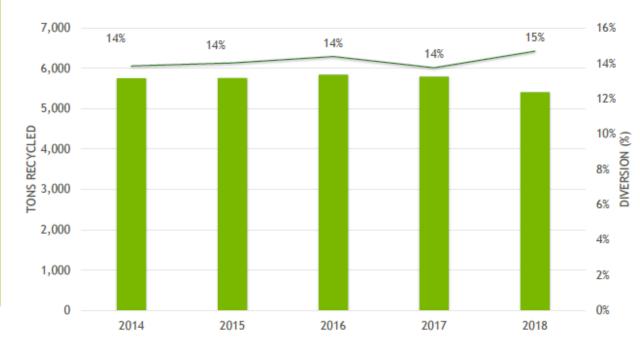


Sandy City Recycling Numbers

4,027 TONS RECYCLED IN 2018

TOTAL DIVERSION (%) GOES UP, WHILE TONNAGE GOES DOWN

RESIDENTIAL MATERIAL DIVERTED FROM LANDFILL ANNUALLY





Sandy City Recycling Numbers



An estimated 1,378 tons of trash were sent to be recycled in 2018. Sandy City can do better.



2018 AUDIT CONTAMINATION LEVEL

Sandy City Recycling Numbers

COLLECTED IN 2018 6000 5000 4000 3000 2000 1000 0 Jan Mar Jun Jul Oct 0 Nov Dec Feb Apr May Aug Sep ■ Contamination ■ Glass ■ Annual Leaf Pickup MSW Recycling

TONS OF RESIDENTIAL MATERIAL

11% AVERAGE DIVERSION VOLUME INCREASES



TANGIBLE BENEFITS

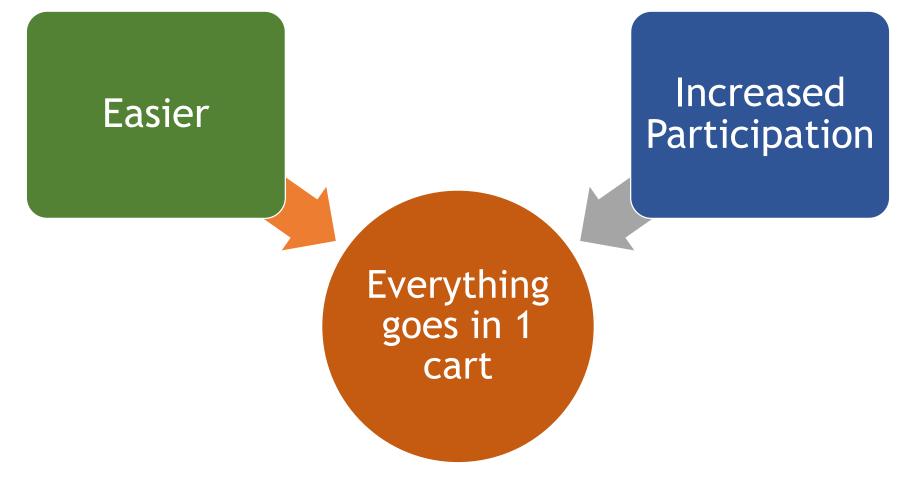
Recycling 4,027 tons in 2018 in Sandy City made an impact.

THINK GREEN \rightarrow





Why use "Single Stream Recycling?"





Acceptable Materials

- Cardboard & Paperboard (e.g. cereal boxes)
- Paper (printed, writing paper, mail)
- Plastic Bottles & Containers (Clean, Empty & Dry)
- All Metal Bottles & Cans (Steel & Aluminum)











Common Contaminants ... No No No's

NO Bagged Recyclables



NO Garden Hoses, Rope, Leashes, Wire & String



NO Cups with Plastic or Wax Coating





NO Plastic Bags



NO Dirty Diapers



NO Plastic Wraps & Film



NO Flexible Packaging



NO Polystyrene Foam & Plastic



Single Stream = Contamination





Current State of the Market



In 2017, over 25% of world's recyclables were imported by China, including >50% of paper & plastics. Today <2% of mixed paper goes to China with ~70K tpm believed to be landfilled



China's new import policies banning materials & limiting contamination have global impacts on recycling programs in communities across US



Operation Blue Sky = screening effort at China's ports to inspect loads, enforce material bans & 0.5% contamination limit



The reduction of China's markets resulted in oversupply of commodities & depressed commodity pricing. Supply is high & commodity pricing low



Cities are being forced to carefully examine their recycling programs, making difficult decisions about their rates and materials



Consumers still want to recycle and recognize its environmental value, but the economics have evolved



Increasing Contamination

The average contamination across the <u>United States is over 28%</u>

- More Contamination = Increased Labor Costs
 - ✓ Locally the MRF has had to add extra people per shift to meet new contamination reduction levels
- More Contamination = Less Recycling Materials per Load
 - ✓ We must pay to dispose of the trash



.5% = 10 pounds of contamination in a ton of recyclables (China threshold)





WM's Response to New Mandates

- WM continues to move commodities, although at lower prices and to a broad variety of vendors across the globe:
 - ✓ Our primary goal is to move material avoiding landfilling/warehousing
 - ✓ Plastic is moving to domestic buyers
 - ✓ Paper is moving to domestic mills, and to India, Vietnam, Malaysia, and South Korea
 - $\checkmark\,$ Explore, partner and develop recycle technologies
- Pricing and markets are likely to continue to be extremely volatile in the next few years
 - Quality will impact pricing and movement. Quality, quality, quality is important.
- WM has not dropped material from its curbside recycling programs
 - There are some cities/recyclers have dropped mixed plastics from their programs



What has this meant for Sandy?

- We put forth an educational campaign to reduce contamination and educate customers on the "do's and don'ts" of recycling
 - Waste Management MRF tours
 - Flyers "Mailer last May"
 - Facebook Live Videos
 - Recycle Often Recycle Right
- We are asking our communities to help us in this endeavor, through education sharing and cost sharing.
- Our message is "When in doubt, throw it out."

We will continue to work with customers to improve quality at the curb, and to diversify end markets.



It's time to get back to the basics of good recycling.



Recycle empty plastic bottles, cans, paper and cardboard.



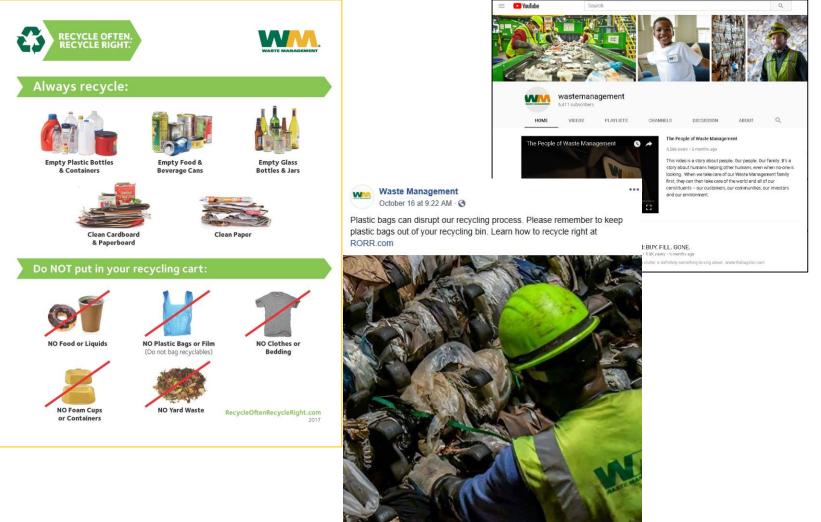
Keep food and liquid out of your recycling.



Empty recyclables directly into your cart. NO bagged recyclables. Return plastic bags to a local grocer.



Social Media & Bill Insert Outreach





Tagging Contaminated Carts

CONTAMINATION NOTICE

NOTIFICACIÓN DE CONTAMINACIÓN

Account Address Dirección de la cuenta:		
Date Fecho:		
Your recycling container is determined to be contaminated with		
materials that are not ac	cepted in the recycling program:	
Se ha determinado que s	u contenedor de reciclaje está contaminado	
con materiales que no so	n aceptados en el programa de reciclaje:	
Plattic Bags & Meterials in Plattic Bags atmic de plattory residure bolars de plattory [Clothing & Textilles] Rigory tettide	Furniture & Carpet audiery director fords or Liquids Amenics hydro fords fords or Choc more angles to moloce apple	
contamination charge.	ntaminado, pero fue recolectado. Es probable que	
up by a trash truck. Ye of handling the contar	bstantially contaminated and had to be picked ou may receive an additional charge as a result nination. ontundentemente contaminado y tuvo que ser	
recogido por un camión	ontantoentermente contantinado y covo que ser de residuos sólidos. Es probable que reciba un ranejo de la cantaminación.	
If you have any addi	tional questions about what can	
	d, please visit www.RORR.com	
Si tiene preguntas adio recidar, visite por favo	ionales sobre lo que se puede o no r www.RORR.com	
	ake sure to sort your recyclables accordingly. Recycling ated if they include solid waste (trash), organic/yard waste naterials.	
Política de contaminación		
corresponda. Los contenedores de re	rgos, asegúrese de clasificar sus materiales reciclables según ciclaje se consideran contaminados si contienen residuos sólidos de jardín u otros materiales no reciclables.	

#recycling101

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CONTAMINATION NOTICE

NOTIFICACIÓN DE CONTAMINACIÓN

Da	te Fecha:
You	r recycling container is determined to be contaminated with
mat	terials that are not accepted in the recycling program:
Se	ha determinado que su contenedor de reciclaje está contaminad
соп	materiales que no son aceptados en el programa de reciclaje:
	Your container was contaminated but collected. You
	may receive a contamination charge. Su contenedor estaba
	contaminado, pero fue recolectado. Es probable que reciba un cargo
	por contaminación
_	Varia and a language of the test in the sector is a tool
	Your container was substantially contaminated
	and had to be picked up by a trash truck. You may
	receive an additional charge as a result of handling
	the contamination. Su contened or establa contundentemente
	contaminado y tuvo que ser recogido por un camión de residuos
	sólidos. Es probable que reciba un cargo adicional por el manejo de la
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	sdildos. Es probable que recibo un cargo adicional por el manejo de la contaminación
and	sólidos. Es probable que reciba un cargo adicional por el manejo de la cortaminación
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and Sit rec Cont To av conta mate Politi Para	sólidos. Es probable que reciba un cargo adicional por el manejo de la contaminación.

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#recycling101





Your recycling has garbage in it. Hay basura en su reciclaje.

We found one or more of the following items: Encontramos uno o más de los siguientes artículos:

- Recyclables bagged in plastic bags Artículos recidables en bolsas de plástico
- Loose plastic bags Bolsas de plástico sueltas
- Dirty/wet items (like food and liquids left in your recycling) Artículos mojados y/o sucios (no deje alimentos o líquidos en sus artículos recidables)
- Non-recyclable items (like garden hoses or propane tanks) Artículos no reciclables (como mangueras de jardin o tangues de gas propano)
- Other Otro:

When in doubt, leave it out. Si tiene alguna duda, déjelo afuera.

Your Waste Management Driver - Su conductor de Waste Management

- recycling. Please keep garbage out to avoid service interruptions or penalties. Como cortesía, recalectamos su recidaje. Por favor mantenga la basura fuera para prevenir interrupciones de servicio o penalizaciones en el futuro
- As a courtesy, we picked up your We had to leave your recycling behind. Please sort out the garbage and we'll try again on your next service day. No pudimos recolectar su recidaje. Por favor saque la basura y trataremos de nuevo el práximo día de servicio

Customer Service Servicio al Cliente	661-947-7197
Please tear here - Por fovor recorte esto sección	
ADDRESS DIRECCIÓN	
DRIVER CONDUCTOR	
ROUTE # NO. DE RUTA	DATE FECHA



THINK GREEN[®]

Why WM Continues To Be the Right Partner Through This?



WM is a committed partner, creating shared value & long-term solutions for our customers



WM is the only company that has invested in a national, comprehensive, turn-key education program



WM provides security, stability & peace of mind



WM is committed to single-stream recycling, WM Utah received approval to build \$15 Million Dollar Recycling Facility



Waste Management Resources





Recycle all my empty bottles, cans, and paper.



Keep foods and liquids out of my recycling.



Keep plastic bags out of my recycling.

