



P.O. BOX 329  
WHITEWATER, WI 53190  
262-473-4700 • Fax: 262-473-6775  
www.johnsdisposal.com  
email: office@johnsdisposal.com

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## DISPOSAL SERVICE, INC.

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May 25, 2022

The City of West Allis  
Attn: Christopher Swanson  
Department of Public Works  
6300 W. McGeoch Ave.  
West Allis, WI 53219

Re: RFP #22-004

Dear City Council,

It has been a pleasure for our local family-owned and operated company to partner with the City for the processing of your recyclables for the past five years. Your drivers and our staff have worked closely to continue efficiently dumping and processing materials at our MRF.

Enclosed with this letter are two copies of the following:

1. Proposal Narrative
2. City Bid Forms
3. Supplemental Information
4. Insurance Certificate

If you have any questions about our submission, please do not hesitate to reach out to me directly at 262-473-4700 ext. 224. Thank you for the consideration of our proposal.

Sincerely,

A handwritten signature in blue ink, appearing to read "Nate Austin".

Nate Austin  
Municipal Accounts Manager



Whitewater & Franksville, WI

## **PROPOSAL FOR RECYCLE & MATERIAL PROCESSING #22-004**

Prepared for:  
The City of West Allis  
Attn: Christopher Swanson  
6300 W McGeoch Ave.  
West Allis, WI 53219

Prepared by:  
Nate Austin, Municipal Account Manager  
Johns Disposal Service, Inc.  
7311 Omega Circle  
Franksville, WI 53126  
262-473-4700

May 25, 2022

## **BACKGROUND**

John Jongetjes founded Johns Pick-Up Service in 1969. The business incorporated in 1992 as Johns Disposal Service, Inc. The Jongetjes family continues to own and operate the company. Cities, towns and villages are serviced in Dane, Kenosha, Jefferson, Milwaukee, Racine, Rock, Walworth and Waukesha counties. This growth is due to the commitment to provide the highest quality service and our inclusive recycling program. Johns Disposal has been processing single stream recycling for the past 15 years.

## **COMPANY FACILITIES**

Company facilities located in Whitewater at 107 Hwy U in Jefferson County:

- Fully staffed office, locally operated call center, terminal for collection vehicles
- 20,000 square foot Single-Stream recycle processing facility

Company facilities located in Norway at 7311 Omega Circle in Racine County:

- Fully staffed office, terminal for collection vehicles
- 57,000 square foot Single-Stream recycle processing facility

Company facilities located in Brookfield at 20820 Gumina Road in Waukesha County:

- Terminal for collection vehicles

## **LEADERSHIP TEAM**

Johns currently provides over 225 full time positions. The credit for our success goes to our dedicated, hardworking employees. We are proud of the job that they do for our customers.

The officers/managers of our corporation are as follows:

President	Brian Jongetjes	Employed since 1980
Vice President	Ron Jongetjes	Employed since 1982
General Manager	Dan Jongetjes	Employed since 2004
Project Manager	Sarah Jongetjes	Employed since 2014
CFO	Duane Schuab, CPA	Employed since 2012
Commercial Sales Manager	Wayne Arnold	Employed since 1989
Route/Driver Manager	Dennis Hebbe	Employed since 2009
Route/Driver Manager	Matt Jensen	Employed since 1994
Safety Manager	Brent Flikkema	Employed since 1995
Fleet Manager	Mike Redenius	Employed since 1996
Municipal Account Manager	Nate Austin	Employed since 2015

## EXPERIENCE

Johns Disposal has been in the recycle processing business since the mid 90's. We implemented our first single-stream processing system in our Whitewater facility in 2000. In 2012 we added a second single-stream processing facility in Racine County. Our Franksville facility is approximately fifteen miles from West Allis. Being invested in recycle processing for 20+ years demonstrates our commitment, expertise and passion for the processing business.

In addition to processing the City of West Allis' recycling currently, Johns also provides similar services for: City of Beloit, City of Racine, City of Janesville, Village of West Milwaukee, Village of Greendale, and the City of Watertown. Each of these communities' direct haul to our processing facilities with City-owned trucks. We understand the importance of providing efficiencies, which will allow trucks to maneuver through our facilities in a timely manner. We work to communicate with municipalities regarding audits of materials and monthly tonnage reporting.

Johns Disposal also processes single stream recycling for national haulers such as Waste Management, Waste Connections, and Green for Life (GFL).

## SAFETY

Johns Disposal is committed to safety. We realize that the success of our business begins with safety. A safe workplace includes a diverse range of factors such as regular employee training, vehicle maintenance and vehicle safe technology.

## REFERENCES

### **1. The City of Racine**

Contact: Ron Pritzlaff – Assistant commissioner of Public Works (262) 636-9123  
History: Jan 2013 – Present  
Description: City delivered single-stream recycling to our Franksville facility  
Address: 730 Washington Avenue, Racine WI 53403

### **2. The City of Janesville**

Contact: Maggie Darr, Operations Director (608) 755-3114  
History: 2015 – Present  
Description: City delivers single-stream recycling to our Whitewater facility  
Address: 18 N. Jackson St., Janesville, WI 53547

### **3. The City of Beloit**

Contact: Timothy Drager – Solid Waste & Safety Supervisor (608) 364-2929  
History: 2014 – Present  
Description: City delivers single-stream recycling to our Whitewater facility  
Address: 2351 Springbrook Ct., Beloit, WI 53511

## OPERATIONS PLAN

### **1. Receiving Materials**

Materials will be received at our Franksville location: 7311 Omega Circle, Franksville WI in Racine County – approximately fifteen miles from West Allis Public Works Dept.

### **2. Material Processing**

Single-stream recyclable materials are processed in a state of the art 50,000 square foot processing facility, complete with optical sorting, OCC screens, paper screens, glass cleaner and hand-sorted lines. Our Franksville MRF processes approximately 25 tons per hour.

### **3. Facility Scheduling**

Trucks will dump recyclables in the order of when they arrive at our MRF. Johns Disposal route trucks *give preference to our customers* and will wait to unload their trucks. Average time on site is less than 10 minutes.

### **4. Staffing & Training**

Johns Disposal currently provides over 230 full-time positions, including route managers, a call center, safety manager, and two operations supervisors. Training is handled by the operations supervisors on an as-needed basis.

### **5. Record Keeping & Reporting**

Monthly reports are created by our office staff and will be sent directly to the City. Our staff will work in conjunction with the City of West Allis in order to ensure complete accuracy and transparency of transported materials.

### **6. Residual Waste Removal**

Residue and refuse are removed in our processing facility at various points in the material processing line. Once separated and removed, we haul the waste to one of several nearby landfills.

### **7. Maintenance**

Several of our full-time staff members are responsible for the daily maintenance and preventative maintenance of our sorting equipment. When possible, all maintenance is performed during non-operating hours.

### **8. Permits & Approval**

Our staff is diligent in the maintenance and timely renewal of all necessary permits required for the daily operation of our facilities.

## ADDITIONAL DETAILS

**1. Listed below are accepted recycling materials:**

- a. Newspaper (ONP)
- b. Mixed paper, magazines, brown paper bags, non-corrugated cardboard
- c. Corrugated cardboard (OCC)
- d. Glass (clear, brown, and green) bottles and jars
- e. Aluminum
- f. Steel (or “tin”) cans including aerosol cans
- g. Plastic containers, numbers 1 - 7
- h. Mixed bulky rigid plastic containers

**2. Hours of operation accepting delivery of Single-Stream recycling material:**

Our Franksville facility is open Monday through Friday 6:45am to 5:00 pm. We maintain a mailbox system for early and late loads. Drivers must manually complete a weight ticket for loads dumped before or after hours. Our MRF is open for early loads at 5:00 am and for late loads until 9:00 pm Monday through Saturday.

**3. Period of contract:**

Should Johns Disposal be awarded the contract, we are proposing a 3-year contract with the option for up to five, one-year renewal terms.

## MATERIALS MARKETING

**1. Terms and rates for payment of recyclable material:**

Market value for each recoverable commingle material type will be based on the month’s first posted price using current high side commodity pricing from the following market index: [www.recyclingmarkets.net](http://www.recyclingmarkets.net). Container (plastic, aluminum, tin and metal) values based on Secondary Materials for Chicago (Midwest/Central) pricing.

**2. Fiber:**

Fiber (paper and cardboard) values will be based on the posted OBM PPI Pulp & Paper Week. High side of the Chicago (Midwest/Central) pricing will be applied. Johns Disposal’s processing facility produces a mixed paper grade.

**3. Glass:**

Glass values will be adjusted according to market value or cost. Currently at -\$16.00 per ton.

**4. Residual:**

Residuals include items placed in recycling such as garbage, other non-recyclable items and a small percentage of recyclable materials that are lost within the process. In the first contract year, residual disposal will be fixed at -\$42.50 per ton.

**5. 3-7 Plastics:**

Both 3-7 plastics and mixed bulky rigid plastic currently have little or no value. If markets change, resulting in a positive value for these plastics, Johns will rebate or charge the City based on current market value.

**6. Schedule for sharing of proceeds from sale of recycling material:**

Payments for each material type will be based on 80% of the value of the material according to each market index.

**7. Annual Increases:**

Processing, residual disposal and glass rate increases will occur once annually by up to CPI (Table 4. Consumer Price Index for All Urban Consumers [CPI-U]: Selected areas, all items index; Midwest – Size Class B/C).

**8. Direct Haul by City Trucks to Franksville MRF:**

Each month we will continue to create a revenue share schedule to determine the overall value of the material for the month. Payments of contract service fees shall be made by the City to Johns or by Johns to the City, depending on market values. Payments of contract service fees shall be made each month and shall be based upon full-month tonnage totals.

**9. Education & Promotion:**

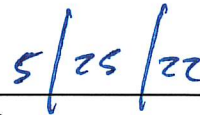
Johns will assist the City in their efforts to publicize and promote the recycling program and educate citizens regarding recycling. The City and Johns will review and approve promotional activities or information jointly.

**DIRECT HAUL**

We are proposing that the City continue to direct haul recyclables with route trucks, roll-offs and City-owned rear-load trucks to the Johns Disposal Franksville MRF. Transportation is not included in this proposal. The City will be responsible to transport recyclables in City trucks. Contract to be negotiated upon notice of official award.



\_\_\_\_\_  
Nate Austin – Municipal Account Manager



\_\_\_\_\_  
Date

FORM I

CITY OF WEST ALLIS PUBLIC WORKS  
PROPOSAL  
RFP # 22-004

DPW Inventory Division  
West Allis, Wisconsin

We hereby propose to furnish and deliver the following services, in accordance with City of West Allis specifications, at the following prices:

Processing Fee per ton: \$ 93.00

Contamination Handling Fee: \$ 0.00

Revenue Sharing Percentage: 80 % (City) 20 % (Contractor)

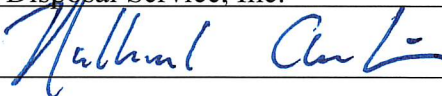
Tipping Fees: \$ 0.00

CPI(s) used: posted pricing (refer to pages 5 & 8 in proposal)

Date: 5/25/2022 Payment Terms: n/a % n/a days Net 30 days

Are credit card payments accepted? Service Fees for credit cards: 0.0%  
X yes          no

COMPANY NAME Johns Disposal Service, Inc.

AUTHORIZED SIGNATURE 

Nate Austin  
Type or Print Name

TITLE Municipal Account Manager

ADDRESS 7311 Omega Circle  
Franksville, WI 53126

TELEPHONE (262) 473 - 4700 FAX         

E-MAIL [nate@johnsdisposal.com](mailto:nate@johnsdisposal.com)



# FORM II

## Supplemental Information

# PPI Pulp & Paper Week

Monthly Recovered Paper Prices

Yellow Sheet

## PRICE WATCH: Recovered Paper - Domestic

April 5, 2022

US\$ per short ton for open market purchases by mills, FOB seller's dock, for delivery this month. (Further specifications below.)

Incorporating Official Board Markets

	Northeast						LA-SF		
	New England	New York	Buffalo	Midwest (Chicago) <sup>1</sup>	Southeast <sup>1</sup>	Southwest <sup>1</sup>	LA	SF	Pacific NW <sup>2</sup>
<b>MIXED PAPER</b>									
Mixed Paper (54)	75 - 80 (+0)	75 - 80 (+0)	75 - 80 (+0)	85 - 90 (+0)	70 - 75 (+0)	75 - 80 (+0)	50 - 55 (-5)	45 - 50 (-5)	35 - 40 (-5)
<b>BROWN GRADES</b>									
Boxb cutt (4) - OBM*	120 - 130 (+0)	115 - 125 (+0)	115 - 125 (+0)	130 - 140 (+0)	105 - 115 (-5)	125 - 135 (-5)	65 - 70 (-5)	55 - 60 (-5)	65 - 70 (-5)
OCC (11) - OBM*	135 - 145 (+0)	135 - 145 (+0)	135 - 145 (+0)	150 - 160 (+0)	140 - 150 (-5)	145 - 155 (-5)	85 - 90 (-5)	75 - 80 (-5)	90 - 100 (-5)
DLK (13) - OBM*		160 - 170 (+0)		175 - 185 (+0)	175 - 185 (-5)	175 - 185 (-5)	95 - 105 (-10)	90 - 100 (-5)	100 - 110 (-5)
<b>GROUNDWOOD</b>									
Sorted Residential Papers & News (56) *	100 - 110 (+0)	100 - 110 (+0)	100 - 110 (+0)	120 - 130 (+0)	115 - 125 (+0)	105 - 115 (+0)	75 - 80 (+0)	65 - 70 (+0)	60 - 65 (+0)

## RECYCLINGMARKETS.NET

GREEN WATCHLIST

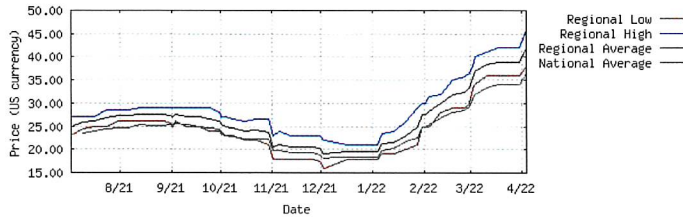
**GENERATE  
ULTRA CLEAN  
MATERIAL GRADES!**

**WATCH NOW!**

Home
Secondary Materials Pricing
Secondary Fiber Pricing
About Us
Membership Options

### CHICAGO (Midwest / Central) Plastics PET (Baled, ¢/lb, picked up)

#### Pricing History



Effective January 10, 2020 - LOS ANGELES (Southwest USA region):  
 - PET - Bottle Bill / Deposit prices for this region moved to PET Premium line  
 - PET Curbside Grade B in CA prices moved to PET (Baled, cents/lb, picked up) line

Date	Regional Low Price	Regional High Price	Regional Average	National Average
04-Apr-22	38.00	46.00	42.00	36.52
31-Mar-22	36.00	42.00	39.00	34.08
28-Mar-22	36.00	42.00	39.00	34.08
25-Mar-22	36.00	42.00	39.00	34.08
18-Mar-22	36.00	42.00	39.00	33.97
11-Mar-22	36.00	41.00	38.50	33.42
04-Mar-22	34.00	40.00	37.00	31.81
02-Mar-22	33.00	38.00	35.50	30.94
28-Feb-22	30.00	36.50	33.25	29.16

# PROOF OF INSURANCE



## CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
05/20/2022

**THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.**

**IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).**

<b>PRODUCER</b> Johannesen Farrar, Inc. 512 E. Walworth Avenue P.O. Box 347 Delavan WI 53115	<b>CONTACT NAME:</b> Kelly Brockwell <b>PHONE (A/C, No, Ext):</b> (262) 728-2631 <b>FAX (A/C, No):</b> (262) 728-2312 <b>E-MAIL ADDRESS:</b> KellyB@JFInsurance.com																					
<b>INSURED</b> John's Disposal Service Inc, Basura, LLC 7311 Omega Circle Franksville WI 53126	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th colspan="2" style="text-align: center;">INSURER(S) AFFORDING COVERAGE</th> <th style="text-align: center;">NAIC #</th> </tr> </thead> <tbody> <tr> <td style="width: 80%;">INSURER A:</td> <td>West Bend Mutual Insurance</td> <td style="text-align: center;">15350</td> </tr> <tr> <td>INSURER B:</td> <td></td> <td></td> </tr> <tr> <td>INSURER C:</td> <td></td> <td></td> </tr> <tr> <td>INSURER D:</td> <td></td> <td></td> </tr> <tr> <td>INSURER E:</td> <td></td> <td></td> </tr> <tr> <td>INSURER F:</td> <td></td> <td></td> </tr> </tbody> </table>	INSURER(S) AFFORDING COVERAGE		NAIC #	INSURER A:	West Bend Mutual Insurance	15350	INSURER B:			INSURER C:			INSURER D:			INSURER E:			INSURER F:		
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**COVERAGES    CERTIFICATE NUMBER: CL21122902728    REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR  GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:		Y	A261281	01/01/2022	01/01/2023	EACH OCCURRENCE § 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) § 300,000 MED EXP (Any one person) § 5,000 PERSONAL & ADV INJURY § 1,000,000 GENERAL AGGREGATE § 2,000,000 PRODUCTS - COMPI/OP AGG § 2,000,000 §
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input checked="" type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY <input type="checkbox"/> OTHER:		Y	A261281	01/01/2022	01/01/2023	COMBINED SINGLE LIMIT (Ea accident) § 1,000,000 BODILY INJURY (Per person) § BODILY INJURY (Per accident) § PROPERTY DAMAGE (Per accident) § §
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED      RETENTION \$		Y	A261281	01/01/2022	01/01/2023	EACH OCCURRENCE § 5,000,000 AGGREGATE § 5,000,000 §
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N Y	N/A	A448516	01/01/2022	01/01/2023	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT § 100,000 E.L. DISEASE - EA EMPLOYEE § 100,000 E.L. DISEASE - POLICY LIMIT § 500,000

**DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)**  
 The City of West Allis, its officers (elected and appointed), employees, agents and volunteers are included as additional insured for General Liability and Automobile liability on a primary and non-contributory basis. A waiver of subrogation is afforded on behalf of the additional insureds on the General Liability, Auto and Workers Compensation policies. Umbrella follows form. The policy provides a 30-day notice of cancellation.

<b>CERTIFICATE HOLDER</b>  City of West Allis 6300 W. McGeoch Ave.  West Allis WI 53219	<b>CANCELLATION</b>  SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.  AUTHORIZED REPRESENTATIVE 
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