JOHNS
DISPOSAL SERVICE, INC.

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The City of Stoughton
Brett Hebert – Director of Public Works
2439 County Hwy A
Stoughton, WI 53589

June 27, 2019

Re: 2020 Rates & Proposal

Dear City Council,

In the past these letters from Brian or myself have been an opportunity to celebrate successes in your community such as tons of recycling saved from the landfill or another year of successful collection. Unfortunately, for nearly two years, our family owned and operated company has been faced with the difficult reality of plummeting recycle values. Recycling revenue was once used to offset collection or landfill costs for your residents. Today, the cost to process and market your materials is more expensive than dumping in the landfill.

As a result of these unpredictable market changes over the past two years, we are requesting to increase your rates as follows:

SERVICE	2019	2020 PROPOSED	$ INCREASE	% INCREASE
GARBAGE	$8.20	$8.20	$0.00	
RECYCLING	$3.25	$4.55	$1.30	
BULK	$1.65	$1.65	$0.00	
TOTAL	$13.10	$14.40	$1.30	9.9%

The above rates include a significant service level increase for your residents – specifically, a change to call-in bulk collection. Under this new program, residents will still receive the same contract limits and the same number of collections (up to 1 per unit, per month) but may now select their collection week and will no longer have to wait for the last collection of the month. Residents must now call to schedule. Additionally, Johns will now be able to service City-owned downtown cans twice per week at no cost to the City.

Sincerely,

Nathanael Austin

Nate Austin
Municipal Sales Manager