

*MEMORANDUM*

**TO:** DuBois City Council

**FROM:** Shawn Arbaugh *SA*

**RE:** Waste Management Request

**DATED:** November 6, 2024

The purpose of this memo is to present a request and proposal from Waste Management. They are requesting either a 7% increase in the commercial rates to take effect on December 1, 2024; or a 5% increase in commercial rates this year and an additional 5% increase in December 2025. In return for these increases Waste Management would provide free 96- or 32-gallon carts for all City residents. Additionally, they would drastically reduce dumpster overage charges on commercial dumpsters. I have included the correspondence for these request.



WM  
Capitol Area  
625 Cherrington Parkway  
Moon Township, PA 15108

October 29, 2024

City of DuBois  
Attn: Shawn Arbaugh  
16 W. Scribner Ave.  
DuBois, PA 15801

**RE: Pricing for Commercial Services in the City of DuBois**

Dear Shawn,

Waste Management of Pennsylvania, Inc. ("WM") appreciates our relationship with the City of DuBois, its residents, and businesses, and we look forward to strengthening this relationship, as we move forward.

Over the past several years, the U.S. economy experienced the unexpected adverse impacts of inflation caused in large part by an economy re-emerging from COVID-19. Like many other businesses, especially those in our industry, we are facing **increased costs** of doing business, and providing service. These costs include:

- Increased labor costs, as we continue to respond to disruptions surrounding the Covid pandemic. We take pride in offering our employees a living wage, and in a market where every company is vying for employees, we have made significant wage adjustments to ensure we are an employer of choice.
- Increases in fuel costs, insurance expenses, more rigorous requirements for truck emissions, and tougher federal and state regulations governing solid waste disposal.
- The average cost of our trucks has nearly doubled in price over the last several years.
- Supply chain disruptions on materials and equipment.

These are just a few of the realities we face today, and as a result, WM respectfully requests an annual price increase of 7% per commercial customer per month effective December 1, 2024, to allow us to better keep pace with operating costs to provide critical services in your community.

WM is as committed as ever to provide best-in-class service to the City of DuBois and our customers. We appreciate your partnership as we address these unusual market conditions.

Please let me know if you have any questions or would like to discuss the request further. I look forward to hearing back on this matter.

Sincerely,

*Ralph Zoerner III*

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Senior Account Executive



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- Increased labor costs, as we continue to respond to disruptions surrounding the Covid pandemic. We take pride in offering our employees a living wage, and in a market where every company is vying for employees, we have made significant wage adjustments to ensure we are an employer of choice.
- Increases in fuel costs, insurance expenses, more rigorous requirements for truck emissions, and tougher federal and state regulations governing solid waste disposal.
- The average cost of our trucks has nearly doubled in price over the last several years.
- Supply chain disruptions on materials and equipment.

These are just a few of the realities we face today, and as a result, WM respectfully requests an annual price increase of 5% per commercial customer per month effective December 1, 2024, and an annual price increase of 5% per commercial customer per month effective December 1, 2025, to allow us to better keep pace with operating costs to provide critical services in your community.

WM is as committed as ever to provide best-in-class service to the City of Dubois and our customers. We appreciate your partnership as we address these unusual market conditions.

Please let me know if you have any questions or would like to discuss the request further. I look forward to hearing back on this matter.

Sincerely,

*Ralph Zoerner III*

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Senior Account Executive