



July 23, 2010

Dear Valued Customer:

At Waste Management, we are committed to providing safe, reliable and professional services that meet your highest expectations. It is our pleasure to be your waste and recycling services provider.

In the past, Waste Management provided recycling services at no cost to your business. However, we will no longer be able to continue to provide this service free of charge. Approval has been obtained from the City of Del Mar to begin charging for commercial recycling service. The costs of collecting and separating the recyclable materials is significantly higher than the revenues that the sale of these materials brings in. Please note that Del Mar was the only city within San Diego County that was not charging for commercial recycling service.

Effective August 1, 2010, Waste Management will begin charging Del Mar commercial businesses for recycling services. This charge will be reflected on your September bill. The approved schedule of rates for commercial recycling service in Del Mar is enclosed for your reference.

Del Mar businesses have an outstanding track record for participating in the City's recycling program. By recycling, your business is helping the City of Del Mar achieve their green goals. Del Mar businesses that recycle also help the City comply with the State of California's AB 939 diversion requirements.

Recycling service is offered at a rate that is lower than trash service. If you believe you could benefit from a site evaluation to further streamline your services, which could include lowering your costs by reducing your trash through increased recycling, please contact us. Please note that if you elect to reduce or remove recycling services, you may need to increase your level of trash service.

Thank you for being our customer and we look forward to serving your waste and recycling needs well into the future. Please call if you have any questions or concerns. Customer service is available at 1(866) WM RECYCLE Monday through Friday from 8 a.m. to 5 p.m.

Sincerely,

A handwritten signature in black ink that reads 'Ken Ryan'.

Ken Ryan  
District Manager  
Waste Management of North County and Coast Waste Management

*From Everyday Collection to Environmental Protection, Think Green, Think Waste Management*



## SCHEDULE OF RATES FOR COMMERCIAL RECYCLING SERVICE

BIN SIZE	SERVICE FREQUENCY	RATE
3 yard	1x week	\$45.47
	2x week	\$82.49
	3x week	\$119.48
	4x week	\$156.47
	5x week	\$193.49
4 yard	1x week	\$50.42
	2x week	\$93.60
	3x week	\$136.79
	4x week	\$179.98
	5x week	\$223.17
5 yard	1x week	\$56.59
	2x week	\$105.95
	3x week	\$155.29
	4x week	\$204.65
	5x week	\$253.99
96 gallon cart	1x week	\$15.40
	2x week	\$30.80
	3x week	\$46.20
	4x week	\$61.60

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