



May 13, 2013

Mr. Ray Raymond  
Livonia Public Schools  
15125 Farmington Road  
Livonia, MI 48152

Dear Mr. Raymond,

Waste Management (WM) and the Livonia Public Schools have enjoyed a long-term successful business relationship. WM is interested in extending our services for an additional two or three year term.

Your current average rate per cubic yard is \$1.77 with no fuel surcharge. We see many haulers, including WM, charging a monthly percentage based on fuel rates. Our current fuel surcharge is \$17%. WM does not pass this fee to Livonia Public Schools.

- WM absorbs all fuel fluctuations.
- WM waived the \$7.25 per container insurance fee for burnt cans, graffiti or damage to lids. WM currently swaps out all cans regardless of who damages at no additional charge.
- WM's recent Regulatory Cost Recover Charge is \$2.1% of total invoice to cover increase in regulatory costs associated with landfills, waste disposal taxes and over the road increase in taxes. WM will absorb this fee.

WM offers the following extensions offer with price increase caps to help stabilize your budget.

#### **Two-Year Extension**

Year One: 3.5% Price Adjustment  
Year Two: 3.5% Price Adjustment

#### **Three-Year Extension**

Year One: 3% Price Adjustment  
Year Two: 2.5% Price Adjustment  
Year Three: 2% Price Adjustment

WM has an educational web site, [www.thinkgreen.com](http://www.thinkgreen.com), with teacher and student resources, green learning activities and videos of a waste to energy facility, recycling center and more. WM would like to collaborate with LPS to promote the recycling program and this web site for additional resources.

We look forward to extending our services with Livonia Public Schools. Please contact me at 248-240-8000 or [cweihmil@wm.com](mailto:cweihmil@wm.com) to confirm services.

Sincerely,

A handwritten signature in black ink, appearing to read 'Carey Weihmiller', with a stylized flourish at the end.

Carey Weihmiller  
Sr. Education Solutions Representative