



# Blue Sky, Green Earth

A newsletter connecting Waste Pro and the municipal sector we serve



## President's Corner

In 2013 Waste Pro added 250,000 new customers. This brings our residential and commercial customer count to well over 2,000,000. Also, many of our customers take the time to send letters of recognition and recommendation. Our drivers and helpers are constantly praised for their positive attitude and for simply caring about a job well done. Our office teams, responding to questions or concerns, are also frequently praised for their ability to respond, not to simply pass it on.

An attitude like Waste Pro's does not happen by chance. Our culture is important and we spend time and money to empower our employees. Someone once said, "An organization will never be what employees are not". This is so true. I believe that Waste Pro's dedication to being the best service-based company in the industry has been the foundation for creating value, exhibited by our unusually high retention rate of employees and customers.

I am very proud of each and every one of our 2,600 employees and their commitment to deliver the high level of service our customers deserve.

*John*

John Jennings  
President & CEO, Waste Pro USA

## New CNG Facilities in Daytona, Palm Coast, and Jacksonville

At the end of last year, Waste Pro announced the opening of two Compressed Natural Gas (CNG) fueling facilities in Palm Coast and Daytona Beach, Florida and the construction start of a CNG complex in Jacksonville, Florida.

The Daytona and Palm Coast stations have the capacity to time-fill 26 CNG solid waste collection trucks, with expansion capabilities to fuel as many as 45 trucks simultaneously. With a slightly larger system, the Jacksonville location is able to time-fill 50 trucks, with the capability to expand to handle upwards of 80 trucks and is expected to be completed in early 2014.

Waste Pro's first compressed natural gas fueling facility officially opened its doors in



2012 in Ft. Pierce, FL, as the first phase of Waste Pro's \$100 million total investment towards the transition to the environmentally friendly and domestically available CNG fuel, which was announced in late 2012. Partnering with Waste Pro in the design and construction of these state of the art facilities were Mansfield Gas Equipment Services, J.R. Leonard Construction Company/CNG Services Group and Clean Energy.

## Waste Pro Expands Footprint in Deep South

Waste Pro broke into the Mississippi - Louisiana market in 2010 and has not looked back since. With several well timed and strategic acquisitions, along with competitive pricing and impeccable service, Waste Pro has continued the trend of expanding its service reach throughout the Deep South Region.

In 2013, approximately 35,000 new customers were added to Waste Pro in Mississippi cities including Natchez, Petal, and Grenada, along with Noxubee and Adams County. The increase in service coverage resulted in two new divisions being established, with one in Southaven, MS and the other in Greenwood, MS and an increase of revenue totaling more than three million dollars per year.



Leading the charge in this area are two of Mississippi's favorite natives, former NFL stand-outs, Sammy Winder and Deuce McAllister. Continuing the trend of separating Waste Pro from the competition, newly designed graphics were commissioned specifically for the service vehicles in this area, bearing the images of Winder and McAllister.

Municipal contracts are our speciality, representing over 70% of our business

# News Briefs

## Waste Pro Adds 250,000 Customers

The start of the New Year signaled the close to one of Waste Pro's most notable years. As word spreads concerning Waste Pro's commitment to community and quality service, the customer list continues to increase. Waste Pro saw residential customer increases across its Southeastern footprint, including several key cities and communities. With services delivered to more than 250,000 new customers, Waste Pro continues to display the "Distinguishable Difference" and welcomes these new communities to the Waste Pro family.

<b>Mississippi:</b>	Adams County Natchez Noxubee County Petal City of Grenada/Grenada County Shuqualak Jackson County* Ocean Springs* Pascagoula* Carthage*
<b>South Carolina:</b>	Charleston County Town of Port Royal
<b>Alabama:</b>	Shelby County Montevallo Foley*
<b>Georgia:</b>	Peachtree Corners Nicholson*
<b>Florida:</b>	Pembroke Pines Leon County Coral Springs Maitland Palm Beach County Lake County Tallahassee* Newberry* Jacksonville* Town of Loxahatchee Groves* Daytona Beach Shores* Port St. Lucie* Jasper* Crestview*

\*Denotes contract renewal

## Robert Allen Joins Waste Pro Municipal Team



In December of 2013, Waste Pro announced the addition of Robert W. Allen as Municipal Marketing Manager for North Carolina. Allen is based in Waste Pro's Regional Operations Facility in Concord.

Allen has a long history of government service and volunteerism, and recently completed four years of public service as a Councilman of Indian Trail, NC.

Born in Waynesboro, VA, currently a resident of Indian Trail, Allen is a member of the Centralina Council of Governments, which is comprised of 9 counties and focuses on regional development and best practices of local government.

## Waste Pro's Jimmie Moore Elected to Board of Trustees

The Lauderdale County Board of Supervisors has appointed Waste Pro Municipal Marketing Representative, Jimmie Moore, to the East Mississippi Community College Board of Trustees, through April of 2015.

East Mississippi Community College is a public community college serving six counties in East Central Mississippi, with its main campus located in Scooba, MS. An additional campus is located in Mayhew, MS, with extension centers at the Meridian Naval Air Station, the Columbus Air Force Base, and in West Point, MS.

Born and raised in Meridian, MS, Moore spent three years as the County Administrator for the Kemper County Board of Supervisors and his relationship with East Mississippi Community College is deeply rooted. He was the Chief Financial Officer of the institution for more than sixteen years.

## Waste Pro Recognized as Member of the Month in North Miami

In an event held in December in North Miami Beach, Waste Pro was honored by the North Miami Beach Chamber of Commerce as the Member of the Month. Additionally, Waste Pro was recognized for being an active Trustee Member of the organization and their continued partnerships with local businesses and organizations. The plaque was presented by Mayor George Vallejo and was accepted by Waste Pro Municipal Marketer, Guerlin Escar-Mangos.

*Guerlin Escar-Mangos, SE Florida Municipal Marketer and Mayor George Vallejo*



## Upcoming Events

- **Carolina Recycling Association**, March 31st – April 3rd, Asheville, NC
- **Association of County Commissioners of GA**, April 11th – April 13th, Savannah, GA
- **WASTE EXPO**, April 29th – May 1st, Atlanta, GA
- **AL League of Municipalities**, May 3rd - 6th, Mobile, AL
- **FL City/County Manager's Association**, May 28th – 30th, Orlando, FL

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