

April 1, 2010

Honorable Salud Carbajal, First District Supervisor
County of Santa Barbara
Board of Supervisors
County Administration Building
105 East Anapamu Street, Fourth Floor
Santa Barbara, California

Subject: Solid Waste Services Agenda item April 6, 2010

Honorable Supervisor Carbajal:

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On April 6, 2010 your Board of Supervisor's will be addressing a Departmental Agenda Item # 2, Public Works, regarding the County's Exclusive Franchise Agreements for Solid Waste Collection in the Second, Third, Fourth and Fifth Districts. As you may know, these agreements are currently held by Waste Management, Allied Waste and MarBorg Industries. In review of the County staff report, we have learned that this hearing comes at the culmination of several meetings with County Staff, Board members, the current haulers and the public. Unfortunately we were not aware of the meetings that have been held regarding this important topic until this past week. Although we completely understand that we are entering this process a little later than we would have liked, we feel compelled to introduce our company and **state our case for an opportunity to participate in the upcoming bidding process.**

CR&R Incorporated is a privately owned company which has been providing solid waste collection and materials recovery services throughout Southern California for more than 46 years. Mr. Clifford Ronnenberg, the owner, has built a pioneering company in the field of solid waste collection and processing. Today, with over 1,200 employees and more than 1,000 vehicles, we provide solid waste collection and material recovery services to more than 2.5 million people and over 50,000 businesses in the California Counties of Orange, Los Angeles, San Bernardino, Riverside, Imperial and San Diego as well as in the State of Colorado. In addition, we recover more than 250,000 tons of recyclable materials every year, conserving a substantial amount of landfill capacity for future generations. Our core focus is on recycling and minimizing the environmental impact that society generates in the form of solid waste. We have invested a substantial amount of resources in various processing facilities and technologies which enable us to divert an ever-increasing amount of recyclables from the waste stream. We are a recycling based entity focused on diverting as much of the waste stream as possible. We believe that our business knowledge will lead to the advancement of Diversion opportunities in Santa Barbara County.

You may also be interested to know that we recently submitted a response to a Request for Proposals (RFP) that was let by the City of Buellton in Santa Barbara County. That franchise has not been awarded yet but we do know that after the initial bids were open, we were the low price bidder. We look forward to proceeding through this RFP process

and being recognized as not only the lowest price, but also the greatest benefit for the residents and businesses of the City of Buellton. We are looking forward to the City's awarding of this franchise on April 22nd. We are very confident in our ability to provide the City of Buellton with unparalleled customer service at competitive rates. We also have an extensive and proven ability to transition services from previous haulers in a seamless and problem free manner. In the past 5 years we have been the successful bidder in seven (7) additional municipalities in Southern California. These new franchises were awarded to CR&R in the California counties of Imperial, Los Angeles and Orange. Our teams of skilled professionals were able to transition services from a previous hauler in both an expedient and seamless manner and we encourage your staff to contact these cities for references. In addition, CR&R currently provides solid waste services to more than 34 municipalities in close proximity to Santa Barbara County.

Our goal, as a new service provider in the County of Santa Barbara, is to simply offer the residents and businesses an additional dependable choice when evaluating their next solid waste and recycling services provider.. We can offer identical, and in some cases, enhanced services to those which your constituents currently enjoy, at very competitive rates. We understand and can appreciate that your current haulers are all professional and respectable companies but we feel that giving CR&R the opportunity to become a potential service provider will only improve the services that you currently enjoy. In addition, because we already operate our portable storage container line of business out of the City of Lompoc, we are a local company in Santa Barbara County. As we continue to expand our services, we hope to be able to offer your residents an additional opportunity in service providers.

Much like the current service providers, we have invested millions of dollars in innovative solutions for our communities which enhance our ability to reduce our carbon footprint and reduce greenhouse gas emissions. By establishing a new solid waste facility in the City of Buellton, the Board of Supervisors will recognize the importance of reduced traffic on the US 101 highway through reduced collection times and distances of travel. In addition, we have invested a substantial amount of resources in new and innovation recycling technologies which are at the forefront of our diversion capabilities. Our facilities are processing and diverting materials away from our local landfills on a daily basis. We own and operate all of our diversion facilities which enable us to manage and maximize our recycling efforts. Whether its green waste, construction and demolition wastes, curbside recycling materials, or commercial recycling, we do it all!! In addition, we have invested in Natural Gas Vehicles (both CNG and LNG) throughout our service areas. We are also beginning construction on our first CNG fueling station in the City of Stanton which should be operational within the next 60 days.

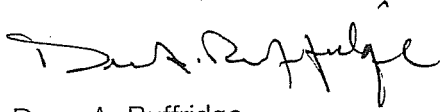
All of our resources are focused on providing clean and green services to our customers. The foundation for these services is predicated upon doing business in an ethical and professional manner. We believe in a strong community presence which is supported by our entire executive management team. Although we may be new to your County, we are not a new player in this field. Our references will be available to discuss our prior working relationships with each of our communities should you choose to reach out to them.

Once again, we are asking for the opportunity to provide these services in a competitive bidding process. We believe that allowing CR&R to participate in this environment will offer your residents and businesses added choices when choosing a solid waste and

recycling provider. We have a proven track record which will speak for itself. For further information on our company you can also visit our website at www.crrwasteservices.com

Thank you for this opportunity. We look forward to talking with you soon.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Dean A. Ruffridge". The signature is fluid and cursive, with a small mark above the "i" in "Ruffridge".

Dean A. Ruffridge,
Senior Vice President

CC Board members
 County Staff
 Alex Braicovich
 George Lazaruk