Weekly Dumpster Pickup (3 Dumpsters)	\$ 315.00	\$ 3,780.00
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Total	\$ 375.00	\$ 4,500.00
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Recycling

Recycling City Hall Cart Pick up (1 Cart)	\$15.00	\$180.00
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Recycling Center Pick up	\$ 875.00	\$10,500.00
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Total	\$ 890.00	\$ 10,680.00
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Combined Services

Discount for combining services	\$ No Bid	\$ No Bid
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Total price of combined services	\$ No Bid	\$ No Bid
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SPECIAL EVENTS

Dumpster Rental Price as needed	\$ See below	\$ See below
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20 yard roll off - \$55/ton disposal and \$225 roundtrip
 30 yard roll off - \$55/ton disposal and \$225 roundtrip
 40 yard roll off - \$55/ton disposal and \$225 roundtrip
 Polycarts - No charge for first 15 polycarts



November 26, 2025

Assistant Finance Director
City of Willard
224 W. Jackson,
P.O. Box 187
Willard, MO 65781

Ms. Mount:

I am writing on behalf of GFL Environmental, previously WCA, to express our interest in providing comprehensive solid waste and recycling services to the City of Willard's City Facilities.

GFL has a distinguished record in providing reliable, environmentally responsible services that align with local and state regulation throughout the Missouri region, as well as the rest of the United States. As one of the top waste management providers in North America, we pride ourselves on our dedication to adapting to our customers' needs and our solution-based approach.

In the past, WCA and the City of Willard maintained a partnership for solid waste disposal services and we welcome the opportunity to resume this relationship under GFL. We believe that our pricing levels sit at a competitive rate and keep Willard's solid waste service rates below current market levels.

We welcome the opportunity to handle your current waste management needs and contribute to the City's operational goals and environmental objectives. Our team is prepared to deliver high-quality service that prioritizes reliability, safety, and sustainability at a significant economic value.

Thank you for considering GFL's proposal, and I look forward to speaking with you soon. Please contact me if you have any questions or comments.

Riley Dandurand
GFL Government Contracts Manager
Springfield, MO
417-380-7679
rdandurand@gflenv.com

Company Profile

Management of Comapny

GFL aims to provide a reliable, efficient, and accessible solid waste and recycling collection system for Willard's City Facilities. The company shares in Willard's commitment to sustainability, the minimization of waste, waste diversion, and beneficial reuse. Our company has a substantial history of assisting customers in achieving their environmental goals.

GFL will ensure the satisfaction of City staff and provide service with a high level of integrity and accountability. GFL possesses the financial capacity and experience to facilitate a smooth transition in establishing routes, equipment acquisition, and any other elements critical for a reliable collection system.

Points of Contact:

For your convenience and in the spirit of accountability and accessibility, appropriate City staff will have direct contact with our team. The following GFL personnel will be empowered to address and resolve any collection, maintenance, operational, billing, or other issues reported by staff:

Destin Love (Springfield) - District Operations Manager

Jenny King (Harrisonville) - Customer Service Manager •

Loren Carr (Springfield) - General Manager

Riley Dandurand (Springfield) - Government Contracts Manager

The primary GFL contact for City staff would be Riley Dandurand, Government Contracts Manager for GFL's Missouri South District (rdandurand@gflenv.com, 417-380-7679)

GFL will work to ensure that any service issues are resolved within 24 hours.

References

City of Greenfield

Scope of Service: residential trash and city facilities

Contact: Megan Gandy, City Clerk and Utility Clerk

Email: megan@greenfieldmo.org

City of Lake Ozark

Scope of Service: residential and commercial trash service and city facilities

Contact: Cathy Daniels, City Clerk

Email: cdaniels@cityoflakeozark.net

City of Rogersville

Scope of Service: residential and commercial trash service

Contact: Glenda Stegner, City Clerk

Phone: 417-753-2884 ext. 300

City of Ash Grove

Scope of Service: residential and commercial trash service

Contact: Jennifer Wilkinson, Utility Billing

Email: jennifer.wilkinson@ashgrovemo.gov

City of Branson

Scope of Service: trash service for city facilities

Contact: Kristi Holland and Kristie Williams

Email(s): kholland@bransonmo.gov or kwilliams@bransonmo.gov

Service to City Facilities

GFL will provide the specified number of new polycart and 6-yard containers to the following city facilities for solid waste disposal:

- Police Department: (1) 96 gallon polycart
- Public Works: (1) 6-yard container and (1) 96 gallon polycart
- Recreation Center: (1) 6-yard container
- Aquatic Center: (1) 6-yard container
- City Hall: (2) 96 gallon polycarts

GFL will provide the specified number of new polycart and 8-yard containers to the following city facilities for recycling services:

- City Hall: (1) 96 gallon polycart
- The Recycling Center at 613 Tower Road
 - (3) 8 yard containers for cardboard
 - (3) 8 yard containers for single stream (plastic and aluminum)
 - (1) 8 yard container for paper

Our proposed pricing is in the pricing matrix below and is subject to annual increases that match the Consumer Price Index (CPI) each year following the contract start date:

Pricing Matrix

Cart Size	Monthly Price for Once A Week Pick Up	Annual
96-gallon Polycarts MSW and Recycling	\$15 per cart \$75 for 5 carts	\$180 per cart \$900 for 5 carts
6-yard MSW Containers	\$105 per container \$315 for 3 containters	\$1,260 per container \$3,780 for 3 containers
8-yard Recycling Containers	\$125 per container \$875 for 7 containers	\$1,500 per container \$10,500 for 7 containers
Roll Off Containers for Community Events	20 yard roll off - \$55/ton disposal and \$225 roundtrip 30 yard roll off - \$55/ton disposal and \$225 roundtrip 40 yard roll off - \$55/ton disposal and \$225 roundtrip Polycarts - No charge for first 15 polycarts	

Fees for service	Monthly	Annual
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TRASH

Weekly Cart Pick Up (4 Carts) \$16 per	\$ 64.00	\$ 768.00
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Weekly Dumpster Pickup (3 Dumpsters) \$125 per	\$ 375.00	\$ 4,500
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Total	\$ 439.00	\$ 5268
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Recycling

Recycling City Hall Cart Pick up (1 Cart)	\$ No Bid	\$ No Bid
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Recycling Center Pick up	\$ No Bid	\$ No Bid
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Total	\$ No Bid	\$ No Bid
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Combined Services

Discount for combining services	\$ No Bid	\$ No Bid
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Total price of combined services	\$ No Bid	\$ No Bid
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SPECIAL EVENTS

Dumpster Rental Price as needed	\$ 0	\$ 0
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For city clean up day, the only cost will be actual dump fees, of approx \$20-\$50 per dump.

For Freedom fest, I will provide 10-15 carts & 2-3 dumpsters @ no cost & will pay for dump fees.

TO: Assistant Finance Director

City of Willard

FROM: Doug Patillo

B & H Trash

3481 N Farm Road 93

Willard, MO 65781

417-987-4222 / 417-461-4269

DATE: 12/1/2025

SUBJECT: Bid For #RFP# 08-2025GEN-Trash

This proposal is for Trash service only.

B & H Trash will supply the city of Willard with three (3) new six (6) yard dumpsters to be placed at the Public Works Department, the Rec Center and the Aquatic Center to be emptied weekly. B & H Trash will also provide four (4) new 95 gallon carts. One will be placed at the Police Station, one at the Public Works Department, and two at the Willard City Hall to be emptied weekly.

COST:

6-Yard Dumpster	\$125 per month	x 3 dumpsters	= \$375.00
95 Gallon Cart	\$16.00 per month	x 4 carts	= \$64.00
Total per month:			= \$439.00
Total per year:			= \$5,268.00

City/Park Board Events:

As a proud supporter of the city of Willard and the Willard Park Board, with the acceptance of the above pricing for the City of Willard, I will provide the Willard Park Board with the following at no additional cost to the city or park board:

City Clean-Up Day: I will provide 3-5 dumpsters for the clean up day and will provide a driver between the hours of 7 am and noon to continuously take the dumpsters to the landfill to dump and bring back to the rec center. Overall, based on past experiences, I expect for the park board to fill 10-13 dumpsters. The only cost to the city/park board will be the actual dump fees at the landfill. The average dump fees for the clean up day run between \$20 & \$50 per load.

Freedom Fest: I will provide 10-15 trash carts (96 gallon) to be placed around the park. I will also provide 2-3 of my 14 or 20 yard rolloff dumpsters so the staff can empty the trash carts into the dumpsters throughout the festival. The next day, I will remove all of the carts and dumpsters and will dispose of the trash. This will all be done at no cost to the city.

Other community events: I will work with the city and parks department on any additional community events (like the circus) that may require trash disposal.

Locality: B & H Trash is owned and operated by Doug Patillo. I have lived in the Willard area for 50+ years and have always been active in the city of Willard in many different capacities. In 1986-1988 I opened and operated a sports card shop in Willard across from the high school in a little building that joined the Pony Express Convenience Store. I graduated from Willard High School in 1990. I was also very involved in the newspapers in Willard (both Cross Country Times and the Willard Journal) as a journalist and as an owner.

I have owned and operated Tiny Roll-Off Dumpsters for 6 years and I have been very involved with the Willard parks department any chance I can get. I have a great working relationship with the parks department and am happy to help out whenever possible.

I live approx. 2 miles south of Willard City Hall, so if there is ever a problem with the trash service or the city needs an extra pickup for any reason, I would be able to meet their needs in a timely manner.

Both B & H Trash and Tiny RollOff Dumpsters currently have 2025 Willard business licenses and will be renewing them for the 2026 year.

Thank You for your consideration and if you have any questions at all, please feel free to contact me. My contact info is listed below.



Doug Patillo,

Owner of B & H Trash

Phone: 417-987-4222

Email: Tinyrolloff@gmail.com