



Town of Kingsville  
2120 Division Road North  
Kingsville, Ontario N9Y 2Y9

June 29, 2020

Attention: Mr. Shaun Martinho  
Manager of Public Works

**Re: Extension of Existing Residential Waste Collection Contract**

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WDS has been providing efficient, cost-effective collection of residential waste to the Town of Kingsville for over twenty years. We are proposing to extend the existing contract which expires at the end of the year under the following conditions:

1. Term – 5 years – secured by a 100% performance bond
2. Initial price increase – 8.0%. This increase is necessary to maintain the current level of service. Costs have increased at rates beyond what is covered by the annual escalator clause which is based on the C.P.I. – Consumer Price Index. These include the increased costs related to the strong US dollar both for replacement trucks and parts and increased labour and benefit costs through a strong demand for qualified drivers.
3. Annual price increases will remain in accordance with the CPI and house counts.
4. The cost of the collection of yard waste will be included in the overall cost.

**Rates**

1. Current rate - \$58.90 per household per year and \$210.11 per commercial establishment per year.
2. New rate with an 8% increase to start January 1, 2021 - \$63.61 per household per year and \$226.92 per commercial establishment per year.
3. Yard waste – 17 urban collections per year - \$0.55 per household per collection resulting in a total cost of \$4,737.15 per collection x 17 = \$80,531.55 per year or \$9.35 per household per year.
4. Total cost per household per year = \$63.61 + \$9.35 = \$72.96

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2700 Deziel Dr.  
Windsor, Ont. N8W 5H8  
Tel: (519) 944-8009  
Fax: (519) 944-1124

**ISO 14001**  
First Registered  
Waste Company in Canada  
[www.wds-group.com](http://www.wds-group.com)

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Mike Coulson  
General Manager  
Tel: 519.944.0880 ext. 237  
[mcoulson@wds-group.com](mailto:mcoulson@wds-group.com)

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WINDSOR DISPOSAL SERVICES LTD.

2020 - Current Cost

	Units	Rate	Total
Residential	8,613	58.90	507305.70
Commercial	80	210.11	16808.80
Yard Waste - Estimate 750 tonnes	750	74.94	56205.00
			580319.50

2021 - Proposed Cost

	Units	Rate	Total
Residential	8,613	63.61	547872.93
Commercial	80	226.92	18153.60
Yard Waste - no limit on tons	8,613	9.35	80531.55
			646558.08

Increase - \$66,238.58

<b>Option #1</b>					
Start Jan/21		8% increase year 1 plus CPI at years 2,3,4,5			
8%					
2021	2022	2023	2024	2025	
646,558.08	646,558.08	646,558.08	646,558.08	646,558.08	

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**Option #2 – Spread increase over 5 years at 2.5 % per year**

**2020 - Current Cost –  
With Increase in Yard  
Waste Collection**

	Units	Rate	Total
Residential	8,613	58.90	507305.70
Commercial	80	210.11	16808.80
Yard Waste - no limit on tonnes			80531.55
			604646.05

<b>Option #2</b>					
Start Jan/21		2.5% plus CPI			
2.50%	2.50%	2.50%	2.50%	2.50%	
2021	2022	2023	2024	2025	
617,748.91*	633,192.63	649,022.45	665,248.01	681,879.21	

\* Increase on residential and commercial only for first year

**5 Year Cost**

**Option #1 - \$3,232,790.40**

**Option#2 - \$3,247,091.21**

**Option #1 savings - \$14,300.81**

**We believe these modest increases are necessary to maintain the standards expected by the residents of Kingsville and we are willing to discuss in further detail at your convenience.**

**Yours truly  
GFL**

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