

Vertical Integration of Trash Company into Resource Hauling and Recycling Firm



WARE DISPOSAL INC.

SERVING SOUTHERN CALIFORNIA SINCE 1968

WHO WE ARE

- × **Family Owned & Operated Since 1968**
- × **President & Owner Judith Ware makes us a W.B.E.**
- × **Waste Age Magazine Top 20 Haulers in California & 57th in the Nation**
- × **Second Largest Service Provider in Irvine, Costa Mesa Newport Beach**
- × **The Core of our work comes from providing excellent services in Non Exclusive areas of Southern California**
- × **Recently Selected as One of Seven Haulers in the City of Los Angeles to Receive an Exclusive Franchise Area.**
- × **We were also selected as the Commercial Hauler for the City of Monterey Park**
- × **We are a strong Mid-Size Company with Revenue growth from \$6 million in 1999 to \$28 Million today and projecting \$38 Million by 2018**
- × **Ware Disposal is very involved in all the communities we service Chamber of Commerce / Non Profits / Kid Works & School Charities**



WARE DISPOSAL

HAULER

- ✗ **Experienced Since 1968 with Exclusive & Non-Exclusive Franchises while achieving and maintaining over a 50% Diversion Rate for our Municipalities.**
- ✗ **Ware Disposal has Committed to Lessening our Carbon Foot Print by Purchasing a Fleet of CNG Service Vehicles:**
 - + **By using a Single CNG Service Vehicle we are reducing the emissions equal to removing 135 Cars from the road daily**
 - + **We have also installed our own CNG fueling station to Stabilize our rates to our Customers**
- ✗ **Ware Disposal Drivers are all Union Members in Good Standing, with Labor Agreements in place which helps rate stabilization**
- ✗ **We currently services over 20,000 customers on a weekly basis**
- ✗ **Ware Disposal has always been a Leader in Providing Services to Construction Companies which Generates 1000's of Tons of Good Resource Recycling Materials on an Annual Basis**
- ✗ **Ware Disposal is proud to Say that we have remained a Family Women Owned business through all the Multi-Nation Buy Outs of large Corporations over the Years**



WARE DISPOSAL

EDUCATION & OUTREACH PLAN

- ✘ **Recycling and Achieving Zero Waste Isn't Rocket Science but it starts with education and training people on how to be respectful of Mother Earth**
- ✘ **If the Customer isn't educated on what they need to do it will be an on going Struggle to reach Zero Waste -- that is why Education is so Important**
- ✘ **We need to Focus on how we can Improve Recycling from our Residents to our Commercial Business's and our Restaurants.**
- ✘ **Helping our Customers understand the Importance of Recycling and Diverting Valuable Material from Local Landfill's all while saving our Customers Money**
- ✘ **Ware Includes E&O materials printed out on our Invoices so we don't have to use additional paper product to inform our Customers of how to achieve a Higher Level of Recycling; but we do provide effective Printed Media, a very Informative Website, the e-Academy for Zero Waste, and Social Media**
- ✘ **We feel that Waste Audits are extremely Important in order for our Customers to Understand what should and shouldn't be going into their Waste Stream, and how they can prevent waste**



WARE DISPOSAL

VERTICAL INTEGRATION

- ✘ **Ware Disposal Maintains a 59% Diversion on Commercial Debris a 69% Diversion on Construction Debris all while Striving to achieve a 75% plus Diversion:**
 - + **Over 55% Diversion in Every Franchise**
 - + **Source Separation First**
 - + **A:B routing of all commercial waste**

- ✘ **Ware Operates our own Organics Recycling Program**
 - + **Residential green waste combined with food waste**
 - + **Mix food waste and green waste for biomass conversion**
 - + **Use our organics onsite as biofuel**

- ✘ **We have our own Materials Recovery Facility, Madison Materials which based in Santa Ana that processes Commercial, Construction, Food and Green Debris. Madison Materials has achieved an Overall Diversion Average of 73.65%**

- ✘ **We work with municipalities to help develop their own Zero Waste Plans**

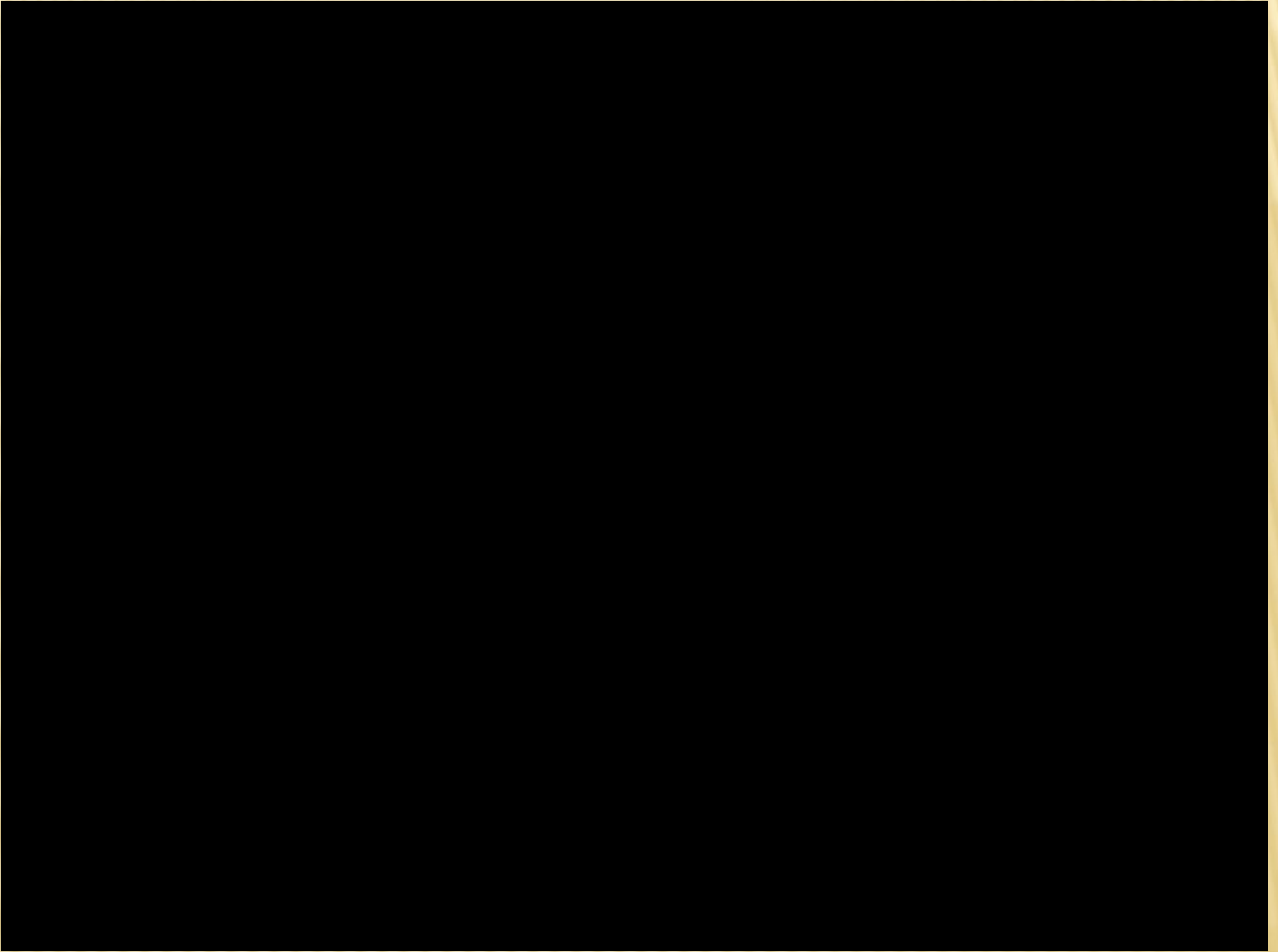
- ✘ **Our Fleet is 100% Clean-Fueled Vehicles to assure that our Residential, Commercial and other Customers stay Healthy and Safe**

- ✘ **Ware Disposal is one of few haulers that have won the State of California / Cal Recycles WRAP Award in 2011.**



WARE DISPOSAL

ORGANICS RECYCLING VIDEO



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QUESTIONS?

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See Us at Our Table!



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