



A.J. Blosenski, Inc. • P.O. Box 392 • Elverson, PA 19520 • 610-942-2707 • Fax: 610-942-2495 • www.ajblosenski.com

Monday, January 16, 2023

Dear Valued Upper Providence Township Resident,

A.J. Blosenski, Inc. (AJB) has proudly served the residents of Upper Providence Township, Delaware County since 2015. During this eight-year (8) period, AJB has not increased the monthly rate for residential trash, recycling, and yard waste service.

Recently, the Township was required, by statute, to advertise their trash, recycling, and yard waste contract for bid. A mandatory pre-bid meeting was held on December 5, 2022, and the request for proposal (RFP) was due on December 16, 2022.

The Township received two (2) proposals from reputable waste hauler contractors and AJB was the lowest responsible bidder. The next lowest bidder was thirty-four (34%) percent higher than AJB.

The reason for the increase was based on several market factors, including rising labor costs, fuel, auto and health insurance, parts and equipment, regulatory fees, and other operating expenses.

Since there was no increase in the past eight years (8), the new rate appears to be high. However, in comparison to other municipalities, the rate Upper Providence Township residents are paying is below the market rate other residential customers are paying for comparable service.

The reason AJB can offer a below market rate is because the Township Council has opted to contract with a single hauler through a publicly advertised sealed bid process, which allows AJB to realize efficiency in operations and pass the savings to the residents. AJB currently charges non-contracted customers \$174.00 per quarter for the same service UPT residents are receiving.

The recent acquisition by Waste Connections had no bearing on the cost of service. AJB will continue to operate and be managed by the same team that existed prior to the sale. Waste Connections will give AJB an opportunity to work with a larger organization that has deeper resources to better service our customers and team of employees.

AJB is committed to providing you with the most professional, efficient service and we appreciate your support and loyalty. We look forward to serving your waste disposal needs for the next three (3) years and beyond.

Respectfully,

Anthony J. Blosenski

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