

**Region 4 RFP 23-10**

**Tiers by Annual Spend - Regularly Scheduled Service (Frequency Options - Weekly, Every 2 Weeks, Every 4 Weeks, or Every 8 Weeks)**

Single, ad hoc service/purge requests quoted based on scope of project and nature/amount of material. Service minimums for regularly scheduled services apply.

Year 1	Annual Revenue	\$250,001+		\$150,001-\$250,000		\$100,001-\$150,000		\$50,001K-\$100,000		\$0-\$50,000	
	Tiers	Floor		Tier 1		Tier 2		Tier 3		Ceiling	
		Proposal		Proposal		Proposal		Proposal		Proposal	
	Elements	Onsite	Offsite	Onsite	Offsite	Onsite	Offsite	Onsite	Offsite	Onsite	Offsite
	Minimum	\$40.90	\$31.23	\$46.01	\$35.14	\$56.24	\$42.94	\$66.46	\$50.75	\$81.80	\$62.46
	Regular Console	\$6.30	\$4.81	\$7.09	\$5.41	\$8.66	\$6.62	\$10.24	\$7.82	\$12.60	\$9.62
	Mini Console	\$6.30	\$4.81	\$7.09	\$5.41	\$8.66	\$6.62	\$10.24	\$7.82	\$12.60	\$9.62
	64 Gallon tote	\$9.15	\$6.99	\$10.29	\$7.86	\$12.58	\$9.61	\$14.87	\$11.35	\$18.30	\$13.97
	96 Gallon tote	\$10.60	\$8.10	\$11.93	\$9.11	\$14.58	\$11.13	\$17.23	\$13.16	\$21.21	\$16.19
	Discount from standard rate card	-60%		-55%		-45%		-35%		-20%	

Year 2	Annual Revenue	\$250,001+		\$150,001-\$250,000		\$100,001-\$150,000		\$50,001K-\$100,000		\$0-\$50,000	
	Tiers	Floor		Tier 1		Tier 2		Tier 3		Ceiling	
		Proposal		Proposal		Proposal		Proposal		Proposal	
	Elements	Onsite	Offsite	Onsite	Offsite	Onsite	Offsite	Onsite	Offsite	Onsite	Offsite
	Minimum	\$42.54	\$32.48	\$47.85	\$36.54	\$58.49	\$44.66	\$69.12	\$52.78	\$85.07	\$64.96
	Regular Console	\$6.55	\$5.00	\$7.37	\$5.63	\$9.01	\$6.88	\$10.65	\$8.13	\$13.11	\$10.01
	Mini Console	\$6.55	\$5.00	\$7.37	\$5.63	\$9.01	\$6.88	\$10.65	\$8.13	\$13.11	\$10.01
	64 Gallon tote	\$9.52	\$7.27	\$10.70	\$8.17	\$13.08	\$9.99	\$15.46	\$11.81	\$19.03	\$14.53
	96 Gallon tote	\$11.03	\$8.42	\$12.41	\$9.47	\$15.16	\$11.58	\$17.92	\$13.68	\$22.05	\$16.84
	Discount from standard rate card	-60%		-55%		-45%		-35%		-20%	

Year 3	Annual Revenue	\$250,001+		\$150,001-\$250,000		\$100,001-\$150,000		\$50,001K-\$100,000		\$0-\$50,000	
	Tiers	Floor		Tier 1		Tier 2		Tier 3		Ceiling	
		Proposal		Proposal		Proposal		Proposal		Proposal	
	Elements	Onsite	Offsite	Onsite	Offsite	Onsite	Offsite	Onsite	Offsite	Onsite	Offsite
	Minimum	\$44.24	\$33.78	\$49.77	\$38.00	\$60.83	\$46.45	\$71.89	\$54.89	\$88.47	\$67.56
	Regular Console	\$6.82	\$5.20	\$7.67	\$5.86	\$9.37	\$7.16	\$11.08	\$8.46	\$13.63	\$10.41
	Mini Console	\$6.82	\$5.20	\$7.67	\$5.86	\$9.37	\$7.16	\$11.08	\$8.46	\$13.63	\$10.41
	64 Gallon tote	\$9.90	\$7.56	\$11.13	\$8.50	\$13.61	\$10.39	\$16.08	\$12.28	\$19.79	\$15.11
	96 Gallon tote	\$11.47	\$8.76	\$12.90	\$9.85	\$15.77	\$12.04	\$18.64	\$14.23	\$22.94	\$17.52
	Discount from standard rate card	-60%		-55%		-45%		-35%		-20%	

**Ancillary Charge**

**Fee (\$)**

Key Delivery	\$50.00
Container Removal*	\$75.00
Additional Container Delivery*	\$75.00
Office Relocation	\$75.00
Cardboard Recycling	\$10.00
Box Return	\$100.00
On-demand Pick-up	\$50.00
Container Replacement	Cost of a new container

\*The \$75 fee includes the first three containers per site. Any additional containers beyond the initial three will incur a charge of \$10 per container.

**Recycling Recovery Surcharge**

Calculation Methodology:

The Recycling Recovery Surcharge is a percentage applied to your invoiced services before taxes and appears on the invoice as a separate line item.

The percentage varies based on a national average of recovered paper commodity prices and adjusts monthly per published rates from Fastmarket RISI's Pulp & Paper Index.

The percentage is determined using the following table:

<u>If the price per ton of paper is between</u>	<u>Recycling Recovery Surcharge</u>
\$192.00 and higher	8.90%
\$187.00 and \$191.99	9.30%
\$182.00 and \$186.99	9.70%
\$177.00 and \$181.99	10.10%
\$172.00 and \$176.99	10.50%
\$167.00 and \$171.99	10.90%
\$162.00 and \$166.99	11.30%
\$157.00 and \$161.99	11.70%
\$152.00 and \$156.99	12.10%
\$147.00 and \$151.99	12.50%
\$142.00 and \$146.99	12.90%
\$137.00 and \$141.99	13.40%
\$132.00 and \$136.99	13.90%
\$127.00 and \$131.99	14.40%
\$122.00 and \$126.99	14.90%
\$117.00 and \$121.99	15.50%
\$112.00 and \$116.99	16.10%
\$107.00 and \$111.99	16.70%
\$102.00 and \$106.99	17.30%
\$97.00 and \$101.99	18.00%
\$92.00 and \$96.99	18.70%
\$87.00 and \$91.99	19.40%
\$82.00 and \$86.99	20.10%
\$77.00 and \$81.99	20.90%

**Fuel Surcharge**

The Fuel Surcharge is a percentage applied to invoiced services before taxes and appears on the invoice as a separate line item.

Shred-it uses an index-based surcharge that is adjusted monthly based on the table below. Shred-it may profit from the fuel surcharge.

Changes to the surcharge will be effective the first business day of each month.

The fuel surcharge is based on the National U.S. Average 'On Highway' Diesel Fuel Price reported by the U.S. Department of Energy for the month prior to the adjustment.

The prices on these indexes are published by the U.S. Dept. of Energy and Shred-it is not responsible for the information provided.

<u>If the price per gallon of fuel is between</u>	<u>Offsite FSC</u>	<u>Onsite FSC</u>
\$ 0.00 and \$ 2.303	2.50%	4.50%
\$ 2.304 and \$ 2.373	3.00%	5.00%
\$ 2.374 and \$ 2.443	3.50%	5.50%
\$ 2.444 and \$ 2.513	4.00%	6.00%
\$ 2.514 and \$ 2.583	4.50%	6.50%
\$ 2.584 and \$ 2.653	5.00%	7.00%
\$ 2.654 and \$ 2.723	5.50%	7.50%
\$ 2.724 and \$ 2.793	6.00%	8.00%
\$ 2.794 and \$ 2.863	6.50%	8.50%
\$ 2.864 and \$ 2.933	7.00%	9.00%
\$ 2.934 and \$ 3.003	7.50%	9.50%

<u>If the price per gallon of fuel is between</u>	<u>Offsite FSC</u>	<u>Onsite FSC</u>
\$ 3.004 and \$ 3.073	8.00%	10.00%
\$ 3.074 and \$ 3.143	8.50%	10.50%
\$ 3.144 and \$ 3.213	9.00%	11.00%
\$ 3.214 and \$ 3.283	9.50%	11.50%
\$ 3.284 and \$ 3.353	10.00%	12.00%
\$ 3.354 and \$ 3.423	10.50%	12.50%
\$ 3.424 and \$ 3.493	11.00%	13.00%
\$ 3.494 and \$ 3.563	11.50%	13.50%
\$ 3.564 and \$ 3.633	12.00%	14.00%
\$ 3.634 and \$ 3.703	12.50%	14.50%
\$ 3.704 and \$ 3.773	13.00%	15.00%
\$ 3.774 and \$ 3.843	13.50%	15.50%
\$ 3.844 and \$ 3.913	14.00%	16.00%
\$ 3.914 and \$ 3.983	14.50%	16.50%
\$ 3.984 and \$ 4.053	15.00%	17.00%
\$ 4.054 and \$ 4.123	15.50%	17.50%
\$ 4.124 and \$ 4.193	16.00%	18.00%
\$ 4.194 and \$ 4.263	16.50%	18.50%
\$ 4.264 and \$ 4.333	17.00%	19.00%
\$ 4.334 and \$ 4.403	17.50%	19.50%
\$ 4.404 and \$ 4.473	18.00%	20.00%
\$ 4.474 and \$ 4.543	18.50%	20.50%
\$ 4.544 and \$ 4.613	19.00%	21.00%
\$ 4.614 and \$ 4.683	19.50%	21.50%
\$ 4.684 and \$ 4.753	20.00%	22.00%
\$ 4.754 and \$ 4.823	20.50%	22.50%
\$ 4.824 and \$ 4.893	21.00%	23.00%
\$ 4.894 and \$ 4.963	21.50%	23.50%