

Gruetter Sanitary Service, Inc.

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December 28, 2017

My name is Vallerie Gruetter Hill, an owner of Gruetter Sanitary Service, and also the President of the Portland Haulers Association. Gruetter Sanitary Service is a second generation family owned garbage and recycling company serving Portland residents and businesses since 1951. I write this to tell you the story of my business and to ask for your support of the solid waste and recycling collection franchise renewal.

Our company was started by my hard working parents. My father was an emigrant to the United States, and through the hard work of he and my mother, they were able to build a successful small business which offered a needed public service and provided for their family. My brother and I are the second generation of this business.

I am a woman owner of a small hauler business. I have been privileged to continue building our company with my brother, through perseverance, long hours and customer purchases. In 1992, after arduous negotiations facilitated by the City of Portland with other haulers, we negotiated an equitable designated residential franchise area. As a small business owner, I wear numerous hats: management, administrative office duties, customer service, public relations and even roll carts assembly with occasional deliveries. My brother and I have followed the example demonstrated by our parents through steady work and stepping up to challenges. Our company has grown from one open truck for collection to six specialized trucks that pick up specific materials.

I'm proud of the partnership that we have formed with the City of Portland. We have been committed to implement and carry out the programs that have made the City of Portland a leader in the collection of garbage, recycling and compost. We have been able to safely and efficiently reach mutually agreed upon goals. Gruetter Sanitary Service has many grateful and appreciative customers. We have invested heavily monetarily and have made several changes to reach the City goals. The last 25 years have seen changes to equipment plus improved methods of sorting and collecting materials.

It is my hope that the City of Portland appreciates the successful partnership that has been formed with our company and the other haulers in the City of Portland. The franchise system has served the citizens of Portland well and has been a good vehicle to reaching waste, recycling and safety goals, as well as newer environmental goals of reduced greenhouse gas emissions through cleaner truck investments. In order to continue with this success, we must have a franchise renewal that will allow us to make the investments necessary to move into the future. Let's continue our relationship so we can achieve, improve and meet new goals for the citizens of Portland. Please support the renewal of this franchise system.

Thank you.

Vallerie Gruetter Hill



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December 28, 2017

My name is Brian Heiberg, my brother Bruce and I own and operate Heiberg Garbage and Recycling (HGR) here in Portland. We are a second generation family owned business, with the third generation joining our ranks as we look to the future.

Our parents purchased their first collection company in Portland in 1947. This year we are celebrating our 71st anniversary of providing garbage and recycling collection service to our customers here in Portland.

HGR grew and developed for some 45 years prior to the city's decision to franchise in 1992. At that time, we, along with the other haulers, worked with the City to develop a residential franchised garbage and recycling collection system that has evolved into the award winning program it is today.

HGR has worked closely with the city to help meet the solid waste, recycling and compost goals. We were a part of the pilot project to include food in the yard debris and change to every other week garbage collection. We increased automation collection and transitioned from cans to roll carts, we have gone above and beyond in the clean fleet program by investing in clean natural gas vehicles and also making a huge investment in a natural gas fueling station.

Through hard work, dedication, and continuous investment over many years, we have been able to grow our company and provide the quality service to our customers in a cost effective way that they deserve. This also allows us to expand and add our third generation of Heibergs, which includes my two nephews and niece, all of whom are working at HGR.

We are not a large company but by reaching out and approaching other companies we have been able to expand and grow over the years – for example, we negotiated the purchase of Cloudburst Recycling less than two years ago. We have grown from one truck and one employee to the family owned business we are today.

We are proud of the family wage jobs we are able to provide as well as the diversity of our work force and the quality of service our team provides to our customers. HGR will continue to provide employment opportunities for people of color and women, as we view that as a crucial aspect of our company culture. If you review the franchise diversity workforce data provided by Jeremy Hays, a Consultant hired by the City, you will see that the Portland Hauler workforce is already in line with Portland's total workforce, and we will continue to strive to increase our diversity.

We have worked tirelessly and cooperatively with the City and its consultants during this periodic franchise review. We cannot do the work we do without the renewal of the franchise, and we sincerely ask for your support. With renewal, we may continue to make the long term financial decisions and investments needed to upgrade our fleet to compressed natural gas and to improve the service we provide to the citizens of Portland.

Thank You.

Brian Heiberg,

Partner



Kahut City Sanitary Service, Inc.

dba City Sanitary Service

December 28, 2017

My name is Andy Kahut, I reside at 30906 S. Needy Rd. Canby, OR 97013. I write to share the story of our second-generation family-owned business, and to ask you to support the renewal of the City of Portland's residential solid waste and recycling collection franchise.

The majority of our company is women-owned: my mother, Nancy, is our Vice President and the co-founder of our companies; my sister, Pam, is our CFO and oversees all of our internal accounting, annual rate review process and customer service; my sister, Julie, is our CEO and manages our accounts payable, franchise fees, taxes and audits. Rounding out ownership, my brother, Ray, is our COO, heading up daily operations and human resources and I serve as the President. Together, we own City Sanitary Service here in Portland as well as three other collection companies, a processing center and a transfer station in Clackamas County.

My parents, Fred and Nancy Kahut, purchased their first single-truck collection route in 1967, right here in Portland. My father worked long hours growing his business and making many long-term relationships in the industry. He served on many solid waste and recycling organizations and committees in Portland and throughout Oregon. Through these relationships, he grew our business from one truck to over 50. We now serve over 30,000 residents and 2,000 businesses in the Portland-Metro-Tri County area. On January 1, 2018, we are purchasing Mel Deines Sanitary Service, Inc., which borders City Sanitary Service and holds a City of Portland solid waste and recycling collection franchise.

Growing up in the solid waste and recycling industry, as my family has, is unique. For example, we have always worked every holiday except Christmas and New Year's Day. Every Martin Luther King Jr. Day, Presidents' Day, Memorial Day, 4th of July, Labor Day, Veterans' Day and Thanksgiving were spent at work. This is who we are—service providers. Except for the occasional winter blizzard, we go to work and serve our customers. We wouldn't have it any other way.

We also own a regional processing center which includes both a Clean and Dirty MRF (a Material Recycling Facility that sorts recyclable materials from waste). In fact, in 1992, we received a call, late in the day, asking (more like begging) for our MRF to stay open for 24 hours for a few days as Portland haulers were overwhelmed with the start of curbside recycling and needed a place to empty recycling trucks throughout the night. Of course, we stayed open—this is a partnership—and, as you know, the program has grown into a national success.

We have always employed a diverse staff and many employees have worked their way through college and life. Some have gone on to become dentists, fire fighters, school teachers and ministers; others have stayed with us throughout their working lives. Early next year, we will retire a 42-year employee. We currently employ over 70 Oregonians in family wage jobs. We live here, work here, and spend our money here. As you can see, this franchise renewal is more than just our business, it is our life! We are all-in. We consider it an honor and privilege to work in Portland and we depend upon the renewal of our franchise to continue this great work!

Thank You!

Andy Kahut, President
Kahut Waste Services



December 28, 2017

Hello, my name is Dave Cargni, I am a stockholder who also serves on the Board of Directors as the Secretary and Treasurer of Portland Disposal & Recycling.

Portland Disposal & Recycling (PDR) is a family owned and operated business that dates back over 95 years servicing customers in the City of Portland. The company started in 1922 with the grandfather of one of our business partners picking up trash with a horse-drawn wagon. Today, we consist of seven principal owners that each have had a minimum of 38 years in the business. All of these owners have purchased routes and have made sacrifices both personally and financially to provide the best garbage and recycling service to the citizens of Portland. In keeping with diversity, our company currently has three women stockholders, one who is Vice President and office manager. Our CFO and operations manager is Hispanic.

Our company employs and supports 85 families from many diverse ethnicities, religions and genders. It is our goal to expand our workforce diversity and find creative way to reach out to potential employees. For example, we advertise job opportunities in our customer billings. We also offer commercial driver training to all new hires.

When the City of Portland decided to create a residential franchise system in 1992, the haulers worked together to help the City create an efficient collection system that has been a benefit to every citizen in Portland. Working together, we have provided a state-of-the-art recycling and garbage collection system.

Over the years, several haulers have sold their businesses and retired with the value of that business as their retirement; PDR has incurred risk and debt to purchase 13 residential routes and businesses in the past 26 years. The businesses that PDR and others purchased were owned by varying ethnicities, including four African American-owned companies (PDR bought two of those businesses) along with companies owned by people of German and Italian descent, among others. All were hard-working American families.

Our shareholders have risked everything they own to build this company and strongly support a renewal of the franchise agreement to allow us to continue to move forward and make the investments needed to meet the City's future needs and goals.

Sincerely,

Dave Cargni
Secretary & Treasurer

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December 28, 2017

Hello, my name is Carla Scheafer. Along with my brother, Steve Schwab, we own and operate Sunset Garbage Collection Inc. which is a third generation family-owned small business – we purchased it from our parents, who purchased it from our grandparents. We've been doing business in Portland for almost 100 years and currently provide solid waste, recycling, yard debris, and compost services to just over 1600 residential, commercial, and multi-family customers.

My grandfather founded Sunset Garbage in 1919 as a one-man route in lower southeast Portland. It was 1934 when a small country trailer park located on SE 82nd and Harney St was in need of service and no other garbage company was willing to venture out that far to serve them. As my grandfather built his customer base further out of town, this route was called his "Saturday" route; my parents purchased it from him in the mid-1950s. The trailer park that took our company to outer southeast Portland still exists today and is still a customer of Sunset Garbage.

Over the years there have been a lot of changes in the solid waste industry. In 1992, the City of Portland adopted a residential franchise system that incorporated all the haulers at that time. This system has made it possible for the haulers and the City of Portland to work together and to achieve many goals related to solid waste reduction, increased recycling, better sustainability, and safety. These achievements have helped to improve our city's livability, better serve the citizens of Portland, and assist in the wellness and longevity of our employees.

Because I was raised, live, and work in the same local area, I feel very connected to my community. I also have a very strong and inherent bond to my family business. Even though we only serve a small area within the City of Portland, Sunset Garbage takes great pride in providing the highest quality of service to our customers and in providing safe and rewarding work conditions for our employees. We were the first company in the City of Portland to provide roller carts to our customers for yard debris service, and to fully automate our fleet and fully cart our customers. I appreciate that I am able to live, work, and play within the same community. There's nothing better than to chat with a customer who has had our service for over 30, 40, even 50 plus years.

I am proud to be a female in what was considered a male-dominated industry. Although, I still get some funny looks when I tell people that I own a garbage company... I can tell you that women are not only active in the daily workforce, management, and ownership within our solid waste system, but that they are active in leadership and guidance throughout our industry as well. I have watched three different women serve as president to our state association, Oregon Refuse and Recycling Association. Our current Executive Director for ORRA is Kristan Mitchell. I have worked alongside women on both local jurisdictional boards and advisory committees. Our current president for the Portland Haulers Association is Valerie Gruetter Hill.

I too, hope Mayor Wheeler and the council members see how well that the partnership which was developed 25 years ago is still serving the citizens of Portland. With the renewal of this periodic franchise review, we will continue our partnership and achieve additional goals to further improve the residential solid waste system within the City of Portland.

Sincerely,

Carla Scheafer, Co-Owner, Vice President, Secretary, and Office Manager