

Capitol Region Council of Governments

#701 - Recycling Bins

Due: February 20, 2020 – 3:00 PM



Toter®

BUILT FOR EXTREMES™

Contact:

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ORIGINAL



**Capitol Region Council
Of Governments
Capitol Region Purchasing Council**

Ref: **TOTER, LLC COVER LETTER**
Invitation for Bid #701 – "Recycling Bins"

To the Capitol Region Purchasing Council:

Toter, LLC appreciates the opportunity to participate in this Invitation for Bid #701 for "Recycling Bins". We hope that this submittal will exceed all your expectations for a best value supplier.

Our customers have proven that Toter "*municipal carts*" are a "forever" tool. "Forever" because carts are the backbone of service for the foreseeable future. Reducing replacement cost and lowering maintenance costs are major annual considerations in obtaining the lowest Total Cost of Ownership. This new RFP presents the City with a clear choice between continuing to buy durable, municipal carts or switching to "*hauler carts*", ones that garbage haulers buy at the lowest bid to compete for municipal collection bids. That selection criteria is often employed as "give me the cheapest cart available" to help drive down the municipality's bid price. Durability is not a consideration. Toter's excellent customer service that comes with Toter carts does not fit that scenario.

Toter is the entire state of Connecticut's best value/supplier:

1. Toter has a Dealer, CESCO - a well established Branford, CT business. We have long-term customers in Connecticut, some of which are already members of CRCOG.
2. Toter's 12 Year Cart Body Warranty is 2 years longer than any other cart warranty. This 2 additional years of coverage reduces potential cart replacement cost in years 11 and 12 of ownership by \$7 to \$9/cart. Nothing prevents another cart company from offering a 12 year warranty other than the knowledge that its carts are not durable.
3. Our proven 15 to 20+ year service life is many years longer than the service life claimed by the leading injection molded cart manufacturer (only 10 years). Beyond the period of our 12 year Body warranty Eligible Users can avoid premature cart replacement. This is evident through the thousands of carts that remain in active service from original deployment throughout Connecticut – one of which is the City of Hartford, having purchased over 396,000 carts since 1992 (see our references in which we listed 3 of our Connecticut customers).
4. Correct Toter cart sizes to match the City's established service requirements to include, but not limited to, sizes of 96, and 64 gallon carts that are exact volume increments of one another. We have also supplied a general price list to include pricing for other cart sizes, options to custom design carts for each customer's needs (color, markings, wheels, features), options for order quantities, and services such as unloading, assembly of carts and distribution of carts to residents. We provide this listing to make the contract as flexible as possible for customers. We find that limited cooperative-type contracts with shared pricing among municipalities usually does not encompass enough options/solutions to handle all items for each customers' Scope of Work.

From a standpoint of our customers, Toter carts have been chosen because of items 1 through 4 above and:

1. NESTABLE (stack one inside another when fully assembled) - No other brand is Nestable when carts fully assembled. Storage space (most customers have limited storage), truck space (more carts on the truck mean fewer trips to storage) for field repairs, and the ability to mass-assemble only the wheels and have ready for use (in stacks of 6-7 carts high when fully assembled), saves Customers in multiple ways (space, time, more carts on service/delivery trucks to residents, etc.).
2. Over 50% order Granite colors that present an upscale look and hide dirt and scratches. Injection molders could but do not offer Granite colors for roll out carts.
3. We offer long-term solutions to meet every possible need of local governments: Organics Carts, Cart sizes 21 to 96 Gallons, as well as RFID Technology, Cart Maintenance, and Cart Assembly and Delivery Services. It is important to note that our non-Organics carts are used equally for both **Recycling** and for **Garbage/Trash** solutions!

We would welcome the opportunity to meet with the Capitol Region Purchasing Council and/or other related staff to discuss our proposal and how we can best tailor it to meet its members' needs. You may contact Kellie Clark, Sr. Manager, Bids/Contracts, with any questions or time to meet (800-424-0422, Ext 09584, 704-768-2584, kclark@toter.com). Toter requests that the Council please continue to keep Toter, LLC on CRCOG's Bidders' Listings.

Sincerely,

Shane Gore

Shane Gore
Northeast Regional Sales Director
Toter, LLC

SG/kkc



EVR™ CARTS PRICE LIST

Capitol Region Council of Governments

"Recycling Bins"

MODEL	DESCRIPTION	QUANTITY	UNIT PRICING
Toter EVR II Universal/Nestable Carts (for Recycling, Refuse, Organics, Yard Waste)			
79221	21 Gallon EVR II Universal Cart	950 per Truckload	\$34.90
		400 - 949	\$38.37
		300 - 399	\$40.71
		200 - 299	\$41.02
		100 - 199	\$44.22
79224	24 Gallon EVR II Universal Cart	950 per Truckload	\$35.05
		400 - 949	\$38.52
		300 - 399	\$40.86
		200 - 299	\$41.17
		100 - 199	\$44.37
79232	32 Gallon EVR II Universal/Nestable Cart	945 per Truckload	\$37.61
		400 - 944	\$41.04
		300 - 399	\$43.40
		200 - 299	\$44.30
		100 - 199	\$46.92
79235	35 Gallon EVR II Universal Cart	950 per Truckload	\$39.56
		400 - 949	\$42.99
		300 - 399	\$45.35
		200 - 299	\$46.25
		100 - 199	\$48.87
79248	48 Gallon EVR II Universal/Nestable Cart	912 per Truckload	\$40.77
		400 - 911	\$44.14
		300 - 399	\$46.50
		200 - 299	\$49.82
		100 - 199	\$50.02

79264	64 Gallon EVR II Universal/Nestable Cart	864 per Truckload	\$41.33
		400 - 863	\$44.56
		300 - 399	\$46.92
		200 - 299	\$50.24
		100 - 199	\$51.15
79296	96 Gallon EVR II Universal/Nestable Cart	624 per Truckload	\$48.80
		400 - 623	\$51.11
		300 - 399	\$53.47
		200 - 299	\$56.79
		100 - 199	\$63.43

Toter EVR II Universal/Nestable Organics Carts
(Specifically Designed for Organics)

79321	21 Gallon EVR II Universal Organics Cart	950 per Truckload	\$37.93
		400 - 949	\$41.40
		300 - 399	\$43.74
		200 - 299	\$44.05
		100 - 199	\$47.25
79332	32 Gallon EVR II Universal/Nestable Organics Cart	945 per Truckload	\$40.64
		400 - 944	\$44.67
		300 - 399	\$46.43
		200 - 299	\$47.33
		100 - 199	\$49.95
79348	48 Gallon EVR II Universal/Nestable Organics Cart	912 per Truckload	\$43.80
		400 - 911	\$47.17
		300 - 399	\$49.53
		200 - 299	\$52.85
		100 - 199	\$53.05

ADDITIONAL INFORMATION

- * Above unit prices include freight charges.
- * Pricing is FOB Destination within the States of Connecticut.
- * Above pricing is for base carts with plastic knobby wheels and pal nut wheels attachment. Markings and special features not included. **Please see attached Options Price List for special features, Markings, Assembly and Distribution, Unloading, etc.**
- * Pricing includes the following standard solid colors - (#940) Green, (#705) Blue, (#125) Gray, (#270) Brown, (#200) Black. Also available are upscale Granite colors (for upcharge): (#968) Greenstone Granite, (#929) Toter Green Granite, (#769) Navy Blue Granite, (#709) Bluestone Granite, (#149) Dark Gray Granite, (#129) Graystone Granite, (#279) Browstone Granite, (#249) Sandstone Granite, (#209) Blackstone Granite.
- * Toter's minimum quantity requirement is 100 carts per model/size, color, markings and features.
- * Prices do not include state and local taxes. Payment Terms are Net 30 days.



EVR II Carts - Options Price List

Capitol Region Council of Governments

"Recycling Bins"

OPTION DESCRIPTION	OFFERED PRICE
Standard Solid Colors: (#940) Green, (#705) Blue, (#125) Gray, (#270 Brown), (#200) Black.	No Charge
Standard Granite Colors: Upscale Granite Bodies with (#200) Black Lids. Available Colors are (#968) Greenstone Granite, (#929) Toter Green Granite, (#760) Navy Blue Granite, (#709) Bluestone Granite, (#149) Dark Gray Granite, (#129) Graystone Granite, (#279) Browstone Granite, (#249) Sandstone Granite, (#209) Blackstone Granite.	\$1.00
Non-Standard Colors: Additional non-standard colors are available and can be quoted as required. Toter's non-standard colors are: (145) Midnight Gray, (240) Tan, (390) Yellow, (715) Hawaiian Blue, (718) Waste Blue, (760) Navy Blue, (925) Waste Green, (930) Dark Green. Minimum quantity of 500 units required for non-standard colors. Pricing varies depending on color and quantity.	Contact Toter for Pricing
Specialty and Custom Colors: Specialty and Custom Colors are available and can be quoted as required. Minimum quantity of 500 required for specialty or custom colors. Pricing varies depending on color and quantity.	Contact Toter for Pricing
Color Change Fee for Specialty and Custom Colors - Bodies: Fee per order for any Specialty or Custom Body Colors.	\$300.00
Color Change Fee for Specialty and Custom Colors - Lids: Fee per order for any Specialty or Custom Lid Colors.	\$2,500.00
Snap-On Sunburst Wheels: 10" x 1.75" (nominal) with knobby treads and made from high density polyethylene. Minimum RMA load rating of 200 pounds per wheel. Wheels are retained by means of a center aligned axle journal claw which snaps into a groove that is a full weight bearing surface.	\$0.50
Quiet Cap Wheels: 10" x 1.75" (nominal) - high density polyethylene injection hub with a rubber "Quiet Cap" tread. The quiet cap deadens noise and provides improved slip resistance on smooth services. Minimum RMA load rating of 200 pounds per wheel. Wheels are retained with galvanized steel drive on pal nuts.	\$2.52
Quiet Cap Snap-On Wheels: 10" x 1.75" (nominal) - high density polyethylene hub with a rubber "Quiet Cap" tread. The quiet cap deadens noise and provides improved slip resistance on smooth services. Minimum RMA load rating of 200 pounds per wheel. Wheels are retained by means of a zinc plated steel pin with stainless steel spring which snaps onto a retaining ring on the axle.	\$3.69
Cotter Pin and Washer Wheel Attachment: Wheels retained with galvanized washers and galvanized 1/8" cotter pins.	\$0.70
Aluminum Drive Rivet for EVR I Stop Bar:	\$0.20
110 Degree Lid Stop:	\$1.50
Lid Insert: User name imprinted in raised letters on front of lid.	\$0.25
Lid Hot Stamp: User name hot stamped on front or center of lid. Price is per hot stamp.	\$0.25

OPTION DESCRIPTION	OFFERED PRICE
Body Hot Stamp: User name hot stamped in white on side of container body. Container can be hot stamped on both sides. Price is per hot stamp.	\$0.25
Die Charge: One time die charge on new graphics for Lid Inserts, Lid Hot Stamps, and Body Hot Stamps.	\$300.00
Mold-In Lid Graphics: 1-4 Colors. Minimum Order - 500 units. Price per graphic will vary depending on graphic detail, size, number of colors used, and quantity ordered. Contact Toter's Sales Service Department at (800) 424-0422 for a quote.	Contact Toter for Pricing
Mold-In Lid Graphic Die Charge: One time charge per graphic.	\$500.00
Bar Code/Serial Number Label: Minimum Order - 500 units. Consecutively numbered bar code labels affixed to the cart as an in-mold graphic, typically near the serial number on the front of the cart body. Pricing varies depending on specific requirements and quantity ordered.	Contact Toter for Pricing
Bar Code Set Up Fee: One time charge per bar code.	\$185.00
Ultra High Frequency (UHF) RFID Tag: Passive (No Battery), Read Only. Factory installed and embedded in handle of cart body.	\$0.75
Lids Assembled: Carts shipped lids factory installed. Only available for Models 79221, 79321, 79224, 79232, 79332, 79235, 79248, 79348, 79264, and 79296.	NO CHARGE
Wheels Assembled: Carts shipped with wheels or lids factory installed. Only available for Models 79232, 79332, 79248, 79348, 79264, and 79296.	\$0.75
Ready-to-Roll (Fully Assembled): Carts shipped completely assembled from factory. Only available for Models 79232, 79332, 79248, 79348, 79264, 79296.	\$1.50
Document Slot: 12" x 1" slot for documents cut in lid for easy deposit of paper/documents without opening lid. Ends of slot are radiused.	\$5.00
Can Collar: Can collar is 4½" diameter flexible rubber opening, securely mounted to the cart lid with a stainless steel mounting ring and stainless steel rivets. Designed for easy push through of beverage cans with raising lid.	\$12.00
DuraLatch (Modified Plastic Snap Latch #6263-WL-0000): Attached to the lid to secure lid. For use with Models 79296, 79264, 79248, 79232, 79235, and 79224 (with Gen 2 lids only) in semi-automated and automated collection.	\$5.80
ADDITIONAL INFORMATION	
<p>* Above unit prices are add-on options to Toter's "EVR Carts Price List"</p> <p>* Toter's minimum quantity requirement is 100 carts per model/size, color, markings and features.</p> <p>* Prices do not include state and local taxes.</p> <p>* Payment terms are Net 30 days after shipment pending credit approval.</p> <p>* Pricing is FOB Destination within the State of Connecticut.</p>	



EVR™ CARTS PRICE LIST

Capitol Region Council of Governments

"Recycling Bins"

OPTION DESCRIPTION	OFFERED PRICE
Offloading (Unloading) Only: Carts unloaded by Toter. We request the customer's assistance in allowing the use of an onsite warehouse type fork lift to unload trailers. Minimum Quantity - 3,000.	\$1.77
Unloading and Cart Assembly: Unloading and cart assembly at customer's site. A suitable work area for assembly (large, paved, secure and partially covered area) to be provided by customer. We request the customer's assistance in allowing the use of an onsite warehouse type fork lift to unload trailers. Minimum quantity of 3,000 units.	\$3.43
A&D: Assembly and Distribution (Dense): Cart assembly and distribution based on dense urban area in which each residence receives a cart. Carts will be distributed on a route-by-route basis based on customer provided list. A suitable work area for assembly (large, paved, secure and partially covered area) to be provided by customer. We request the customer's assistance in allowing the use of an onsite warehouse type fork lift to unload trailers. (Please Note: Pricing is subject to adjustment or negotiation based on unforeseen circumstances beyond Toter or its contractor's control. Additional Services available upon request and will be priced accordingly.) A&D Service Fee will apply to projects below 3,000 carts.	\$3.99
A&D: Assembly and Distribution for Rural, Subscriptions, Scattered, specification other than described in "Dense" above. A&D Service Fee will apply to projects below 3,000 carts.	Price Upon Request with Defined Scope of Work
A&D Service Fee: For projects below 3,000	\$12,625.00
Recording Serial Numbers: Serial numbers will be electronically recorded using a tablet during distribution to address database provided by the customer. Address database must be in an electronic format (Excel or CSV) and provided at least 10 business days prior to cart distribution. Toter will provide an Excel file of serial numbers coordinated with distribution addresses within 2-3 weeks after distribution services have ended. All reporting is determined by the accuracy of the Customer's electronic address database.	\$0.85
Scan RFID Tags: Data collection and asset management system utilizing RFID technology and provides everything from scanning the RFID cart tag to the reporting software of the data. All reporting contains each cart's serial number and RFID tag associated with the customers address. Customer must provide an address database in an electronic format (Excel or CSV) at least 10 business days prior to cart distribution. All reporting is determined by the accuracy of the Customer's electronic address database.	\$0.85
Apply Adhesive Label on Lid: Customer provided adhesive label will be applied to cart lid during route-by-route distribution.	\$1.45
ADDITIONAL INFORMATION	
* Prices do not include state and local taxes.	
* Payment terms are Net 30 days after shipment pending credit approval.	



Toter, LLC's Response -

Capital Region Council of Governments – Capital Region Purchasing Council

NOTES TO PRICING, COOPERATIVE PRICE LIST, PRICE ADJUSTMENTS –

Notes to Pricing – Toter has entered pricing submitted in the online section as required. However, we have priced based on the following factors and this information is essential for review when considering bid evaluation and purchases:

- ✓ Toter 96 and 64 gallon Cart Pricing entered online includes freight as required, and carts are priced FOB any Connecticut Destination. This pricing also includes non-standard rubber wheels to meet specifications. Our attached price list includes standard plastic wheels with options (add-ons) for other wheel choices to include rubber wheels.
- ✓ Features such as hot stamp and In Mold Label markings are priced as required. Detail concerning markings placements, sizes, etc. available on our carts are included with our proposal.
- ✓ Roll cart pricing does not include unloading. That service is priced as add-ons in the general cooperative price list included with our proposal (see below).
- ✓ Pricing for Assembly and Distribution services entered online for the 64 gallon carts is based on orders placed for a minimum 3000 carts to be services at one time to one location, with staging area provided by the City, and per the description that shows on the general cooperative price list we have provided. Pricing for Assembly and Distribution services entered online for the 300 96 gallon carts is based on our fee of \$12,625.00 for any order under 3000 carts at once, and we realize that this is an extremely high "per cart price" and overall fee, but the fee represents our expenses involved to provide the service for small quantities. Furthermore, municipalities usually do not expect the service of Assembly and Distribution for such small quantities. The terms of this pricing:
 - Cart assembly and distribution based on dense delivery which every resident in the delivery area receives a cart.
 - Carts will be distributed on a route-by-route basis based on customer provided address list (CSV or Excel file) and route maps. All information must be provided 2 weeks prior to distribution start date.
 - Any inaccuracies to the customer provided list and route map may result in price increases and will be quoted accordingly.
 - Includes serial number and/ or RFID data capture of cart info to address listing.
 - A suitable work area for assembly (large, paved, secure and partially covered area) to be provided by customer that will adequately store the cart order during the project timeframe.

- Toter requests the customer's assistance in allowing the use of an onsite warehouse type forklift to unload trailers.
- Pricing is based on carts being assembled, delivered and/ or transferred within the service area.
- Quoting is contingent on a minimum delivery timeframe of 6 consecutive days, with deliveries occurring Monday – Saturday, and does not include unloading. Changes in timeframe is subject crew availability and may require adjustments in this quote or negotiation based on unforeseen circumstances beyond Toter or its contractor's control.
- Pricing is subject to adjustment or negotiation based on unforeseen circumstances beyond Toter or its contractor's control.
- Additional services available upon request and will be priced accordingly
- ✓ The In-Mold Label has been priced at a size of 8.125" x 10", in 4 colors. This is a popular size that fits the 96 and 64 gallon carts that are requested. We do have other sizes and prices for this lid marking on both 96 and 64 gallon carts and on other sizes of carts, and we are adept at providing solutions for this need by pricing upon request. We have included a chart showing availability of types and sizes of markings on our carts.
- ✓ Toter will deliver carts that are priced online and carts priced on our general cooperative price list as follows:
 - Up to 1 (one) to 3 (three) truckloads – within 30-45 calendar days after Purchase Order, Order Confirmation and Markings Approvals are approved in writing by the member and received in writing at Toter.
 - Over 3 (three) truckloads – since all roll carts are custom made, delivery timeframe will be determined at time of quotation based on cart design and scope of work of each member.
- ✓ Toter will perform Services such as Unloading, Assembly and Distribution of carts, etc. within the 90 days allowed, unless currently unknown member-desired Scopes of Work and/or large quantities require additional days to accomplish.

General Cooperative Price List – Toter has included a comprehensive listing of products, options and services available to all current and future members of the Council. We find that municipalities have varied needs and we have varied solutions to encompass those needs.

- ✓ The Cart pricing is priced as a cart with freight to include axle, plastic knobby wheels attached with pal nuts, lid and attachments, stop bar, cart body, and standard solid cart colors (listed in our proposal where required).
- ✓ The Cart Options pricing includes any add-ons for rubber or other wheels/attachment methods, markings, special colors and other features.
- ✓ The Cart Services pricing includes options for Unloading, Assembly and Distribution, and other options for recording serial numbers or scanning RFID tags during deliveries, applying stickers and other options. The base price for Assembly and Distribution has a description. Any services outside these pricings can be quoted for customers upon request. We have well over 30 years of extensive experience with all types of service provision and are adept at helping customers find a scope of work as a solution to service needs.

Price Adjustments – Please see attached "Price Adjustments" page from Toter to define the period pricing will be held firm for the first year of the contract, and our calculations and index for any adjustments after the first year. We are unable to hold pricing past the first year due to the volatility that occurs with the plastic/resin market. This approach to review pricing at annual intervals is accepted by municipalities, in large and small projects, and protects the customer as well as the bidder/manufacturer to prevent pricing higher than necessary, or lower than anticipated.



Toter, LLC's Response -

Capital Region Council of Governments – Capital Region Purchasing Council

Price Adjustments Procedure –

Toter, LLC agrees to hold pricing firm for the first year of the contract term. Plastic products prices will be reviewed by Toter annually thereafter, for resin pricing adjustment based on the resin index value at the time of review against the prior year's resin index value. If the resin index value has changed from the prior year's resin index value, Toter, LLC will adjust the corresponding product prices using the following Price Adjustment method (see below for example calculation). Toter will utilize the Plastics News resin index for LLDPE (Butene-1 comonomer Extrusion liner film, Annual volumes greater than 20 million pounds, Average). Our resin weights are as follows:

Body and Lid Resin Weights:

Models 79321/79221, 79324/79224 – 14.13 lbs.

Models 79332/79232 – 16.38 lbs

Model 79235 – 16.63 lbs

Models 79348, 79248 – 19.25 lbs

Model 79264 – 23.30 lbs

Model 79296 – 30.50 lbs

Lid Resin Weights:

Models 79321/79221, 79324/79224 – 2.13 lbs.

Models 79332/79232 – 2.13 lbs

Model 79235 – 2.13 lbs

Models 79348, 79248 – 3.00 lbs

Model 79264 – 3.30 lbs.

Model 79296 – 4.50 lbs

Price Adjustment Calculation:

- ✓ $\text{Current Resin Index Value} - \text{Prior Resin Index Value} = \text{Resin Index Value Change per (lb.)}$
- ✓ $\text{Resin Index Value Change per (lb.)} \times \text{Cart Weight} = \text{Resin Index Value Change}$
- ✓ $\text{Previous Cart Price} + \text{Resin Index Value Change} = \text{Adjusted Cart Price}$

Any price adjustments relating to plastic products will be made in accordance with plastics products costs based on Plastics News. See sample calculation here:

EXAMPLE OF ANNUAL RESIN PRICE ADJUSTMENT CALCULATIONS						
7/1/2017 Cart Price	7/1/2017 Resin Index Value	7/1/2018 Current Resin Index Value	Resin Index Value Change (lb.)	Cart Weight (lb.)	Resin Index Value Change	Cart Price Effective 8/1/2018
\$60.00	\$0.84	\$0.82	(\$0.02)	50	(\$1.00)	\$59.00

***Please Note:** Resin indices infrequently present a “Non-Market Adjustment (NMA)” anomaly, which does not represent a market price change. Since the NMA is an outlier to market costs of resin, the amount of the NMA will only stimulate a realignment of the index values (to a new range for price basis comparisons) and is not to be directly applied as an increase of resin costs for adjustments. (For example, a NMA of 10 cents/pound increase announced by the index will only cause a realignment of the index to a new price basis but will not cause Toter to increase pricing by 10 cents/pound.)

Please note that Toter, LLC would be pleased to discuss our variances, pricing, price adjustments, and any other issues, upon request. For this further communication, please contact:

Kellie K. Clark
Sr. Manager of Bids and Contracts
Toter, LLC
841 Meacham Road
Statesville, NC 28677
800-424-0422, Ext 9584
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THIS IS TOTER –

Toter, LLC is a Wastequip brand which is a manufacturer and marketer of high-quality plastic containers and related products, solely dedicated to the waste industry for residential, hauler, industrial, commercial and retail accounts. **We are dedicated to the waste industry, not manufacturing for any other industry.**

The Company has been in continuous operation since 1962, originally as a subsidiary of Rubbermaid Incorporated. Headquarters for Toter is in North Carolina, with five regional manufacturing/ distribution facilities within the following locations: Statesville, NC; Acuna, Mexico; and Del Rio, TX.



57 years at this!

Toter, LLC is the manufacturer of Toter carts. Our business has been in continuous operation since 1962 as a subsidiary of Rubbermaid Products. Organized as a private corporation April 21, 1983 as Applied Products, Inc. Our company changed our name to Toter Incorporated April 28, 1988, then to Toter, LLC in June of 2012.

In 2007, Toter was acquired by and operates as a subsidiary of Wastequip, LLC. **Wastequip is the largest waste equipment provider industry-wide – two (2) times larger!** Founded in 1989, Wastequip is the leading manufacturer of waste handling equipment in North America, specializing in products, systems and solutions to collect, store, transport, and manage a wide range of waste and recyclables. Wastequip is one of the few companies that manufactures a complete line of both steel and plastic waste handling equipment, recently acquiring Garbage Truck and Hoist manufacturer, Amrep. **Wastequip is the perfect place for one-stop sourcing!**

Toter is a 100% U.S. owned company, and the **largest plastic roll out cart rotational molder in North America.** Toter introduced the automated curbside cart system in North America during the late 1960's, and Toter carts are the #1 selling brand today. Toter is the leading supplier of wheeled, rollout carts (21-96 gallons) used for curbside automated waste, recycling, organics/yard waste by cities and government entities, as well as private waste haulers. We offer Organics Carts with a higher load rating (6.25 lbs per gallon versus the required ANSI Standard load ratings for carts at 3.5 lbs per gallon). And our Bear Tough Carts have a double-walled lid and steel-reinforced rim to withstand repeated clawing and chewing,



tested to withstand the wiles and vast strength of bears. We tell the toughest bears to grin and bear it!

Toter supplies **private haulers and recyclers** with cart fleets for collection services. We work with Recology, Casella, EDCO, Waste Pro, Santek, CR&R and more hauling/recycling companies varying in size; with resources readily in place for production, assembly, distribution to residents, cart maintenance and retired carts recycling services. We specialize in on-time detailed projects to set out carts to residential and commercial properties to meet municipal collection start/set dates and deadlines.

Toter also supplies containers in the **Retail Market** to Lowes Home Improvement Centers, The Home Depot, True Value, Ace Hardware, Do-It-Best Hardware, Wal-Mart, Amazon, Wayfair, Meijer Stores, and other retailers. Retail customers and individual buyers both find our retail products to out-last and out-task other products offered in stores.

ADVANCED ROTATIONAL MOLDING™ —

In 1994, Toter introduced its patented **Advanced Rotational Molding™** process which has revolutionized both the rotational molding and waste industry. With this new state-of-the-art manufacturing process, Toter molds intricate designs heretofore impossible for conventional rotomolders. Toter's "zero stress" molding technology offer important higher strength to weight ratios and durability advantages over "high stress" processes such as injection molding. Toter carts are different from others in the industry. During our molding process, molds are filled with a pre-measured amount of plastic micro-pellets, then moved into an oven to melt the plastic material while the machine rotates. This rotation in heat causes the plastic to coat the inside of the mold. This method does not require high-pressure hydraulic equipment to fill the mold, so no stress is introduced during the molding cycle (unlike stress created by injection molding). The mold is transferred to a cooling chamber to cure, where a microprocessor controls the cooling cycle to optimize impact strength and performance of the final product. After slowly cooling with air and water, the cart is removed from the mold to be trimmed, imprinted and assembled. Important products such as kayaks and bridge barriers are rotationally molded because both products must withstand impact, just like carts must bounce back when serviced by an automated arm, and especially in cold temperatures. Customers in extreme environments have proved that advantage. Many of our customers have tried injection molded carts and switched (or switched back) to our rotationally molded product due to the lowest lifecycle cost of our carts. Our molding process and material afford a 15-20+ year cart life expectancy, which in turn allows Toter to back our carts with a 12 year cart body warranty and 10 years on all other components.

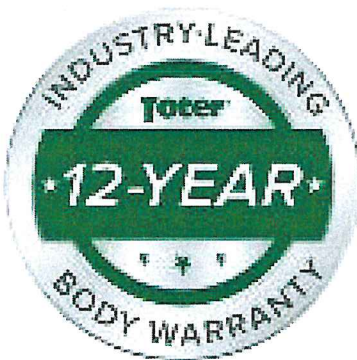
A few of our customers with **carts over 15-20+ years old** include are:

- **Macon, GA** - 132K carts over 43 years
- **Washington, DC** - 377K carts over 38 years
- **Visalia, CA** - 105K carts over 33 years
- **Salt Lake City, UT** - 259K carts over 32 years
- **Pasadena, CA** - 86K carts over 31 years
- **Statesville, NC** - 21K carts over 31 years
- **Winston-Salem, NC** - 214K carts over 29 years
- **Tucson, AZ** - 337K carts over 29 years
- **Dayton, OH** - 288K carts over 29 years
- **Austin, TX** - 775K carts over 28 years
- **Pensacola, FL** - 28K carts over 27 years
- **Des Moines, IA** - 189K carts over 22 years
- **Houston, TX** - 464K carts over 22 years
- **San Antonio, TX** - 1 million carts over 16 years
- **Montgomery County, MD** - 59K carts over 16 years
- **Fort Worth, TX** - 82K carts over 16 years
- **Vancouver, BC, Canada** - 232K carts over 15 years
- **Lauderdale County, FL** - 31K carts over 15 years



The list shows just a very few of our numerous customers. Reference information is available upon request.

UNIQUE 12-YEAR CART BODY WARRANTY AND LOWEST COST OF OWNERSHIP –



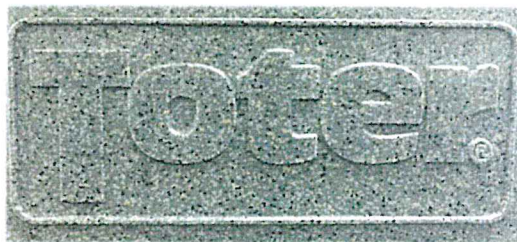
Our roll cart warranty **EXCEEDS INDUSTRY WARRANTY TERMS** with cart bodies covered by a unique and unprecedented 12 year non-prorated warranty (all other cart components have a 10 year non-prorated warranty) since early 2016. Because we Rotationally Mold our carts rather than injection molding them as others do, we have a proven life expectancy of 15 to 20+ years. Our 12 year body warranty avoids the premature replacement of the body, which is the part of the cart that the cart lifting device engages. This warranty is “putting our money where our mouth is.” We believe our customers will see a reduction in replacement cost of about \$7 to \$9 per cart over the first 12 years of service. As a result, all our roll cart customers obtain a currently unmatched warranty in the roll cart industry!

In addition to the above roll cart warranty, our Front Load Containers carry a 3 year container warranty (90 days for casters and non-plastic components). Toter’s warranty claim process for all products is available upon request.

Toter carts offer the City the lowest total cost of ownership. Toter carts are more durable and last significantly longer than competitors' carts. The City already has an inventory of parts and is familiar with the cart repairs and high performance. All of these advantages point to a product that will be environmentally friendly and highly sustainable in maintenance and lasting service.

INNOVATION - NOT JUST A PLASTIC CONTAINER –

We continue to be the first and only manufacturer to design roll carts that are truly **nestable/stackable when fully assembled** and “Ready to Roll”. Our customers realize savings in storage/inventory costs and experience savings in reduced number of replacement trips. Unlike injection molded carts that nest no more than 2 carts high because of protruding wheels, Toter carts can be stacked up to 6-8 carts high as they require fewer square feet. Toter carts can be delivered 3x more quickly than other brands by eliminating trips with more carts per load. Cities and haulers save between \$2-3 per cart in fuel, truck usage and labor expenses due to Toter's nestability feature. Injection molders often claim this feature, but offer wheels that pivot/slide, or even still need wheels attached.



Toter is the first container manufacturer to have introduced a new color option for the industry – **Granite color bodies.** This upscale look allows municipalities and haulers to provide a low cost, premium finish to highlight new automated container programs.

Our **48 gallon** size is often chosen for garbage, recycling or organics. A 64 gallon cart is 2/3 the volume of a 96 gallon cart, and many small quantity waste generators are stuck with 64 gallon carts that are still too big to meet their needs. The 48 gallon “half cart” matches the lower waste/recycling output of these customers. Lower handles (4.25” to 5” lower than our 64 gallon cart) makes tilting significantly easier for all users, including small and elderly residents, increasing user safety and reducing requests for exemption from rolling out carts to the curb.

Our roll carts feature a patented “**Rugged Rim®**” – with an upper rim engineered as a closed tubular design, similar to square steel tubing, for maximum strength during collection. The rim serves as a ledge on which the lid rests to create a tight seal between body and lid, and it strengthens the upper lift point and all sides of the cart body. The lid and rim together create a tight seal to keep odors in, not attracting vermin.



Toter carts and containers are an **environmentally sustainable** investment. Although our carts are the “World's Toughest Carts™”, and our carts last for 15-20+ years in active service life, Toter carts are 100% recyclable, supporting the recycling of retired carts for municipalities and sustainably closing the loop between new carts and retired carts with the recycling of retired carts, then molding back into new carts. As a leader in the environmental industry, we constantly strive to do our part in being both a good corporate citizen and a leader in new technology to improve our world. Fewer cart failures means fewer carts replaced to maintain a

perpetual cart system, reduced vehicle traffic for service, and fewer pounds of raw materials (plastic and steel) consumed. We are also proud to offer more carts from the factory per truckload than our competitors (often with a higher level of assembly from the factory). This will reduce the amount of deliveries needed to fulfill your orders. In short, a more sustainable program results, yielding a reduced impact on our environment.

In addition to our proven long service life and very low repair rate, key parts on Toter carts are **interchangeable** among our various cart sizes: sunburst wheels, stop bars, and lid hardware. This simplifies maintenance and reduces parts inventory/costs. We recognize the City's commitment to providing carts, parts, and services that will support the best cart for its citizens.

Toter provides **total cart fleet maintenance services**, and Toter is currently servicing the City of Fort Worth, TX with a maintenance program for its entire cart fleet. Maintenance service options available include, but are not limited to: repairs, cart washing, swapping one cart size for another, management of cart inventory, and recycling of unusable carts or components, with response time from 2 to 5 business days.

Besides roll carts, Toter has a complete line of **1, 2, 3 and 4 cubic yard plastic front load containers**. Each container features: steel rod reinforcement, ribbed bottom wear chimes, double-walled lift pockets, integrated bumpers, and more. These features afford customers with enhanced durability, maximum pocket strength, protection for longer life, and maximum space for custom signage. Our stackable design provides better truckload/shipment and storage efficiency and are even stackable/nestable when the container is fully assembled and ready for use!

Toter manufactures **Professional Products** – commercial, industrial and specialized superior containers. Product offerings include Two-Wheeled and Caster Carts, Organics, Medical Waste and Secure Document Management Carts with standard single-wall or rotationally molded double-wall lids for sealing off medical waste and organics (wet) materials, and for securing confidential documents. These containers may be towable for additional efficiency and safety in moving waste. Toter offers Atlas commercial-grade, large-capacity, Rugged Rim® cans with a detachable lid and are fitted for dollies to roll and move materials smoothly. Slimline Containers and Litter Containers provide effective, sustainable waste collection for industrial, commercial and institutional inside and outside applications – and are available in a wide range of styles for varied environments. Cube Trucks, Tilt Trucks, and Mobile Trucks are perfect for moving large, heavy materials and waste to its final destination for use or disposal. Many containers in this line are also towable for efficient and safe movement to final disposal areas. You will find these various products in hospitals, colleges/universities, research facilities, manufacturing industries, store environments, offices, public streets, malls, sports arenas, convention centers, gas stations and convenience stores, and practically anywhere you may venture!

Our Professional Products also include a comprehensive collection of commercial/industrial **mobile and stationary lift units**, to also include **truck mounted lifters** which are popular among

haulers for municipal roll-cart collection. All are designed for safety (meeting all applicable ANSI Standards for safety and dimensions), and the lifters simply make work safer and easier.

In short, our containers and accessories are always extremely flexible and impact-resistant, and easily handle the day-to-day abuse of waste collection. We promise that every cart, every can, and every product will be built for extreme toughness, extreme wear, and extreme purpose. They stand up to just about anything that's tossed in them – or at them! Choosing Toter means you will secure a partner you can depend on, now and in the future.

CUSTOMER SATISFACTION –

Toter knows well the importance of ongoing support and customer service which continues many years after carts are delivered. We pride ourselves on superior customer service and have significant experience servicing both large and small municipal and privately-owned accounts, multi-location organizations like The Home Depot, Lowes, Walmart, True Value, Ace, Do-It Best, Amazon, Wayfair, Meijer, and other retail entities. Our extensive customer base demands rigorous, just-in-time delivery performance and responsive customer service.

We believe, simply stated, that our commitment to preventing issues is the key to satisfied customers. We want all customers to have a great experience with our products – from their first contact with us all the way through product delivery. As such, we have adopted the following customer service credo:

Commitment -

- ✓ We will treat all customers with respect (regardless of size)
- ✓ We will follow up with you upon receipt of your order to ensure satisfaction
- ✓ We will resolve any issues quickly

Support:

- ✓ We will provide a dedicated Customer Service Satisfaction (CSS) specialist for each participating member
- ✓ We will respond quickly on quotes (same-day response in most cases)
- ✓ We will provide an order confirmation (within 24-48 hours)
- ✓ We will call you with shipping & delivery information and provide early notification should there be any issues with your order

The City will be assigned a dedicated Customer Satisfaction Specialist (CSS). All CSSs are cross-trained on this contract and they will be available for back-up and high-volume situations. The CSS team is managed by Toter's Customer Service Supervisor, on-site with CSSs at Toter headquarters and available to help in any situation. CSSs handle customer needs prior to, during, and after orders are placed with our company. Routine services include assisting with customer choices, quoting, entering orders, obtaining customer approvals on custom markings and features, constant order tracking with production and traffic departments, handling intricate detail on large and small orders/projects and situations such as drop shipments and timing of shipments, and problem solving when order issues arise and when technical feedback is obtained.

In the field are Toter's Regional Sales Managers, industry experts ready to assist with municipal contract issues, unique product applications, and all other field service issues. They may also be responsible for reporting contract updates, as well as forecasting large projects, coordinating non-core program items, and general contract facilitation. Toter's Team of Regional Managers throughout the United States, Canada and other territories, will be responsible in the field for this contract, providing back-up to each other in emergency situations.

Toter's executive level will ensure that long term strategic partner issues such as ongoing cost reductions and new product innovations are pursued aggressively.

TOTER'S QUALITY PROCESS –

Toter, LLC is committed to providing containers, products and services that meet or exceed the needs, expectations, and requirements of our customers. This is achieved through team work, the commitment by each employee to strive to meet Customer Needs, Business Objectives and the process of continuous improvement.

Below are examples of the Processes that are implemented throughout Toter to build great products.

1. Document & Record Control
2. Quality Control
 - a. Material Inspections
 - b. Internal Product Quality
 - c. Final Inspections
 - d. Manufacturing Control Plans
3. Corrective Action Plans
4. Preventative Action Plans
5. Non-Conforming Product Plan

Toter's Quality Process has made Toter products the premier choices for municipal solid waste and recycling departments and service providers, the American public who buys Toter Carts at Lowes, The Home Depot, Walmart, and many other leading retailers, plus industrial commercial and institutional housekeeping and maintenance managers.

Toter's subcontractors also adhere to quality and safety processes as required by the local, state/province, and federal (USA/Canada) levels.

Toter®

Built for Extremes™

We promise that every cart, every can, and every product that's yet to be designed will be built for extreme toughness, extreme wear, and extreme purpose.

Extreme Toughness

- Advanced Rotational Molding™ and Rugged Rim® for superior strength and durability

Extreme Wear

- Industry-leading 12-year warranty

Extreme Purpose

- Comfortable handle height and smooth-rolling wheels for easy maneuvering – even when completely full



Toter®

Built for Extremes™

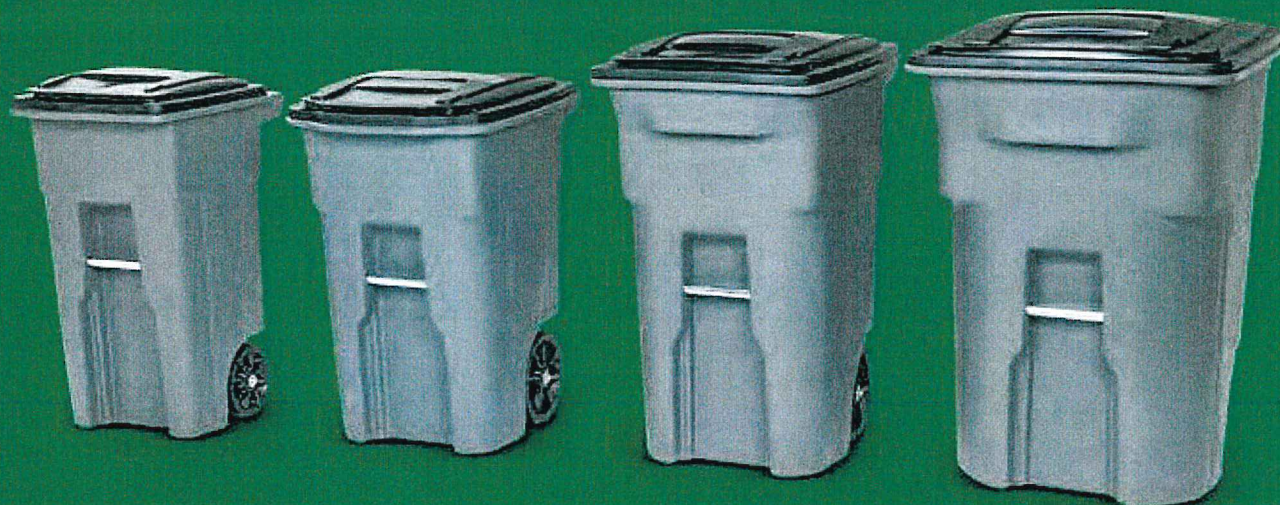
How Advanced Rotational Molding Makes Toter Carts Superior

Toter's engineers and designers developed a revolutionary breakthrough in rotational molding known as Advanced Rotational Molding™ to create the World's Toughest Carts™.

The process eliminates built-in stress, weakness, and brittleness associated with injection-molded products. In addition, Toter's use of medium density polyethylene (MDPE) is specifically engineered for toughness and high impact resistance. This results in a stronger cart than injection-molded carts made with high density polyethylene (HDPE), which is rigid, brittle, and offers poor impact resistance.

Advantages of Advanced Rotational Molding:

- Superior toughness and durability
- Single-piece product design – no seams
- Consistent wall thickness
- Stress-free, zero-pressure product
- Unique design and structural capabilities like Rugged Rim®, nestable when fully assembled, and granite finish
- UV stable
- Custom colors
- Corrosion- and chemical-resistant
- Ability to mold in graphics





Toter®

BUILT FOR EXTREMES™

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