

NORTH CAROLINA
CHATHAM COUNTY

AGREEMENT FOR GOODS AND/OR SERVICES

THIS AGREEMENT FOR GOODS AND/OR SERVICES (this "Agreement"), made and entered into by and between Chatham County ("County"), and Sonoco Recycling, LLC ("Contractor").

WHEREAS, Contractor has agreed to provide goods and/or services as hereinafter set forth in a professional manner in accordance with the standards of Contractor's business or industry; and

WHEREAS, the County wishes to enter into an Agreement with Contractor to provide the goods and/or services specified in Appendix 1, Scope of Work, attached hereto and incorporated herein by reference and made an integral part of this Agreement.

NOW THEREFORE, in consideration of the premises and the mutual agreement described below, the parties agree as follows:

1. **Term of Agreement:** The term of this Agreement shall commence on July 1, 2023, and end on June 30, 2026, unless terminated as hereinafter set forth. This agreement shall automatically renew for two (2) separate one (1) year terms unless one party notifies that it does not wish to renew at least sixty (60) days prior to the end of the then current term.
2. **Scope of Service:** The Contractor shall provide to the County the goods and/or services (the "Services") set forth in the "Scope of Work" attached hereto as Appendix 1.
3. **Compensation:** As compensation for the Services to be provided by Contractor, the Contractor shall pay or invoice the County based on the pricing attached in Appendix 2, payable within thirty (30) days from receipt of proper invoice, or as otherwise set forth in Appendix 1.
4. **Insurance:** Contractor is expected to maintain insurance appropriate for its industry.
5. **Confidentiality:** All proprietary data and information, if any, furnished to Contractor by the County shall be regarded as confidential, shall remain the sole property of the County and shall be held in confidence and safekeeping by Contractor for the sole use of the County and Contractor under the terms of this Agreement. Contractor agrees that its officers, employees, and agents will not disclose to any person, firm, or entity other than the County or its designated legal counsel, accountants, or practice management consultants any confidential information about the County. Contractor agrees to carry out its obligations to the County in compliance with all privacy and security regulations required by law.
6. **Intellectual Property Owned by Contractor:** This Agreement is subject to the North Carolina public records law and may be released upon request. Not all "Trade Secrets" will qualify as protected under N.C.G.S. §132-1.2 and 66-152.
7. **Status of Parties:** Nothing contained in this Agreement shall be construed as establishing a partnership or joint venture relationship between Contractor and the County. Contractor and its employees and representatives are independent contractors, solely responsible for its or their performance under this Agreement and shall have no legal authority to bind the County.
8. **Assignment and Subcontracting:** Neither this Agreement nor any rights or obligations hereunder shall be subcontracted, assigned, or delegated by Contractor without prior written consent of the County, which consent may be withheld in the County's sole discretion.

9. Binding Effect: This Agreement shall be binding upon the parties hereto, their heirs, administrators, executors, successors and assigns, if such assignment has been approved by the County.

10. Notices: Any notice or other communication required or permitted under this Agreement shall be in writing and shall be deemed to have been given on the date delivered personally or deposited in the United States Postal Service, certified mail, return receipt requested, with adequate postage affixed, addressed as follows:

Chatham County
Attn: County Manager
Post Office Box 1809
Pittsboro, North Carolina 27312
919.542.8200

Sonoco Recycling, LLC
Attn: Palace Stepps
1 North Second Street
Hartsville, SC 29550
843-383-7503
palace.steps@sonoco.com

Either party may change its address for notices under this Agreement by giving written notice of such change to the other party in accordance with the provisions of this paragraph.

11. Governing Law: This Agreement and the rights and obligations to the parties hereunder shall be construed and governed by the laws of the State of North Carolina and venue for any proceedings arising hereunder shall be in the state court of appropriate jurisdiction located in Chatham County, North Carolina.

12. Modifications: This Agreement may be amended or modified only by the mutual written consent of the parties. A modification is not enforceable against the County unless it is signed by the County Manager, Purchasing Agent, or other duly authorized official.

13. Entire Agreement: This Agreement contains the entire agreement between the parties pertaining to the subject matter of this Agreement. With respect to that subject matter, there are no promises, agreements, conditions, inducements, warranties or understandings, written or oral, expressed or implied, between the parties, other than as set forth or referenced in this Agreement.

14. Waiver: A waiver of any provision of this Agreement must be in writing, designated as such, and signed by the party against whom enforcement of the waiver is sought. The waiver of a breach of any provision of this Agreement shall not operate or be construed as a waiver of any subsequent or other breach thereof.

15. Termination: This Agreement may be terminated as follows:

- (i) Cause: If the services provided by Contractor under this Agreement are not performed as specified herein, this Agreement may be terminated by the County for cause. Grounds for termination for cause shall include, but not be limited to, the following:
 - (a) Failure to respond to reasonable requests from the County to provide the Services covered by this Agreement.
 - (b) Failure to properly recycle any electronic equipment as specified in Article 9, Chapter 130A of the North Carolina General Statute, or failure to comply with any statutory requirement included in the formal bid request, as provided in the bid packet, which bid packet is incorporated herein by reference.
 - (c) Failure to maintain the insurance required by this Agreement.
 - (d) Charging rates or fees in excess of those permitted under this Agreement.
 - (e) Inefficient, or unsafe practices in providing Services.
 - (f) The material breach of any provision of this Agreement.

16. Annual Appropriations and Funding: This Agreement is subject to the annual appropriation of funds by the Chatham County Board of Commissioners. Notwithstanding any provision herein to the contrary, in the event that funds are not appropriated for this Agreement, the County shall be entitled to immediately terminate this Agreement, without penalty or liability, except the payment for all Service satisfactorily provided under this Agreement up to and through the Contractor's receipt of notice of termination.

17. Indemnity: Contractor agrees to indemnify and hold harmless the County, its officers, agents, servants, and employees from any and all claims, actions, lawsuits, losses, damages, expenses, judgments, or liabilities of any kind whatsoever (including without limitation, cost of defense and attorney fees) suffered by the County and proximately caused by an act or omission of Contractor, its subcontractors, agents, or employees.

18. State and Federal Requirements; County Terms and Conditions: By signing this Agreement, Contractor certifies that (if applicable) Contractor, and any of Contractor's subcontractors are in compliance with State and Federal laws, including any divestment list by the NC State Treasurer, and Federal or State debarment or suspension lists. The County Terms and Conditions are incorporated herein and made an integral part of this Agreement and may be found at the County's web site: <http://www.chathamcountync.gov/finance>. A hard copy of the Terms and Conditions is available upon request.

19. Controlling Document: In the event of any conflict between this Agreement and any document, instrument, or other agreement prepared or provided by Contractor (including, without limitation, Contractor's purchase orders, invoices and warranties), the terms of this Agreement shall control.

IN WITNESS WHEREOF, the parties have executed this Agreement in their official capacities with legal authority to do so.

Chatham County

By: _____
Dan LaMontagne, County Manager

Contractor

DocuSigned by:
Palace Steps
By: _____
Name: Palace Steps
Title: VP/General Manager

This instrument has been pre-audited in the manner required by the Local Government Budget and Fiscal Control Act.

Roy Lynch, Finance Director

APPENDIX 1

SCOPE OF WORK:

Sonoco Recycling, LLC will provide the processing and marketing of mixed recyclables that are generated through the County collection centers.

Background

The County accepts cardboard; paper; aluminum cans; steel cans; and plastic bottles, tubs, jugs, and jars in the mixed recycling program. Glass is collected separately and taken directly to market by the County. The County has twelve (12) staffed collection centers which accept mixed recyclables from residents with a valid decal.

Four (4) collection centers have a mixed recycling compactor which is hauled directly to the material recovery facility (MRF) in a 40 cubic yard roll-off container. The main four (4) centers also have a 30-yard a-frame container for when the compactor is being hauled. The remaining eight (8) centers have two 30-yard a-frame containers to collect mixed recycling. All a-frame containers are hauled to the County's recycling transfer station (at the main facility) where they are compacted so that all loads taken to the MRF are compacted in a 40 cubic yard roll-off container.

The County also accepts mixed recyclables from residents and businesses at the main facility in a 30-yard a-frame container. Businesses with large loads can go directly to the recycling transfer station to unload.

The Contractor will be expected to furnish all labor, materials, tools, equipment, and services required for the processing and marketing of all mixed recyclables delivered by the County or a subcontractor. The Contractor will make all reasonable efforts to maximize material recycling. Materials delivered to the Contractor may not be disposed of in a landfill, or through other similar means, without express consent of a representative of the County, except residual/contamination received along with the recyclables. The Contractor will be expected to comply with all local, state, and federal regulations regarding the processing and recycling of recyclable materials.

Scale and Tipping Floor Access and Location

The scale and recyclables tipping floor location does not have to be the site where the recyclable materials are processed and marketed. Transfer of recyclable materials to another recycling facility location is acceptable as long as both the transfer site and the destination recycling facilities are fully presented to the County.

In providing for the processing and marketing of these recyclables the Contractor should:

- Provide a scale and recyclables tipping floor with the minimum hours of operation on weekdays between 8:00 a.m. to 4:00 p.m.
- Provide adequate notice of adjustments in hours or closures for holidays.
- Provide dated and numbered paper weight tickets for each delivered load.
- Have the ability to receive material from a loose roll-off container, compacted 40-yard roll-off container, a pup trailer (with two 40-yard receiver roll-off containers), and/or a live-floor tractor trailer.
- Accommodate tipping of materials at a rate such that trucks delivering the recyclables can approach the site, enter, weigh in, tip all materials, and depart the site with a turn-around time of less than 30 minutes (minus actual time ejecting load).
- Shelter the materials after tipping to prevent damage to its value due to high moisture content or littering of the site or adjacent properties due to wind.
- Have controlled access and security, such that theft of materials is effectively prevented.

Accepted Materials

The County currently accepts the following materials:

old newspapers	paper bags	aluminum cans
old corrugated cardboard	phone books	steel cans
old magazines	paperback books	plastic bottles
catalogs	paperboard	plastic jugs
mail	paper cartons	plastic jars
office paper	paper rolls	plastic tubs

The County will make all reasonable efforts to keep glass separate from the mixed recycling. Contractor should assume that there will be a small percentage of glass in the mix because residents place recyclables in the containers themselves. If the Contractor seeks to provide a maximum threshold level of glass and penalties for exceedance, this should be clearly stated in the scope of services.

The County manages their recycling programs so that the materials are likely to be recycled, while recognizing that recycling markets fluctuate. Therefore, the County does not accept materials with small or unstable markets. The County also does not accept materials where only part of them can be recycled.

The County will not accept any material that the Contractor does not accept but will have the authority to refuse to add any material that does not meet our program requirements. The County desires to work together with the Contractor to decide if a material should be added to their program, how, and when.

Composition Audits

The County is committed to hiring a contractor to conduct a recycling characterization study every three (3) years. The County would also like the Contractor to conduct regular audits as well. The audit should include an analysis of a representative sample of the inbound material delivered by the County and information on the outbound composition of materials from the Contractor's facility. All study and audit results will be used to determine material composition, contamination, and residue rates. The audits should be conducted at least every three (years).

PROJECT NAME:

Processing and marketing of mixed recyclables.

SCOPE OF SERVICES:

See Appendix 2: Sonoco Recycling request for proposal from April 26, 2023.

TOTAL COSTS: note if this includes all Reimbursables.

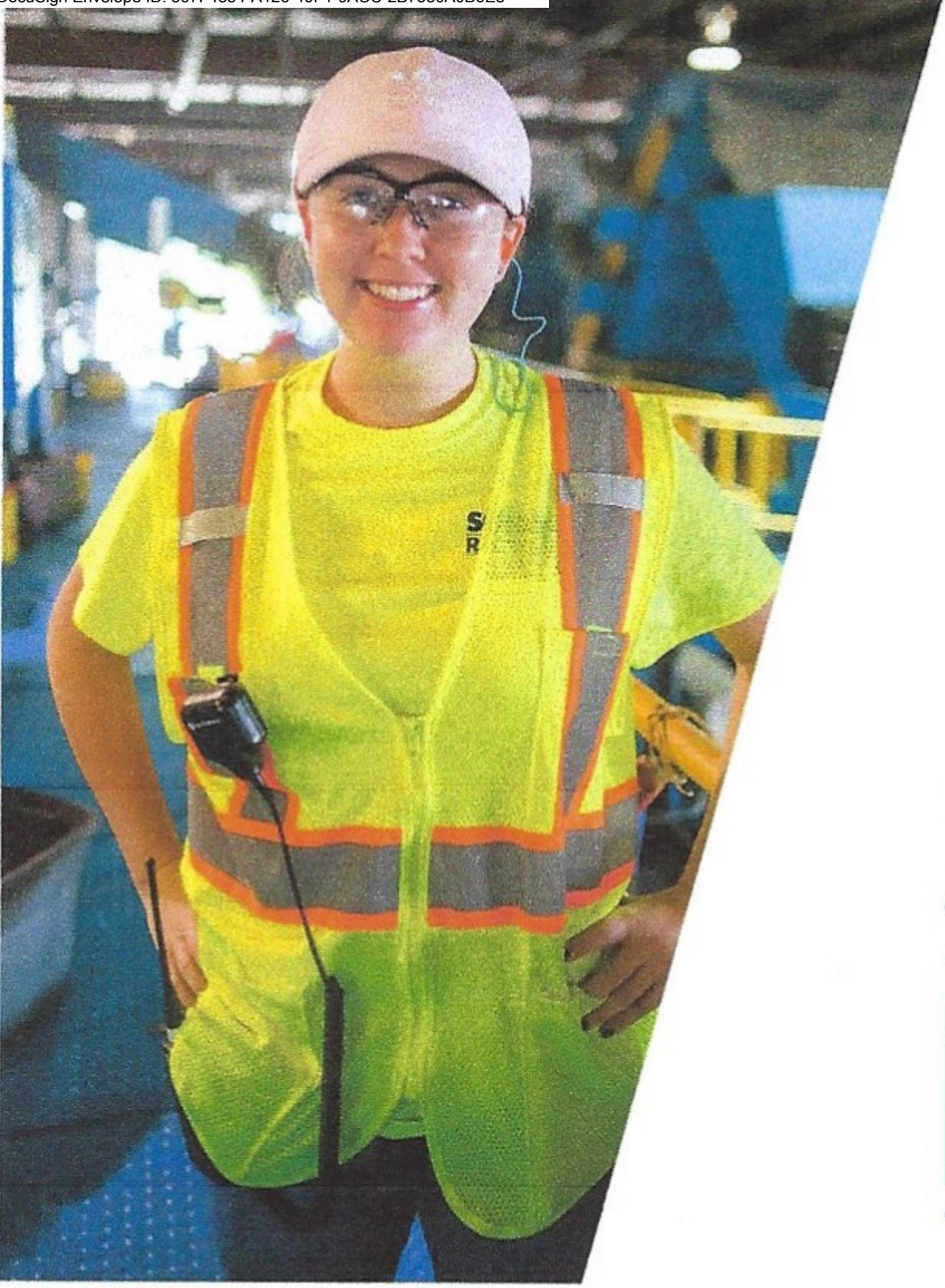
The Contractor pricing is based on the County's specific mixed recycling composition (recycling characterization study and audit results) provided in Appendix 2.

A processing fee of \$101.00 per ton shall be applied on 100% of the inbound tonnage delivered. The weighted average pricing (WAP) of the single stream recyclables meeting the specifications shall be eighty-five percent (85%) of the actual Outbound Value, less the Processing Fee. Actual Outbound Value means the average price paid to or charged to Sonoco Recycling during the month of the delivery of the recyclables less any freight, customs charges, duties, or other charges paid to third parties for the sale of such recyclables.

Compensation examples are provided in Appendix 2.

Outbound sales from the previous month will be used to calculate the WAP for the current month.

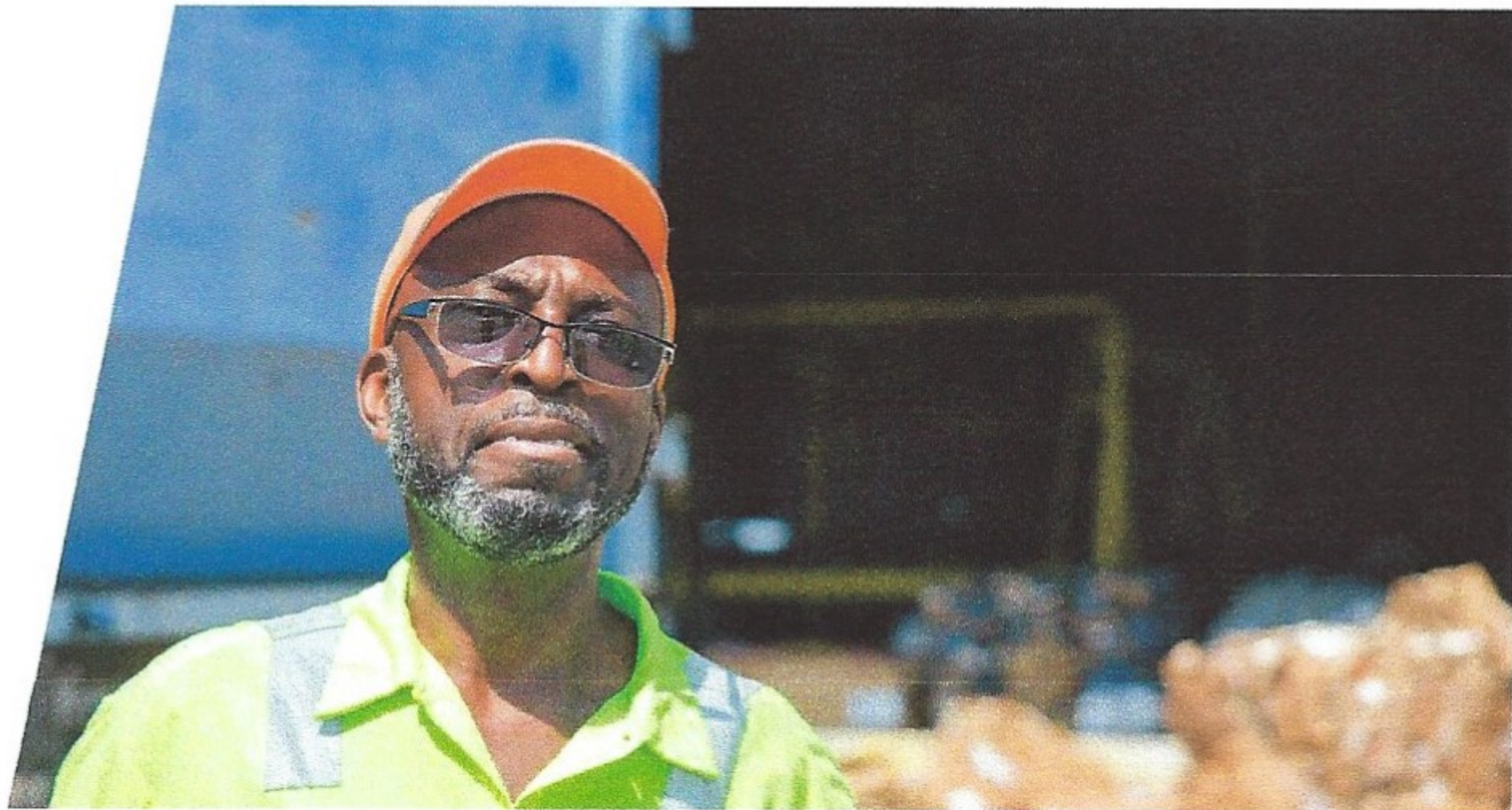
COMPLETION DATE: June 30, 2026



SONOCO RECYCLING®



Recycling Services
Proposal for
Chatham County





April 26, 2023

Chatham County
Shannon Culpepper
Recycling & Educational Specialist

Ms. Culpepper,

Sonoco Recycling, LLC respectfully submits this proposal for services outlined in the Request for Quotes: Processing and Marketing of Mixed Recycling for Chatham County. We look forward to building our partnership well into the future with Chatham County, as we are uniquely positioned to weather a variety of market and economic conditions and provide Chatham County with a reliable, consistent, and sustainable recycling program.

Thank you in advance for your consideration of our proposal.

A handwritten signature in black ink, appearing to read "Palace Stepps".

Palace Stepps

Vice President and General Manager Paper Products & Fiber Supply, NA
One North Second Street
Hartsville, SC 29550
Palace.steps@sonoco.com
(843) 383-7000

Point of Contact:

Kevin Fisher
Procurement Manager
111 South Rogers Lane
Raleigh, NC 27610
Kevin.fisher@sonoco.com
(919) 270-4712





1. CORPORATE BACKGROUND

Sonoco Recycling, a limited liability company headquartered in Charlotte, NC, has been in operation for several decades. Our Federal ID number is 56-0626579.

Sonoco Recycling is a world-leading provider of integrated recycling solutions, collecting over 3 million tons of paper, plastic, metal, and other materials annually. Our history in recycling dates to the 1920s. The integration of our Recycling Division and Paper Division, in the newly formed Paper Products and Fiber Supply Division, allows us the ability to have a viable raw material for our Paper Mills in the Southeast US. Much of this raw material is generated at residential curb side and convenience center collection programs like Chatham County's program. Regardless of market conditions, our integration allows our contracted customer base to have a processor they can rely on.

Today, we have 40 recycling operations globally and maintain strategic relationships with more than 15,000 major retailers, manufacturers, and municipalities. Our parent company, Sonoco Products, founded in 1899 and headquartered in Hartsville, SC, is a direct consumer of many recyclable materials. This allows Sonoco Recycling the ability to receive materials under diverse market conditions and provide a reliable outlet for our customers.

Sonoco Recycling offers state-of-the-art processing and responsive, dependable service for your municipal program. We currently serve more than 150 cities, counties, and towns throughout the United States, and we process more than 250,000 tons of curbside materials annually through our material recovery facilities (MRFs) in Asheville, NC; Raleigh, NC; Jacksonville, NC; Wilmington, NC; and Columbia, SC. Our web access portal can be used by our customers for reporting and tracking to simplify program management.

Recycling is more than a service to the environment or your bottom line; it's a service to the people who put their trust in us. Sonoco Recycling has been operating recycling facilities in Raleigh and Durham as a trusted member of the community for more than 30 years. We currently process more than 200,000 tons of recyclable material on an annual basis through these two facilities alone. Sonoco Recycling is one of the largest processors of residential recyclable materials in North Carolina throughout our network of 12 facilities across the state and is well recognized by the cities, counties and towns that rely on our outstanding service, reliability, education service, reporting and overall value.



2. SUSTAINABILITY AT SONOCO

Our parent company, Sonoco Products, is a packaging and services provider in multiple business segments including consumer, industrial, protective, and healthcare packaging solutions. Sustainability is part of everything Sonoco does in these segments from packaging design and sourcing to end-of-life.

Taking a holistic approach to sustainability yields environmental benefits and gives Sonoco Recycling a competitive edge. We're both a producer of sustainable packaging and part of the recycling supply chain that gives those items a second life. We know the ins and outs of a package's life cycle, helping us help you reach environmental and business goals.



“Every day I get to see our packaging design teams working hard to develop packaging products that meet customer performance needs, are easier to recover in the recycling process and are reusable in new packaging. I also see our paper mills making use of the latest technology to maximize the yield and reuse of the fiber Sonoco Recycling provides to them.”

- Palace Stepps, President and General Manager, Sonoco Recycling

Our sustainability recognitions include being named to Barron’s 100 Most Sustainable Companies (2019, 2020, 2021 & 2022), Fortune’s World’s Most Admired Companies (2022) and we recieved the EcoVadis Gold recognition (2021 & 2022).

While we celebrate past accomplishments, we’re also looking to the future. We’re working on projects such as investing \$115 million to transform our Hartsville, SC corrugated medium machine into a state-of-the-art uncoated recycled paperboard operation with a goal to become the largest and lowest cost producer of recycled paperboard in the world. Clear goals define our decision-making process as we complete projects to create a better future for our planet and people.

2030 Goals:

- Reduce our absolute Scope 1 and 2 emissions at least 25% (2020 baseline)
- Reduce Scope 3 emissions at least 13.5% (2019 baseline)
- Reduce normalized energy use by at least 8% (2020 baseline)



3. FINANCIAL STRENGTH AT SONOCO

Sonoco is a \$5.5 billion global provider of global provider of consumer, industrial, healthcare, and protective packaging. We produce packaging for many of the world's most recognized brands, in markets such as appliances and electronics, automotive, beverages, confection, construction, converted paperboard, fresh and natural food, frozen and refrigerated food, home, lawn and garden, medical/pharmaceutical, pet care, powdered beverages, recycling and snacks.

Sonoco's operations consist of our global consumer packaging businesses (rigid paper and closures, flexibles, and plastics); our industrial businesses (tubes and cores, reels and spools, uncoated recycled paperboard, and Sonoco Recycling, one of the world's largest recyclers); and our Protective Solutions division (custom-designed protective, temperature-assurance and retail security packaging solutions and highly engineered components).

4. QUALIFICATIONS, REFERENCES, AND LICENSES

A. Qualifications:

- a. Sonoco Recycling has been processing recyclable materials in the Durham and Raleigh market since the 1970's.

B. References:

- a. New Hanover County
 - o Contact: Joe Suleyman
 - o Phone: (910) 798-4403
 - o Email: jsuleyman@nhcgov.com
 - o Contract: 07-01-1 to present
 - o Tons Per Year: 12,000
- b. Franklin County
 - o Contact: Lee Bodenhamer
 - o Phone: (919) 340-4670
 - o Email: lbodenhamer@franklincountync.us
 - o Contract: 07-01-19 to present
 - o Tons Per Year: 3,600
- c. City of Jacksonville
 - o Contact: Michael Connors
 - o Phone: (910) 938-5337
 - o Email: mconnors@jacksonvillenc.gov
 - o Contract: 11-01-11 to present
 - o Tons Per Year: 1,500
- d. Town of Fuquay-Varina
 - o Contact: Tracy A. Stephenson, PE
 - o Phone: (919) 753-1039
 - o Email: tstephenson@fuquay-varina.org
 - o Contract: 03-01-22 to present
 - o Tons Per Year: 2,200

C. Licenses:

- a. Sonoco Recycling has all licenses needed to provide processing and marketing of recyclable materials.

5. PROJECT TEAM AND LOCATION OF WORK

A. Project Team

a. Patrick McDonald, Senior Manager Field Procurement and Trade Sales

- Assignment—Patrick is responsible for marketing and selling all fiber and non-fiber material from Sonoco Recycling's locations in the United States. In addition, Patrick is responsible for all Field Procurement activities across Sonoco Recycling locations.
- Experience – Patrick has been with Sonoco for 12 years and has over 20 years of management experience in solid waste and recycling operations.
- Education – Bachelor of Science degree in Environmental Management from Indiana University.

b. Kevin Fisher, Manager Procurement

- Assignment—Kevin will be the main liaison between the plant's operations staff and City of Raleigh staff and main point of contact for City of Raleigh. Kevin has responsibility for account development and customer satisfaction for several locations, which includes Raleigh, Durham, Jacksonville, and Wilmington Sonoco Recycling facilities
- Experience with Company – Kevin has been with Sonoco for 18 years and has over 25 years of experience in the industry.
- Education—MBA, Business Administration from Campbell University.

c. Jim Foster, Senior Regional Manufacturing Manager

- Assignment – Jim has regional management responsibility for multiple plants in North Carolina and Virginia, including the Raleigh marketplace
- Experience with Company – Jim has been with Sonoco for over 30 years and has been instrumental in building and managing Sonoco's operations and relationships in the Triangle region for decades.
- Education – Bachelor of Science degree in Business Management from Western Carolina University.

d. Dejan Muminovic, Raleigh and Durham Plant Manager

- Assignment—DJ is responsible for all plant operations in Raleigh and Durham.
- Experience with Company —DJ has been with Sonoco for nearly 15 years and has over 20 years of management experience in solid waste and recycling operations.
- Education — Education – John Jay Community College and University of Central Florida

e. Laura Burgoon, Raleigh Office Manager

- Assignment—Laura serves as the main administrative / customer service contact for the City of Raleigh staff.
- Experience with Company —Laura has been with Sonoco for nearly 15 years.
- Education – AA degree, Houston Community College, 1994.
- Summary of Professional Training and Experience—Laura has worked with Sonoco Recycling for over 11 years. During that time, she has served as Office Manager of the Raleigh facility. Her responsibilities include safety, customer reporting and supervise a clerical team. She is also the first contact for customers that have questions or are seeking account information.

5. PROJECT TEAM AND LOCATION OF WORK (continued)

B. Location of Work

- a. **Sonoco Recycling Raleigh: 111 South Rogers Lane, Raleigh NC 27610**
 - Sonoco Recycling offers state-of-the-art processing and responsive, dependable service for your municipal program. Sonoco Recycling has been processing recyclable material in the area since the early 1970's.
 - Facility has capacity to handle Chatham County's material and growth from the County.
- b. **Sonoco Recycling will provide all insurance and vendor requirements prior to the start of the contract.**

6. METHODS AND PROCEDURES

A. Acceptance, Processing, and Marketing of Recyclable Materials

- a. **Sonoco Recycling will accept recyclable materials as follows:**
 - Metal Cans (UBC, Steel)
 - Mixed Paper
 - Cardboard (OCC)
 - Glass bottles
 - Cartons
 - PET # 1 Clam Shells
 - PET #1 (Plastic bottles, tubs, jugs, and jars)
 - HDPE #2 Color (Plastic bottles, tubs, jugs, and jars)
 - HDPE #2 Natural (Plastic bottles, tubs, jugs, and jars)
 - Poly Propylene #5 (Plastic bottles, tubs, jugs, and jars)

Acceptable List to follow this page.

DON'T TANGLE OR CONTAMINATE RECYCLE MORE FOR A GREENER STATE



PLASTIC

Bottles, tubs, jugs and jars

No pumps Empty and rinse

METAL

All cans

Empty and rinse

GLASS

Bottles and jars

Empty and rinse

PAPER

Paper, cartons and cardboard

Flatten cardboard

KEEP THESE OUT!

All Batteries (car, lithium, etc.)	Food-tainted Items	Tanglers (Cords, Hoses, Wires, etc.)
Aerosol Cans	Hazardous Waste	Tires**
Aluminum Foil	Household Glass	Toys
Ceramic Items	Medical Waste	
Clothing or Textiles**	Plastic Bags/Wrap*	
Diapers	Scrap Metal/Wood**	
Electronics**	Styrofoam/Peanuts	

PLEASE DON'T BAG YOUR RECYCLABLES!

* Take clean and dry plastic bags and wrap back to the grocery store.

** These items may be able to be taken to a convenience center or other facility that will recycle them. Call your local recycling agency to find out how.

SONOCO
RECYCLING

SONOCO
RECYCLING

B. Receiving Facility

- a. **Multiple strategic capital upgrade projects have been completed since 2016 at the Raleigh facility**
 - Added OCC screens
 - Replaced and relocated glass-breaker screen
 - Replaced fiber screen
 - Added scalping screen
 - Added Fiber-Max optical sorter
 - Replaced PET optical sorter
- b. **These projects have addressed a variety of focus areas**
 - Increased quality demands in our finished goods
 - Labor supply shortages
 - Plant capacity limitations
 - New and improved technology and automation available
- c. **Success Story: Fiber-Max Optical Sorter**
 - Our industry was confronted with market-changing quality demands in Mixed Paper
 - Percentage of contamination contained in Mixed Paper bales deemed too high (both residue and non-fiber recyclables)
 - We responded by installing an optical sorter on one of our fiber lines to help improve and automate the recovery of non-fiber materials from our Mixed Paper line
 - This project resulted in a significant (40%) reduction in contamination as well as increased recovery of higher-value recyclables like aluminum and PET
- d. **2021 Continuous Improvement Projects**
 - New Fiber-Max optical scanner
 - New Plastic-Max optical scanner
 - Replace commercial baler
 - All projects directed at improving recovery rates and reducing contamination in outbound loads
- e. **2022 Continuous Improvement Projects**
 - New Fiber-Max optical scanner
 - All projects directed at improving recovery rates and reducing contamination in outbound loads
- f. **2023 Continuous Improvement Projects**
 - Additional new Plastic-Max optical scanner – completely automates our recovery of HDPE and PET, in addition add recovery of Poly Propylene plastic material.
 - Robotic Installation
 - Fore Rover Installation – minimizing risk of fires particularly from Lithium-Ion Batteries.
 - Both scales will be replaced

B. Receiving Facility (continued)

g. Hours of Operation

- 6:30am – 5:00pm Monday through Friday
- Additional days of operation on Saturday to accommodate:
 - Good Friday
 - Juneteenth
 - July 4th
 - Veteran’s Day
 - Friday after Thanksgiving
 - Christmas Eve
 - News Year Day

h. Historic Uptimes:

- 2022: 95.80%
- 2021: 94.30%
- 2020: 92.40%
- 2019: 89.38%
- 2018: 87.33%
- 2017: 92.50%

i. Safety

- It should be noted that the Raleigh, NC facility has maintained an OSHA SHARP status, as awarded by the NC Department of Labor since January 2012. The state and OSHA have formally recognized the Raleigh, NC site as SHARP Certified and have granted exemption from OSHA Programmed Inspections. Sonoco Recycling also has earned and upheld a world-class recordable injury rate (“TIR”) among our industry.
- Sonoco Recycling has no violations to report, below is our safety record over the last nine years:
 - 2012 No claims
 - 2013 No claims
 - 2014 OSHA Complaint- Investigation Closed, 1 non-serious finding, no penalty.
 - 2015 No claims
 - 2016 No claims
 - 2017 No claims
 - 2018 No claims
 - 2019 No claims
 - 2020 No claims
 - 2021 No claims
 - 2022 No claims
- Sonoco Recycling complies with all OSHA regulations regarding storage, transportation, and disposal of recyclable materials.
- Sonoco Recycling complies with local, state, and federal regulations concerning processing, storage, and transportation of recyclable materials.
- Sonoco Recycling maintains close working relationships with the various regulatory and governmental agencies, including local entities as well as NC DEQ.



B. Receiving Facility (continued)

j. Vehicle Weight and Collection Vehicles

- Sonoco Recycling will provide all Chatham County vehicles with weight tickets detailing the following:
 - Date
 - Arrival Time
 - Gross Weight
 - Tare Weight
 - Exit Time
 - Net Weight
 - Commodity

k. Flow of Sonoco Recycling Raleigh

- Vehicles enter MRF, MRF has 2 scale system to limit weight times.
- Commingle material is off loaded on our tip floor and then readied for processing.
- Vehicle exists tip floor and scales out for empty weight.

l. Contamination Rates

- Our three-year average contamination rate for Residential Curbside Collections programs is 21.50%
- Any inbound load over 20% contamination will be charged a fee of \$150.00 per ton.
- Documentation will be provided to vendor for loads above 20% contamination.

m. Composition Audits

- The composition study will be a joint effort with representatives from both parties, agreeing on how many tons for the study, what routes, when to conduct the study, and representatives to be on site at Sonoco Recycling the day of the study.
- The study will determine the commodity percentage
- Sonoco Recycling will assist Chatham County Staff in future educational programs and outreach throughout the term of the contract and specifically once the composition study is completed.
- Chatham County Staff has full access to Sonoco Recycling's Educational Room, located at the MRF.

7. MARKETS

- Sonoco Recycling is a world-leading provider of integrated recycling solutions, the integration of our Recycling Division and Paper Division, in the newly formed Paper Products and Fiber Supply Division, allows us the ability to have a viable raw material for our Paper Mills in the Southeast US.
- Sonoco Paper Mills is the preferred market for 60%-70% of the cardboard and mixed paper that is shipped out of our Raleigh MRF.
 - Spiral Containers and textile cores are the main product manufactured out of the cardboard and mixed paper
- Unifi, located in Greensboro, North Carolina is our preferred vendor for our PET that is shipped out of our Raleigh MRF.
 - Plastic resin is manufactured into clothing material.
- KW Plastics, located in Troy Alabama is our preferred vendor for our HDPE that is shipped out of our Raleigh MRF.
 - Plastic resin is manufactured for consumer and industrial products.
- UBC and Steel Containers are shipped to mills in the Southeast US through brokers. These mills make new aluminum and steel from the recycled product.
- Strategic Materials, located in Wilson, North Carolina is our preferred vendor for our glass that is shipped out of our Raleigh MRF.
 - New glass products are manufactured out of this material.
- Sampson County landfill is our preferred vendor for our residue.

8. DATA MANAGEMENT

- The key to success for any recycling program is having timely and accurate reporting. Sonoco Recycling has developed a portfolio of programs designed to enhance our relationship with our suppliers. Most notable is our Web-Based Pay Statement and Reporting portal. Our supplier's access data on material movement in "real time", generate historical reports of tonnages or check the running totals of tonnages weekly. It's all at your fingertips, just "point and click."
- The portal provides current and historical check or invoice detail by month. Moreover, the portal has the functionality to isolate tonnages of a specific commodity. Suppliers can export reporting data into Microsoft Excel or Adobe PDF format, making it easy to share the success of your recycling program.
- Sonoco Recycling will provide web access for users within Chatham County. Our IT coordinator will walk your staff through the process and train you on how to maximize the portal's functionality, including the ability to create custom reports. This reporting tool is proprietary to Sonoco Recycling and used exclusively for our suppliers.

Internal process we will follow once a truck from Chatham County arrives at our facility:

- Once material is delivered to our recycle plant we follow a 5 step process:
 1. Material is processed.
 2. Material is baled.
 3. Material is inspected after baling is completed, to ensure that all specifications are met from our buyers.
 4. Material is stored based upon commodity.
 5. Material is loaded onto to domestic or export containers based upon buyers final destination.
- Sonoco Recycling follows standard month end closeout procedures for all of our recycling plants, this process enables us to ensure that all inbound material is accounted for, outbound material is accounted for, and any payments or charges are applied to our customers. Points of interest in our daily process and our closeout process are as follows:
 - All reporting data is kept up on a daily basis and is stored in our internal web site for review and access internally.
 - Daily – all inbound loads are entered into our procurement system, detailing:
 - Customer
 - Time In
 - Time Out
 - Ticket Number
 - Truck number
 - Price per ton
 - Commodity
 - Weight of load
 - Daily – we run an inbound and outbound report to confirm prices are correct and verify inbound and outbound tonnage reports.
 - Daily – we run an inventory report to notify our sales team of what material we have on hand.
 - Mid-Month – weighted average price for single stream accounts is established and pricing is set in our system and on master excel file.
 - Month End – all inbound loads are checked for accuracy in regards to price and commodity.
 - Month End – all reports are sent to our corporate office for review by corporate accounts.
 - Month End – if revisions are made by corporate accounting staff, revisions will also be made at local plant levels.
 - Month End – Plant Manager, Director of Finance, and Regional Operations Manager all sign off on accuracy of documented month end reporting.

9. COMPENSATION

- A processing Fee of \$101.00 per ton shall be applied on 100% of the inbound tonnage delivered.
- *The Weighted Average Price (WAP) of the single stream recyclables meeting the Specifications shall be eighty five percent (85%) of the actual Outbound Value less the Processing Fee. Actual Outbound Value means the average price paid to or charged to Sonoco Recycling during the month of delivery of the recyclables less any freight, customs charges, duties, or other charges paid to third parties for the sale of such Recyclables.*
- Compensation Example is below
 - Commodity percentages were computed from the 2023 RCS data, in particular pages 5 and 6 from the report.
 - Commodity prices were computed using March 2023 sales prices received.

MATERIALS	CURBSIDE ALLOCATIONS	CURBSIDE TONS COLLECTED	PRICE RECVD PER TON	TOTAL
GLASS	3.00%	3.45	\$ (46.51)	\$ (160.46)
ALUMINUM CANS	3.00%	3.45	\$ 1,620.00	\$ 5,589.00
STEEL	3.90%	4.49	\$ 180.06	\$ 807.57
HDPE Color	1.80%	2.07	\$ 311.25	\$ 644.29
HDPE NATURAL	1.80%	2.07	\$ 1,470.00	\$ 3,042.90
PET	8.60%	9.89	\$ 340.00	\$ 3,362.60
Mixed Paper (PS 1)	42.10%	48.42	\$ 19.30	\$ 934.41
Plastics 3-7	0.60%	0.69	\$ 10.00	\$ 6.90
OCC (PS 11)	30.50%	35.08	\$ 63.03	\$ 2,210.78
Trash	4.70%	5.41	\$ (60.00)	\$ (324.30)
	100.00%	115.00		\$ 16,113.68
			WAP	\$ 140.12
			85% of WAP	\$ 119.10
			Processing Fee	\$ 101.00
			Rebate/Cost	\$ 18.10

9. COMPENSATION (continued)

- A processing Fee of \$101.00 per ton shall be applied on 100% of the inbound tonnage delivered.
- *The Weighted Average Price (WAP) of the single stream recyclables meeting the Specifications shall be eighty five percent (85%) of the actual published indices. Sonoco Recycling will utilize Recyclingmarkets.net for all non-fiber prices and Fast Markets RISI, PPI Pulp and Paper week for all fiber prices less the Processing Fee.*
- Compensation Example is below
 - *This example is used to illustrate the difference in our sales price (example on previous page) and in the published indices (example below), for Chatham County staff review.*
 - Commodity percentages were computed from the 2023 RCS data, in particular pages 5 and 6 from the report.
 - Commodity prices were computed using March 2023 sales prices received.

MATERIALS	CURBSIDE ALLOCATIONS	CURBSIDE TONS COLLECTED	PRICE RECVD PER TON	TOTAL
GLASS	3.00%	3.45	\$ (25.00)	\$ (86.25)
ALUMINUM CANS	3.00%	3.45	\$ 1,600.00	\$ 5,520.00
STEEL	3.90%	4.49	\$ 180.00	\$ 807.30
HDPE Color	1.80%	2.07	\$ 290.00	\$ 600.30
HDPE NATURAL	1.80%	2.07	\$ 1,450.00	\$ 3,001.50
PET	8.60%	9.89	\$ 300.00	\$ 2,967.00
Mixed Paper (PS 1)	42.10%	48.42	\$ 5.00	\$ 242.08
Plastics 3-7	0.60%	0.69	\$ 10.00	\$ 6.90
OCC (PS 11)	30.50%	35.08	\$ 35.00	\$ 1,227.63
Trash	4.70%	5.41	\$ (60.00)	\$ (324.30)
	100.00%	115.00		\$ 13,962.15
			WAP	\$ 121.41
			85% of WAP	\$ 103.20
			Processing Fee	\$ 101.00
			Rebate/Cost	\$ 2.20