



2012

Proposal for Processing & Marketing
of Recovered Recyclables – City of Greensboro



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Chapter 1 – Letter of Intent

City of Greensboro
Susan Crotts
Centralized Contracting Division Manager
PO Box 3136
Greensboro, NC 27402-3136
Susan.crotts@greensboro-nc.gov

Sonoco Recycling is pleased to provide this proposal for operational services outlined on proposal RFP #11-12 For Processing and Marketing of Recovered Recyclables Issued 4/25/12 for City of Greensboro, N.C.

Sonoco Recycling is an indirect wholly owned subsidiary of Sonoco, a global packaging company headquartered in nearby Hartsville, SC since 1899. Sonoco Recycling is a world leader provider of integrated recycling solutions, collecting 3.5 million tons of paper, plastic, metal and other materials annually. Our history in recycling dates back to the 1920s. Today, we have 50 recycling operations globally and maintain strategic relationships with more than 15,000 major retailers, manufacturers and municipalities. Sonoco as a direct consumer of most recyclable materials allows Sonoco Recycling the ability to receive materials under any market conditions and provide a reliable outlet for our customers to ensure no disruption in service.

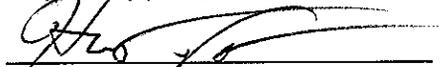
Sonoco Recycling offers state-of-the-art processing and responsive, dependable service for your municipal program. We currently serve more than 150 cities, counties and towns throughout the United States, and we process more than 200,000 tons of curbside materials annually through our material recovery facilities (MRFs) in Raleigh N.C., Charlotte, N.C., Jacksonville, N.C., Greenville, S.C., Charleston S.C. and Columbia, S.C. Our Web access used for reporting, tracking and bill payment makes program management easy.

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 a recycling facility in Greensboro, N.C. as a trusted member of the community for more than 30 years. We currently process more than 80,000 tons of recyclable material on an annual basis through our Greensboro facility alone. Sonoco Recycling is the largest processor of residential recyclable materials in North Carolina throughout our network of ten facilities across the state and is well recognized by all the cities, counties and towns that rely on our outstanding service, reliability, education services, reporting and overall value.

The recycling industry is dynamic and ever-evolving and so are we. We're always looking for innovative ways to reduce your carbon footprint, boost your return on investment, and do good for you— and your community. I, Harris DeLoach, Account Manager, am authorized to conduct business on behalf of Sonoco Recycling. If elected as the successful proposer Sonoco Recycling stands ready to invest and collaborate in developing the most optimal recycling program possible with City of Greensboro.

Thank you in advance of your consideration of our firm. Please do not hesitate to contact me with any questions.

Respectfully yours,



Harris DeLoach, III
HE.DeLoachIII@sonoco.com

Chapter 2 – Proposer’s Statement of Organization - Form 1

QUALIFICATION FORM 1

PROPOSER’S STATEMENT OF ORGANIZATION

1. Full Name of Business Concern (Proposer):

Sonoco Recycling, LLC

Principal Business Address:

1 North Second Street

MS W48

Hartsville, SC 29550

2. Principal Contact Person(s) and Phone Numbers:

Harris DeLoach, III (336) 215-9651

3. Form of Business Concern (Corporation, Partnership, Joint Venture, Other):

LLC

4. Provide names of partners or officers as appropriate and indicate if the individual has the authority to sign on behalf of proposer. Provide proof of the ability of the individuals so named to legally bind the proposer.

Name Address Title

1. Ray Howard, President 3901 Barringer Drive, Charlotte, NC 28217 President

2. _____

3. _____

If a corporation, in what state incorporated: _____

Date Incorporated: _____

Month Day Year

If a Joint Venture or Partnership, date of agreement: _____

Federal Employer Identification Number: 56-0626579

5. List all firms participating in this project (including the prime contractor, subcontractors, operators, major equipment suppliers, etc., if any):

Name Address Phone

1. N/A

2. _____

3. _____

QUALIFICATION FORM 1
PROPOSER'S STATEMENT OF ORGANIZATION
(CONTINUED)

6. Outline specific areas of responsibility for each firm listed in Question 5.

- 1. N/A _____
- 2. _____
- 3. _____
- 4. _____

7. Summarize the provisions of any agreement between the parties which assigns legal or financial liabilities or responsibilities.

N/A _____

8. If any of the responding firm(s) are a partially or fully-owned subsidiary of another firm, or share common ownership with another firm, please identify the related firms and describe the relationships.

N/A _____

Corporate Overview of Sonoco



Sonoco Recycling is a subsidiary of Sonoco Products Company, headquartered in Hartsville, South Carolina. Founded in 1899, Sonoco Products Company is a global manufacturer of industrial and consumer products and provider of packaging services, with almost \$5 billion in annual sales. Sonoco has over 300 operations in 35 countries and approximately 19,000 employees.

Sonoco is one of the world's largest manufacturers of industrial and consumer packaging products and leading provider of packaging services. In addition, the Company is one of the leading producers of recycled paperboard, utilizing more than a million tons of recovered paper annually in its papermaking operations.

Sonoco is dedicated to achieving customer satisfaction in all the markets it serves around the world. Sonoco products are used by many of the world's leading industries, including food processing, powdered beverages, snacks, textiles, papermaking, material converting, material handling, agriculture, personal care and many others.

Sonoco has an extensive network of operations in North America, and collects and recycles approximately three million tons of recovered material a year. As an end user, Sonoco Recycling provides raw materials to our Sonoco Paper Mills and Sonoco Plastics operations. This material is converted into packaging products with recycle content for Sonoco's customers such as:

**GO GREEN
CHOOSE BLUE™**

- Procter and Gamble
- Kraft Foods
- Unilever
- Whirlpool
- And many others



Statement of Qualifications

As environmental consultants and stewards, we partner with clients to craft custom recycling solutions that meet their individual needs and create long-term, sustainable value.

Sonoco Recycling is a wholly owned subsidiary of Sonoco and a world leader in recycling, collecting 3.5 million tons of paper, plastic, metal and other materials annually. Our history in recycling dates back to the 1920s. Today, we have 50 recycling operations globally and maintain strategic relationships with more than 15,000 major retailers, manufacturers and municipalities.

Sonoco Recycling is pleased to provide this proposal for the City of Greensboro.

Sonoco Recycling offers responsive and dependable service for your municipal program. Sonoco Recycling provides processing and marketing services for a host of communities in the Triad. Our Greensboro Recycling Center processes over 80,000 tons of recyclable materials annually. We have served the Triad for over 50 years providing services for local manufacturers, municipalities, leading retailers, as well as the general public through our “Cash-for-Paper” program.

The recyclables we collect are used as raw material in the production of many types of consumer packaging Sonoco manufactures. And, because Sonoco is not a “middle man” for the largest elements of material recovered, these materials are consumed regardless of the market climate. Thus, the City of Greensboro is guaranteed movement as well as the smallest possible carbon footprint for marketing generated materials. And our Web access used for reporting, tracking and bill payment, makes program management easy.

Sonoco Recycling offers the City of Greensboro a recycling program that will represent key benefits to the City:

- Creating and securing jobs in the City of Greensboro
 - Convenient access to our recycling center
 - Competitive Rebate Revenue
 - Guarantee to accept material regardless of market conditions
 - Sonoco Recycling will assist the City of Greensboro with education and promotion programs
 - Ten facilities in the state of North Carolina – automatic contingency plans.
 - Additional service for holiday overflow
 - Qualified and experienced staff
-

More about Sonoco

Sonoco Awards & Accolades



- Selected to join the prestigious Dow Jones Sustainability World Index for 2009/2010 and 2010/2011
- Named one of the United States' 100 greenest large companies by Newsweek magazine in 2009 and 2010
- Named one of 2011's top 100 Corporate Citizens by Corporate Responsibility magazine
- Awarded Gold Class status for 2011 by SAM (Sustainable Asset Management) for its sustainability performance
- Recognized as one of North America's 25 Top Companies for Leaders for a third consecutive time
- Named the sixth most admired company in the packaging industry by Fortune magazine
- Included on the DRiP Investing Resource Center's Dividend Champion list for a second consecutive year. (Dividend Champions have increased their dividends to shareholders 25 or more consecutive years.)
- Listed on KLD's Domini 400 Social Index, Mid-Cap Social Index, Large Mid-Cap Social Index and Small-Mid Cap Social Index
- Named 2010-2011 Philanthropist of the Year by The Pee Dee Chapter of the American Red Cross for the Company's 2010-2011 donations to provide relief in Darlington County, Haiti, Japan, New Zealand and Alabama
- Listed at number 12 in the Southeastern Corporate Sustainability Ranking by GreenBusiness WORKS
- Awarded Gold Class status for 2011 by SAM (Sustainability Asset Management) in its *Sustainability Yearbook 2011*

Partnerships with Local Environmental Groups

We are proud to be in partnership with many of the Carolina’s greatest environmental associations to help raise awareness and education to local communities. Our relationships with these associations are continuously growing and changing.



Sponsor for Earth Day events



Partner with Keep NC Beautiful

CRA: Sonoco Recycling boasts over a decade of involvement with the Carolina Recycling Association, including a platinum sponsorship of the CRA 2011 and CRA 2012 Conferences. Additionally, we host and sponsor monthly recycling network events.



Some other Carolina entities with whom we have been in sponsorship or partnership:



Sustainability & Corporate Environmental Stewardship

Sonoco has a history of doing what is right; sustainability is an integral element of the corporate culture. Sustainability means meeting the needs of the present without compromising the ability of future generations to meet their own needs. By balancing and integrating economic performance, social responsibility and environmental stewardship, Sonoco is becoming more competitive and better prepared to meet the needs of the future for its business as well as its business partners.

Our Commitment

Sonoco will be the industry leader in creating, maintaining and enhancing a sustainable future that benefits all of its stakeholders through continuous improvement in operating performance, social responsibility and environmental stewardship. The Company is providing more sustainable alternatives for our customers while working to shrink the environmental footprint at each of its more than 300 manufacturing plants in 34 countries by:

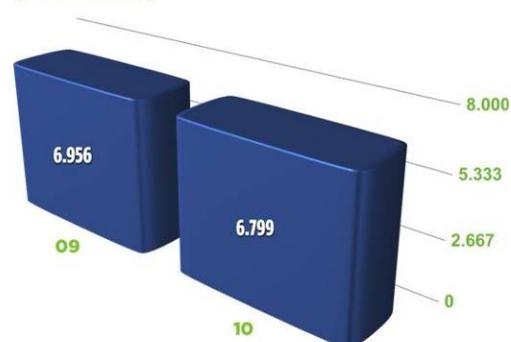
- Reducing wastes going to landfills
- Reducing energy consumption
- Reducing greenhouse gas emissions
- Reducing hazardous air emissions
- Reducing water usage
- Implementing and encouraging internal recycling programs

We believe that initiatives around enhancing our reputation, being a strong corporate citizen, providing a good place to work and being a good steward of our environmental resources will make us a stronger, more competitive company, better able to support and satisfy our broad customer base and provide shareholders with sustainable returns.

**BENEFICIALLY USED
LANDFILLED (Normalized)**



**WATER USAGE
(Normalized)**



Environmental Stewardship Success

- Achieved: Reduced normalized global landfill disposal by 8.3% in 2010.
- Goal: Have 10% of Sonoco's 315 global plants at land-fill free status by 2014.
- Achieved: Five plants brought to land-fill free status in 2010
- Goal: Double number of customer plants at land-fill free status by 2014.
- Achieved: 14 plants brought to land-fill free status by Sonoco Sustainability Solutions program

Re-energized employee sustainability programs; recycled 6 tons of office waste from Hartsville, S.C. headquarters during the second half of 2009; saved \$90,000 in annual energy costs through HVAC setbacks and employee conservation programs

In 2010, Sonoco added a sustainability section to its supplier scorecard that collects Scope 1 and Scope 2 GHG data on more than 75% of its managed supplier spend, as well as suppliers' GHG reduction goals, carbon intensity and ability to provide innovative, environmentally based solutions

One of the simplest, yet most powerful examples of Sonoco's environmental stewardship is its use of recycled paper. Sonoco aggressively pursues partnerships with municipalities, retail outlets such as supermarkets, manufacturers and others who generate large volumes of recoverable paper.

Economic Performance Success

- Established the True Blue™ brand, a new umbrella brand for packaging solutions and recycling services which offer our customers environmental advantages over the solutions and services they are intended to replace, either through the use of more sustainable materials, material source reductions or reduced consumption and emissions
- Collected and measured Scope 1 and 2 GHG emissions from key strategic suppliers, which represents over 75% of spending
- Collected globally 3 million tons of paper, plastic, metal and other materials to be recycled from more than 15,000 major retailers, manufacturers and municipalities
- Diverted over 10,000 tons of potential landfill waste from internal and customer locations per month

Corporate Focus on Safety

Safety is a top priority at Sonoco. The recycling division has implemented safety coordinators in every facility and has an incredibly active safety council challenged with increasing awareness about safety within the plants.

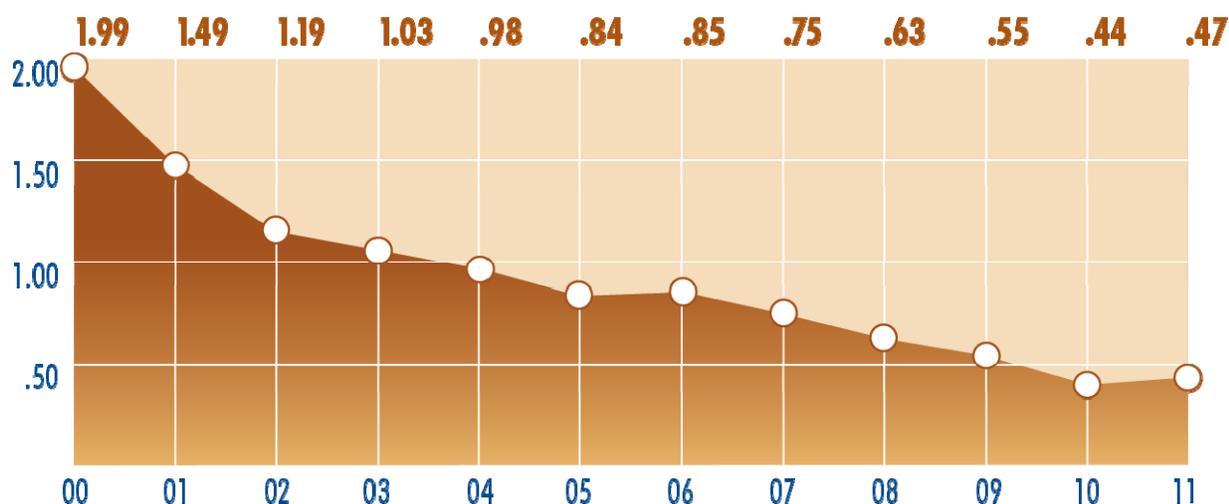
- Sonoco Recycling’s Winston Salem facility was awarded NC Department of Labor’s prestigious Carolina Star Award for its commitment to safety.
- Many of our recycling facilities, including Greensboro, have been awarded NC Department of Labor’s SHARP Award.

Corporate Safety Statistics:

- Employees set a new safety record in 2009, with a total incident rate (TIR) of .55, breaking 2008’s record-setting .63
- 2010: At new record of .44 TIR
- 219 plants received *President’s Safety Awards* in 2009 for completing 200,000 injury-free hours
- 12 S.C. plants received *2009 Safety Awards* from the S.C. Chamber of Commerce
- Sonoco’s Brantford, Ontario, Canada, paper mill was named *2009’s Safest Mill in Canada* by *Pulp & Paper* magazine

SAFETY PERFORMANCE

(TOTAL INCIDENT RATE PER 100 EMPLOYEES PER YEAR)



Our Commitment to Safety

It is the policy of the Company to provide a safe and healthful work environment for the protection of its most vital resource—Sonoco employees. The safety of employees shall be of the greatest interest to all levels of management and supervision, ranking in importance above production, quality, costs and service. The Company's basic philosophy is that all personal injuries can and must be prevented. While the responsibility for safety begins and ends with the president, that responsibility is shared throughout the organization. Division vice presidents are responsible for their divisions, plant managers for their plants; supervisors are accountable for the safety of their groups; and all individuals are accountable for their own safety. There will be no place in the organization for an unsafe employee. All employees at every level are expected to fully accept responsibility for their own safety, and for the safety of those with whom they work.

All facilities are OSHA compliant, but all go above and beyond standard OSHA requirements. Our Winston-Salem facility has been named a “Carolina Star” facility by OSHA – the highest safety ranking provided by the NC Department of Labor. Two other facilities are “Sharp” certified – one level before “Star.”

The Company will maintain a vigorous safety and injury prevention program at each location, and will allocate the necessary resources to assure a safe and healthful work environment.

Some of the Safety Training Requirements are listed below:

- Safety Coordinator Training
- New Employee Orientation
- “Take Two” Weekly Safety Training
- Required initial and annual OSHA for individual employees
- Daily Safety Meetings
- Retraining affected areas (close call)
- Documented safety interventions and close calls
- Plant Safety Rules – bi annual and monthly updates
- Interactive and dedicated safety council
- Bi-annual Divisional plant manager and safety coordinator group meetings
- Continuous improvement for Lean Manufacturing
- Standard Work For Leaders plant implementation
- Standardization of plant safety signage
- Implementation of divisional interactive “Connected” monitors
- Traffic Flow Analysis

Sonoco's Diversity Policy

Sonoco embraces the opportunity to work with small, women and minority businesses, and regularly utilizes their services in numerous support areas. Sonoco's nearly 17,000 employees speak 18 languages in more than 35 countries.

We believe employee diversity is smart business; the variety of thought, energy and insight provided by a diverse workforce gives us an advantage in today's global economy. We are committed to attracting, developing and retaining today's top talent and respect different life experiences, cultural backgrounds, and work and life styles. From the top down, individually and as a team, we work hard to create an environment that encourages and allows all employees to contribute ideas, seek challenges, assume leadership and achieve their personal goals while helping Sonoco succeed.

"Throughout our history, Sonoco has pursued sustainability by balancing and integrating environmental stewardship, social responsibility and economic performance within our business strategy and culture. We believe that to achieve our goals relating to sustainability, it is critical that we establish a capable, qualified, competitive and diverse team of suppliers.

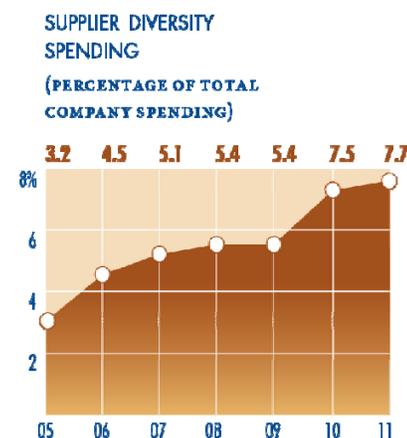
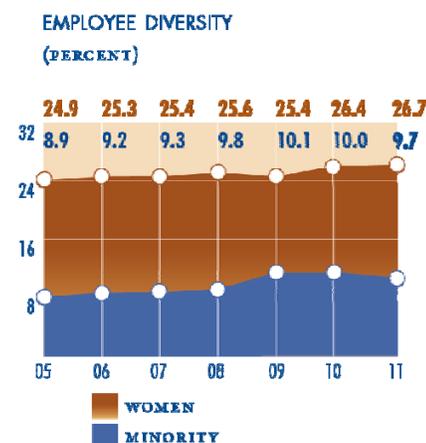
We want our suppliers to be successful, and it's important to understand that we expect their business to be conducted with integrity and a focus on environmental stewardship. We will actively seek business relationships with suppliers who share our values and promote the application of these high standards among those with whom they do business.

Supplier diversity is also a key component of our corporate strategy and supplier sustainability program. Our supply management team is committed to identifying and developing partnerships with qualified minority- and women-owned suppliers based on receiving the best value.

We are proud of our track record at Sonoco as it relates to our role as a strong corporate citizen. We have been invited to join the elite Dow Jones Sustainability World Index and have been in the top 25% of *Newsweek* magazine's Green Rankings of the top 500 publicly traded companies in the U.S. for the past two years. We're also regularly included on *CRO* magazine's 100 Best Corporate Citizen's List and KLD's Domini 400 Social Index.

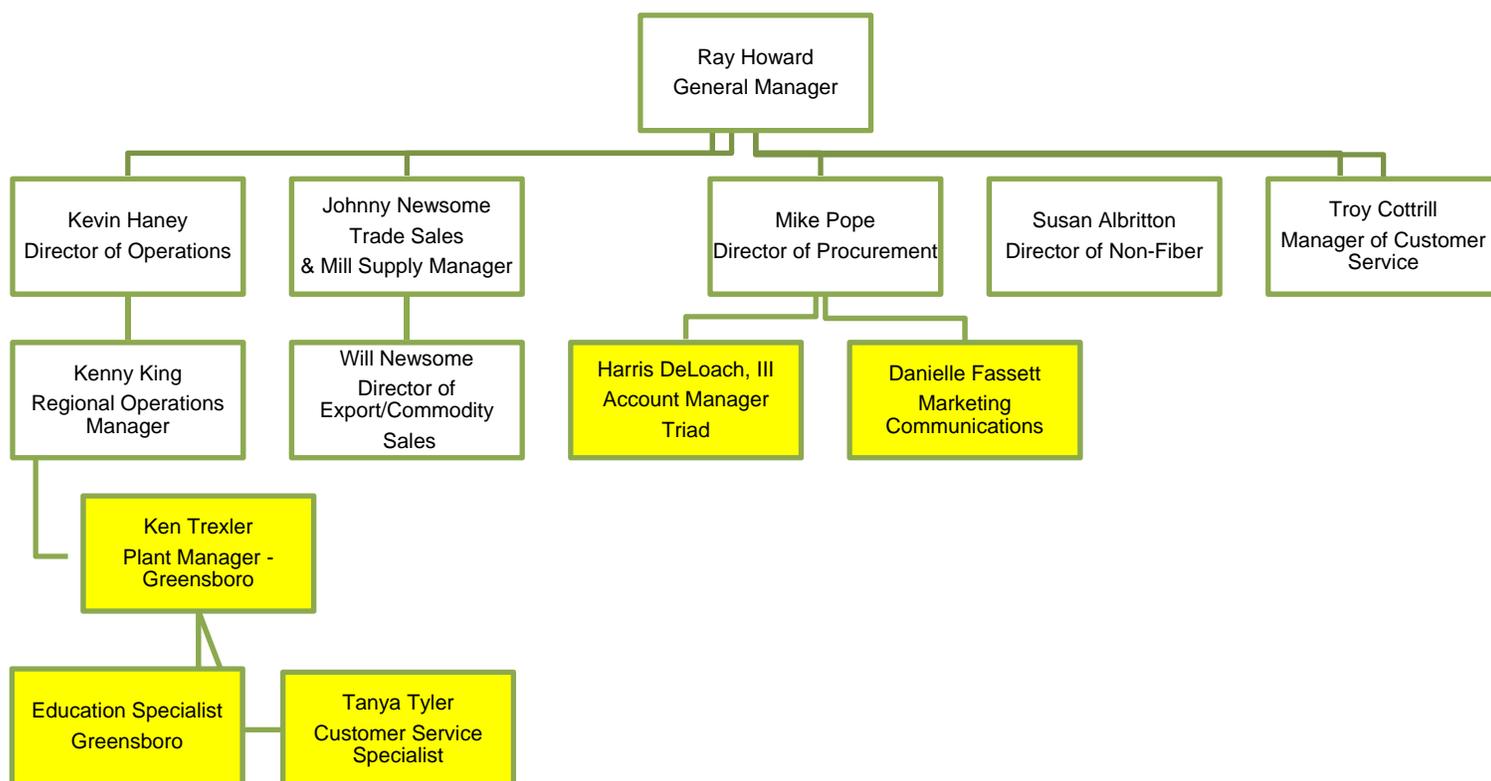
We are interested in learning more about your company and its capabilities, and I encourage you to contact our supply management team to learn how your sustainability goals and initiatives align with those we've established at Sonoco."

Harris E. DeLoach Jr., Chairman and Chief Executive Officer, Sonoco



Chapter 3 - Staffing

Sonoco Recycling offers an experienced team to serve as a resource to the City of Greensboro:



*Highlighted positions showcase direct contacts from Sonoco Recycling.

QUALIFICATION FORM 2

STAFFING

A. Harris DeLoach III, Account Manager

- B. Assignment--Will act as a liason between the MRF’s operations staff and City staff
- C. Employer—Sonoco Recycling, LLC
- D. Years Experience with Company —12 Years, all with Sonoco Recycling, LLC
 - a. Other Similar Companies – N/A
- E. Education—Attended Wofford College
- F. Summary of Professional Training and Experience-- Harris has responsibility for account development and customer satisfaction for Winston Salem and Greensboro recycling facilities in North Carolina. He joined Sonoco in 2000 and has worked in various positions of increasing responsibility across the footprint. Harris has been servicing the Triad since 2008.
- G. Professional References—

Marcy Thompson	Steve Lyles	Jenny Young
Sonoco Products Company	Sonoco Products Company	Sonoco Products Company
843-383-7000	843-383-7000	843-383-7000

A. Danielle Fassett, Marketing Communications

- B. Assignment—Danielle will act as the City’s marketing contact
- C. Employer—Sonoco Recycling, LLC
- D. Experience with Company—5 Years, all with Sonoco Recycling, LLC
 - a. Other Similar Companies – N/A
- E. Education—
 - a. 1997 Bachelor of Arts from the University of North Carolina,
 - b. 2006 MBA with a focus in Marketing from the Moore School of Business.
- F. Summary of Professional Training and Experience--Danielle has responsibility for all facets of marketing communications and research for the recycling division, including all aspects of public relations, customer communications, press, events and trade shows, Earth and America Recycles Day events, all digital and social media.
- G. Professional References—

Marcy Thompson	Steve Lyles	Jenny Young
Sonoco Products Company	Sonoco Products Company	Sonoco Products Company
843-383-7000	843-383-7000	843-383-7000

A. Kenneth Trexler, Plant Manager

- B. Assignment—Kenneth will be responsible for all MRF Operations
- C. Employer—Sonoco Recycling, LLC
- D. Experience with Company —6 Years, all with Sonoco Recycling, LLC
 - a. Other Similar Companies – N/A
- E. Education – N/A
- F. Summary of Professional Training and Experience-- Ken has worked at Sonoco for over 6 years. In that time he has managed various facilities in the Sonoco Recycling organization. His responsibilities include safety, productivity, transportation, and general employee management.
- G. Professional References—

Marcy Thompson	Steve Lyles	Jenny Young
Sonoco Products Company	Sonoco Products Company	Sonoco Products Company
843-383-7000	843-383-7000	843-383-7000

A. Tanya Tyler, Office Manager

- B. Assignment—Tanya will serve as the main customer service contact for the City
- C. Employer—Sonoco Recycling, LLC
- D. Experience with Company —9 Years, all with Sonoco Recycling, LLC
 - a. Other Similar Companies – N/A
- E. Education – AD Business – currently attending
- F. Summary of Professional Training and Experience—Tanya has worked with Sonoco Recycling for over 9 years. During that time, she has served as Office Manager of multiple facilities. Her responsibilities include safety and customer reporting. She is also the first contact for customers that have questions or are seeking information.

Marcy Thompson	Steve Lyles	Jenny Young
Sonoco Products Company	Sonoco Products Company	Sonoco Products Company
843-383-7000	843-383-7000	843-383-7000

Staff Biographies

Ray Howard, General Manager

Ray Howard is a veteran of Sonoco Paper Mill operations where he served in various executive capacities spanning over 20 years. His areas of oversight have included safety, productivity, production, operations, transportation, customer satisfaction and general employee management. In 2010, Ray joined the recycling division.

Kevin Haney, Director of Operations

Kevin Haney has operations responsibility for 26 facilities within the Sonoco Recycling footprint. Kevin has worked at Sonoco for over 20 years. In that time he has managed various types of recycling facilities in the organization including the development of the material processing facilities in both Columbia and Greenville, S.C.

Johnny Newsome, Manager of Trade Sales

Johnny Newsome has responsibility for all sales and marketing of recovered materials, both domestic and export for Sonoco Recycling. Johnny has been with Sonoco for more than 25 years.

Ken Trexler, Plant Manager

Ken Trexler has worked at Sonoco for over 6 years. In that time he has managed various facilities in the Sonoco Recycling organization. His responsibilities include safety, productivity, transportation, and general employee management.

Will Newsome, Manager of Export / Commodity Sales

Will Newsome leads and facilitates sale of recovered materials (paper and non-paper) for Sonoco Recycling. Will is a 15 year veteran with Sonoco at various capacities in the organization including operations management and sales and procurement.

Mike Pope, Director of Procurement

Mike Pope is responsible for developing and managing all supply procurement for Sonoco Recycling. Mike has been with Sonoco for nine years, including assignments with Supply Management in Hartsville and Brussels, IPD Europe as the Regional Operations Manager in Italy and most recently with Sonoco Sustainability Solutions.

Susan Albritton, National Manager of Non-Fiber

Susan Albritton has responsibility for developing and managing a diverse base of non-fiber commodities for Sonoco Recycling. Susan has been employed by Sonoco Recycling since 2006, and previously was Regional Hauling Manager for Waste Management of Virginia for nearly 10 years.

Harris DeLoach, Account Manager

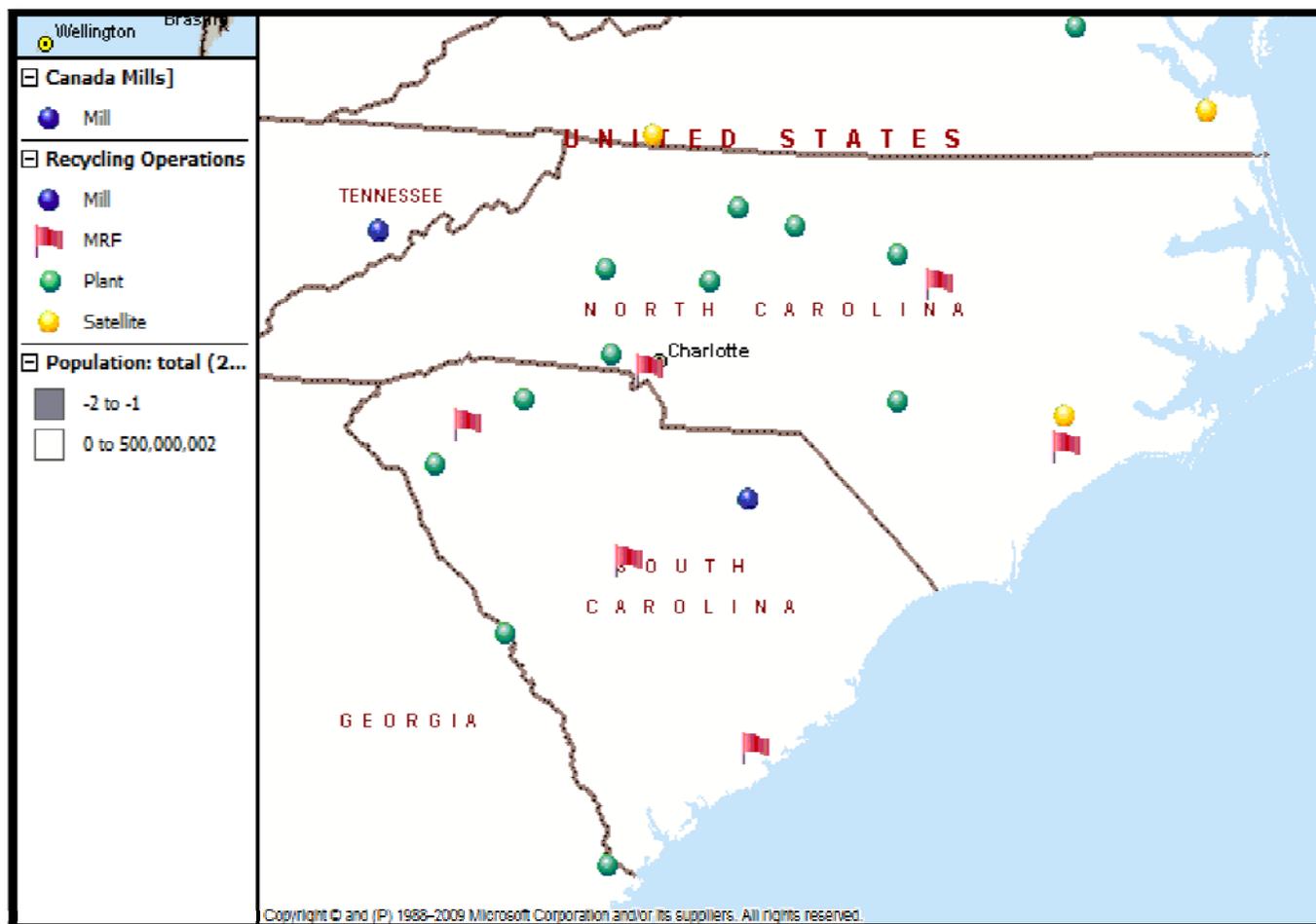
Harris DeLoach has responsibility for account development and customer satisfaction for Winston Salem and Greensboro recycling facilities in North Carolina. He joined Sonoco in 2000 and has worked in various positions of increasing responsibility across the footprint. Harris has been servicing the Triad since 2008.

Danielle Fassett, Marketing Communications

Danielle has responsibility for all facets of marketing communications and research for the recycling division, including all aspects of public relations, customer communications, press, events and trade shows, Earth and America Recycles Day events, all digital and social media. She has been with the company for almost 6 years.

Chapter 4: Experience

Map of Sonoco Recycling facilities in the Carolinas.



Utilizing recycling operations in more than 50 locations globally, Sonoco Recycling is one of the world’s largest recycler. In the United States, the company is the 5th largest recycler handling more than 2.5 million tons domestically -- and the largest recycling company in the Carolinas. Sonoco Recycling services more than 6,000 local customers though out the United States. Sonoco Recycling operates 16 facilities in North and South Carolina.

Experience with Municipalities

Sonoco Recycling has had the honor to partner with a number of municipalities in North Carolina in the processing of recyclables.

Our Greensboro Recycling Center processes over 80,000 tons of recyclable materials annually. We have served the Triad for over 50 years providing services for local manufacturers, municipalities, leading retailers, as well as the general public through our “Cash-for-Paper” program. The following is a non-conclusive list of communities in the area which are currently serviced or processed by Sonoco Recycling:

Municipality*	History
City of Concord, NC	1 year
Cabarrus County, NC	1 year
City of Swansboro, NC	5 years
City of Richlands, NC	5 years
City of Jacksonville, NC	5 years
City of Topsail Beach, NC	5 years
City of Henderson, NC	5 years
City of Kannapolis, NC	1 year
City of Rocky Mount, NC	2 years
City of Mount Airy, NC	1 year
Gaston County, NC	1 year
Orange County, NC	15 years
City of Durham, NC	3 years
City of Raleigh, NC	15 years
Richland County, SC	30 years
Lexington County, SC	30 years
Spartanburg County, SC	25 years
Anderson County, SC	15 years

***Sonoco Recycling has never charged a tipping fee to any of these municipalities.**

Material Recovery Facilities across the Carolinas

Raleigh Material Recovery Facility

Sonoco Recycling
111 South Rogers Lane, Raleigh, NC 27610

In an effort to meet the growing demand for recycling in North Carolina, Sonoco Recycling now operates a state of the art recycling facility serving municipalities regionally.

The facility is located in the City of Raleigh with 75,000 square feet designed for material recovery, a commercial recycling operation and a center for educating the public about the benefits of recycling. This regional facility sorts, processes, and markets newspaper, cereal boxes, shoe boxes, green, brown, and clear glass, corrugated cardboard, plastic bottles, gable top cartons (milk cartons), aluminum beverage cans, aluminum, steel, and tin food cans, aluminum foils (non-contaminated), magazines, junk mail, telephone books, rigid plastics (buckets, plastic toys, lawn furniture), and empty aerosol cans.

This operation employs 75 staff, multiple tipping floors, and two weigh scales to ensure rapid turnaround of all collection vehicles. The Raleigh MRF operates on a 24 hour extended schedule Monday through Friday, which allows the ease of doing business for a wide range of material suppliers.



The City of Raleigh and Sonoco Recycling have shared a close partnership for several years. Sonoco Recycling assisted in their transition from a residential source separated program to a residential dual stream program, and finally to a residential single stream program, allowing for increased participation rates and increased recycling volumes on a monthly basis. Sonoco Recycling contributed effectively to this successful evolution through our commitment to education and community involvement.

Onslow County Material Recovery Facility

Sonoco Recycling
415 Meadowview Road, Jacksonville, NC 28540

Sonoco Recycling, one of the largest packaging recyclers in North America, has been awarded a 10-year contract to operate the Onslow County, N.C., materials recovery facility (MRF). That means residents of Coastal North Carolina will now have access to expanded, single-stream (or commingled) recycling, increasing the types of materials they are able to recycle. The 20,000 square foot facility receives 1,000 tons of residential single stream and processes 700 tons of commercial cardboard each month. It operates a manual sort line consisting of two (2) conveyors and an automated magnet sorts cardboard, newspaper, plastics, aluminum and steel cans. The facility's current processing capability averages 2-3 tons per hour of residential single stream, with plans to increase throughput to 10 tons per hour.

Sonoco Recycling is planning to invest \$1 million in facility upgrades, including an education center at the County's MRF. Committed to the development of recycling education in and around Onslow County, Sonoco Recycling is also planning public education programs at the facility and partnerships with local schools.

Charlotte Material Recovery Facility

Sonoco Recycling
3901 Barringer Drive, Charlotte NC 28217

Sonoco Recycling Charlotte accepts and processes corrugated boxes and other grades of paper as well as plastic and other materials. The facility accepts delivered residential curbside material and offers flatbed pick up of baled material, and van pick up for loose, palletized or baled material. Sonoco Recycling has recently completed a \$4.6 million dollar expansion on its Charlotte Material Recover Facility (MRF) making it one of the most technologically advanced recycling facilities in the United States.

The 62,000 square foot facility is the third of its kind for the company with the newest generation of equipment that includes 43 Conveyors and six screens, glass breakers, and state of the art baling equipment to automatically sort cardboard, newspaper, plastics, aluminum, and glass. Facility processing capabilities exceeds 400 tons daily.

The Charlotte Recycling plant operates three (3) scales, employs 60 fulltime staff, and operates on two (2) shifts with receiving hours from 6:00 am until 5:00 pm Monday through Friday.

Over 100,000 tons of recovered material is processed annually and approximately 60% is consumed in nearby Sonoco Mill facilities.



Columbia Material Recovery Facility

Sonoco Recycling
1132 Idlewilde Blvd, Columbia SC 29201

In Columbia, SC, Sonoco Recycling operates a large recycling facility located within Richland County. It processes commingled material for the City of Columbia, Lexington County and Richland County. Curbside processing, a commercial recycling operation and a center for educating the public about the benefits of recycling operate within one facility.

This facility sorts, processes, and markets old corrugated cardboard containers, magazines, mixed paper, plastic bottles, newspapers, aluminum can, steel cans, glass and many other recyclables recovered from the residential and commercial waste stream.

Over 100,000 tons of recovered material is processed annually and approximately 60% of that material is consumed in nearby Sonoco Mill facilities to be turned back into products consumers use every day.

Charleston Material Recovery Facility

Sonoco Recycling
2025 Tellico Road, Charleston, SC 29405

The most recently expanded 28,000 square foot Charleston Material Recovery Facility is the fourth of its kind for Sonoco Recycling, hosting the newest generation of equipment that includes 14 Conveyors, a fiber screen, and a glass breaker. The Mini MRF concept will automatically sort newspaper, aluminum, steel and glass. Cardboard and plastics are hand sorted. Facility processing capabilities exceeds 200 tons daily. The Mini-MRF concept will provide recycling capabilities to more rural areas around the Charleston area of South Carolina.

The Charleston Recycling plant operates 1 scale, employs 40 full-time and contracted employees, and operates on two (2) shifts with receiving hours from 8:00 am until 4:00 pm Monday through Friday.

Greenville Material Recovery Facility

Sonoco Recycling
1240 White Horse Road
Greenville, SC 29605

The acquisition of American Recycling of South Carolina's material recovery facility (MRF) in Greenville, S.C., greatly expands our single-stream recycling capabilities in the Upstate. With operations in Charleston, Columbia, Spartanburg—and now Greenville—Sonoco Recycling continues to secure its position as South Carolina's recycling industry leader.

The 62,000 square foot facility receives 4,500 tons each month which includes both residential single stream and dual stream materials. It operates a manual sort line consisting of two (2) conveyors and an automated magnet sorts cardboard, newspaper, plastics, aluminum and steel cans. The facility's current processing capability averages 2-3 tons per hour of residential single stream, with plans to increase throughput to 10 tons per hour. We employ almost 50 personnel, operate a fleet of more than 100 trailers, vans, and trucks, as well as provide flatbed service along the East Coast.

Sonoco Recycling is in the process of investing more than \$2 million dollars to improve processing capabilities, traffic flow, and overall customer service.

References / Experiences – Form 3

Our partners have been gracious in providing letters of reference evidencing our current relationships and detailing the work we currently perform on their behalf. Letters have been provided from the following:

**QUALIFICATION FORM 3
EXPERIENCE**

The Proposed shall provide a minimum of three (3) but no more than five (5) references of the most recently awarded and serviced (but not necessarily completed) comparable projects.

1. Name of Agency: City of Raleigh, NC
Address: PO Box 590
Raleigh, NC 27602
Phone Number: 919-996-6871
Principal Contact Person(s): Linda Leighton

Year Contract Initiated: 1986
Tonnage Processed: 22,000 tons per year
Revenue Generated for Agency (Describe): \$600,000 - 2011
Project Description: Processing of residential recycling delivered to Sonoco Recycling's Raleigh MRF

2. Name of Agency: Gaston County, NC
Address: 3155 Philadelphia Church Rd
Dallas, NC 28034
Phone Number: 704-922-7729
Principal Contact Person(s): Nan Kirlin

Year Contract Initiated: 2009
Tonnage Processed: 3000 tons per year
Revenue Generated for Agency (Describe): N/A
Project Description: Receipt and processing of recovered recyclables

QUALIFICATION FORM 3
EXPERIENCE
(CONTINUED)

3. Name of Agency: Lexington County, SC
Address: 498 Landfill Lane
Lexington, SC 29073
Phone Number: 803-755-3325
Principal Contact Person(s): David Eger

Year Contract Initiated: 1990
Tonnage Processed: 3600 tons per year
Revenue Generated for Agency (Describe): \$56,000 Annually
Project Description: Receipt and processing of recovered recyclable materials delivered to our Columbia, SC MRF

4. Name of Agency: City of Durham, NC
Address: 1833 Camden Avenue
Durham, NC 27704
Phone Number: 919-560-4186
Principal Contact Person(s): Donald Long

Year Contract Initiated: 2009
Tonnage Processed: 14,000 tons per year
Revenue Generated for Agency (Describe): N/A
Project Description: Processing of residential recycling delivered to Sonoco Material Recovery Facility



City Of Raleigh

NORTH CAROLINA

June 15, 2011

Ms. Linda A. Leighton
City of Raleigh
Recycling Division
PO Box 590
Raleigh, NC 27602-0590

To Whom It May Concern:

Sonoco Recycling has processed materials for the City of Raleigh for the past 15 years. Raleigh supplies Sonoco with recyclable material that contains fiber consumed in their Hartsville, SC, and Richmond, VA paper mills and markets the other materials we recover.

Through good markets and challenging markets, Sonoco has guaranteed dependable material movement as well as recycled "end use" of as great a percentage of material as possible for the City of Raleigh. I believe Sonoco's marketing leverage has been due in part to the high level of material internalization, particularly fiber, as well as their tenure in the industry.

Sonoco Recycling has provided a state of the art recycling facility in Raleigh, and a recycling education center, where our Education Specialist has been available to conduct numerous tours through the facility to explain recycling processes to our residents, students and many civic groups. Sonoco has performed the responsibilities of our agreement in service as well, working with Raleigh to accept materials and market for reclamation regardless of market condition. Sonoco has maintained access according to our needs and goals, and maintained a facility cleanliness that the City of Raleigh can be proud to utilize for processing.

Hopefully this letter will answer any questions you may have about Sonoco Recycling. Do not hesitate to contact me directly should you wish to speak to me.

Sincerely,

Linda A. Leighton
Waste Reduction Specialist
cc

One Exchange Plaza
1 Exchange Plaza, Suite 1020
Raleigh, North Carolina 27601

City of Raleigh
Post Office Box 590 • Raleigh
North Carolina 27602-0590
(Mailing Address)
Printed on Recycled Paper

Municipal Building
222 West Hargett Street
Raleigh, North Carolina 27601

**GASTON COUNTY** Department of Public Works**SOLID WASTE AND RECYCLING DIVISION**

3155 Philadelphia Church Road, Dallas, NC 28034 Telephone 704-922-0267 Fax 704-922-5890

January 10, 2012

Gaston County Solid Waste and Recycling has had an amicable business relationship with Sonoco Recycling for the last two and a half years. From their very helpful office staff, to their sales team, to the facility management, we have had wonderful service. Their staff is informative, helpful and attentive to our needs and situations. We do recommend Sonoco as a partner and associate whenever we have the opportunity. If you have any concerns, I would be glad to field any more specific concerns.

Nan Kirlin,
Gaston County Recycling Coordinator
3155 Philadelphia Church Road
Dallas, NC 28034
Nan.kirlin@co.gaston.nc.us
704-922-7729



County of Lexington

Department of Solid Waste Management

David L. Eger, Director

498 Landfill Lane

Lexington, South Carolina 29073

Telephone: (803) 755-3325 Facsimile:(803)755-3833

January 6, 2012

To whom it may concern:

Lexington County offers a multitude of recycling options to its more than 260,000 residents. The Department of Solid Waste Management operates 11 Collection and Recycling Centers as well as offers subscription franchise curbside collection to its residents. Some material is also collected for recycling at the County's Construction and Demolition Debris Landfill. **Sonoco Recycling** is an integral partner of our recycling program.

Lexington County has been partnering with **Sonoco Recycling** for more than 20 years. All of the curbside material from around the County is delivered to Sonoco's Material Recovery Facility (MRF) in Columbia. In addition, several commodities collected at our Collection and Recycling Centers and landfill are also taken to their MRF. These materials include cardboard, office paper, newspapers and magazines, commingled plastic bottles and our used motor oil bottles. They have always been consistent with their service and commitment to our program.

Sonoco Recycling has always been a willing partner and recycling advocate when it comes to the community. They offer tours of their MRF and work with local schools and other organizations. They also have worked with us on several education and outreach initiatives. Many of the recycling programs that are thriving in the Midlands today may not even exist if it were not for Sonoco's involvement and guidance.

Sincerely,

David L. Eger, Director
Department of Solid Waste Management

DURHAM**1869**
CITY OF MEDICINE**CITY OF DURHAM***Department of Solid Waste Management*

101 CITY HALL PLAZA 27701

1833 Camden Avenue | Durham, NC 27704

919.560.4186 | 919.560.1132

www.durhamnc.gov

May 31, 2011

To Whom It May Concern:

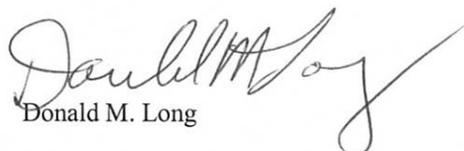
SONOCO Recycling has processed the City of Durham's residential recyclables for nearly 2 years. Their sincerity and dedication in providing us with a great service has in-turn gained popularity for us among our residents. As our recycling processor, SONOCO has been very cooperative and willing to work to enhance our program. Their performance as our recycling processor, the marketer of our recovered recyclables, an educator of our school students in recycling, and a member of our community has been exemplary.

Consistently SONOCO has performed the following:

- SONOCO is committed in partnering with us through all our public outreach efforts. They have been a partner and sponsor for special recycling events such as Earth Day, and several E-Waste and Paper Shredding Events.
- SONOCO staff members have been willing to assist with presentations, interviews and providing financial support for public education.
- SONOCO is flexible and willing to explore ideas as we have expanded acceptable materials and restructured our collection methods.

I have recommended to our City Council to extend our contract with SONOCO and I would recommend SONOCO Recycling to other local governments and other solid waste entities without hesitation.

Sincerely,


Donald M. Long

Chapter 5: Project Approach

Proposed Transition Time

We propose to begin processing on April 1, 2013 and will be ready to begin Day One of contract.

Operational Methods & Facility Information

Sonoco Recycling will utilize state of the art automated technology to separate and process materials into marketable streams, which will be baled and either used internally by Sonoco as raw materials or marketed as raw materials on the open market.

Substantial capital investment will be made to upgrade existing facility. This investment will result in our 7th state of the art MRF in the Carolinas. We will invest into the most technologically advanced equipment such as: optical sorters, high speed automated balers, glass breakers, eddy-current, magnets, corrugated screens, news screens, etc. These investments will ensure our capability of expanding your acceptance programs.

Marketing Approach & Strategy

Materials to be processed:

- 1) Aluminum Cans
- 2) Steel and bi-metal cans
- 3) Glass bottles clear, green, brown, blue
- 4) Plastic bottles - #s 1-7
- 5) Mixed paper including, but not limited to, newspaper, magazines, junk mail, office paper, phone books, paperboard and cardboard products.
- 6) The collection of other materials may be considered.

Materials will be baled by commodity and marketed to the most profitable market.

Prohibited Materials

Bulk liquids, hazardous, bio-hazardous, or sewage shall not be received at facility. If prohibited waste is received, the County will be notified and the facility will address proper disposal of the material in accordance with applicable South Carolina EPA regulations.

Material Contracts

Sonoco Recycling is the fourth largest recycling organization in the United States with 26 plants located in the Southeast as well as Global operations for material collection. Multiple contracts for various commodities are in place to utilize material internally with Sonoco's Paper Mill division as well as externally with established strategic partners. Over 65% of material collected in Sonoco's recycling efforts is internalized and consumed by Sonoco where it is converted into new packaging manufactured with recycled content.

By producing and recovering material utilized by consumers, Sonoco embodies "cradle to cradle" packaging that closes the recycling loop, ensuring consistent and reliable service continuation for our customers, no matter the market volatility.

Marketing Plan

Sonoco Recycling has been processing recyclable material from curbside and collection site programs for nearly two decades. Because we market over three million tons annually, we have long term relationships with buyers in South Carolina and throughout the USA as well as India, Asia and Europe. Sonoco is a financially strong corporation with which to do business and has a solid reputation globally with its suppliers and buyers.

Sonoco Recycling recognizes the importance of steady and dependable markets to the success of any recycling program. For this reason, we have worked very hard to establish partnering relationships with a number of companies who utilize our products as basic raw materials.

Sonoco Recycling has an added advantage over many recycling entities in that our parent company, Sonoco, operates numerous Paper Mills in the USA and is our end user for many of our recovered paper grades. Sonoco's Paper Mills consume more than one million tons annually, and we also ship material to Sonoco's Mills in Mexico. Sonoco also produces many other packaging items that require the aluminum, steel and plastics.

Recovered Fiber

Sonoco Recycling provides approximately ten grades of recovered fiber to Sonoco's mills in Hartsville, SC, Newport, TN, and Richmond, VA. OCC and mixed paper make up the largest percentage of Sonoco's recovered fiber requirements.

Other Paper Grades

Sonoco Recycling collects and processes over 25 grades of fiber through the current operations. Well established markets exist for these grades.

Plastics

Sonoco Recycling has markets for plastics through both Sonoco Plastics and Sonoco's Baker Reels division as well as directly with other end users and export markets.

Aluminum and Bi-Metal

Markets are established for both commodities.

Sonoco Products Company – over 65% of our material received at the recycling plants or MRF's is sent directly to Sonoco owned mills. In other words, the Recycling Division markets the material to the Sonoco Paper Mill group. Sonoco is the primary end user of what comes into the recycling locations.

Some of the products that Sonoco Products Company manufactures from this recovered material include the following:

- Composite Cans (Chip/Dough Can containers)
- Construction SonoTubes
- Film, tape, and label Cores
- Textile Tubes
- Point of Purchase Displays
- Recycled Liner Board
- Uncoated Box Board



Communication Methods

The City of Greensboro will have access to various contacts within Sonoco Recycling. The City will be assigned an account manager in addition to having full communication capabilities with our office manager and education specialist. For reporting needs, our web reporting specialist will train the city staff on our online reporting tool, which boasts 24/7 real time data.

Community & Environmental Education Outreach

If awarded this bid, Sonoco Recycling will add value to residents of the City of Greensboro and the surrounding area by investing over **\$500,000** over the term of the agreement within the following areas:

- **Education Center & Coordinator:**

We will offer a full service educational center and full time education coordinator. The educational center is to be a utilized resource in communicating the benefits of recycling to the City of Greensboro community. In addition, the MRF will be equipped with a camera system, which would allow for Sonoco Recycling representatives to lead virtual tours from remote locations – such as schools - for viewing via closed circuit television. The center’s mission would be to demonstrate how individuals can make a difference in the environment by recycling.

Visitors 18 years old and over also would have an opportunity to view the workings of a modern recycling plant, learning how paper, metal and plastics are separated, processed and prepared for marketing. To help demonstrate this process, Sonoco often displays products it has made with recovered materials, and discusses the Company’s “cradle to cradle” approach to recycling.

Education outreach is provided to:

Students grades K-12
College Students
Teachers
Environmental Educators
Business Teams
Community Groups
Local Government
Other

Existing education centers in our MRFs currently consist of an auditorium, a meeting room and a display area that comfortably accommodates more than 30 guests. The facilities are open Monday through Friday for scheduled tours, classes, workshops, and meetings, and all activities can be scheduled with Sonoco Recycling.



- **Green Step Schools:**

Sonoco Recycling will provide the City of Greensboro Public Schools our [Green Step Schools](#), a web-based environmental education outreach initiative, now offered to public schools in the Carolinas. Students of all grade levels submit annual projects, compete for prizes and learn about becoming more environmentally responsible. Sonoco Recycling, Keep the Midlands Beautiful, and DHEC's Office of Solid Waste Reduction and Recycling established Green Step Schools in 2003 as part of South Carolina's "Resource Conservation Challenge." In June 2011, 28 schools in 11 counties earned awards for a total of 80 Green Step project submissions.

- **Action in the Classroom:**

The Department of Health & Environment in South Carolina has a proven environmental education curriculum entitled Action in the Classroom – a program which we are now a sponsor. This curriculum is geared towards 5th and 7th grades as well as a set for high school. The curriculum is currently being correlated to North Carolina standards and can be rolled out to all NC teachers.

- **Student Scholarships:** Investment over a period of ten years to City of Greensboro students.
- **Shredding/E-Waste Recycling Events:** We pledge to support two recycling drives (shredding/e-waste/other non-hazardous material drives) on an annual basis.
- **Greensboro Green Business Recycling Program:** Assist with coordination of City Business recycling recognition program purposely driving participation rates.
- **Assist in the coordination of school recycling initiatives**
- **Expand current partnership with Keep NC Beautiful to include Keep Greensboro Beautiful events**
- **Assist with the development of branded marketing collateral**
- **Ad-hoc investment of \$2500 per year to support education initiatives at the City of Greensboro**
- **Support the City of Greensboro's initiatives to drive increased participation through community programs such as "Recycler of the Month" or "Use your bin and win!" type campaigns**

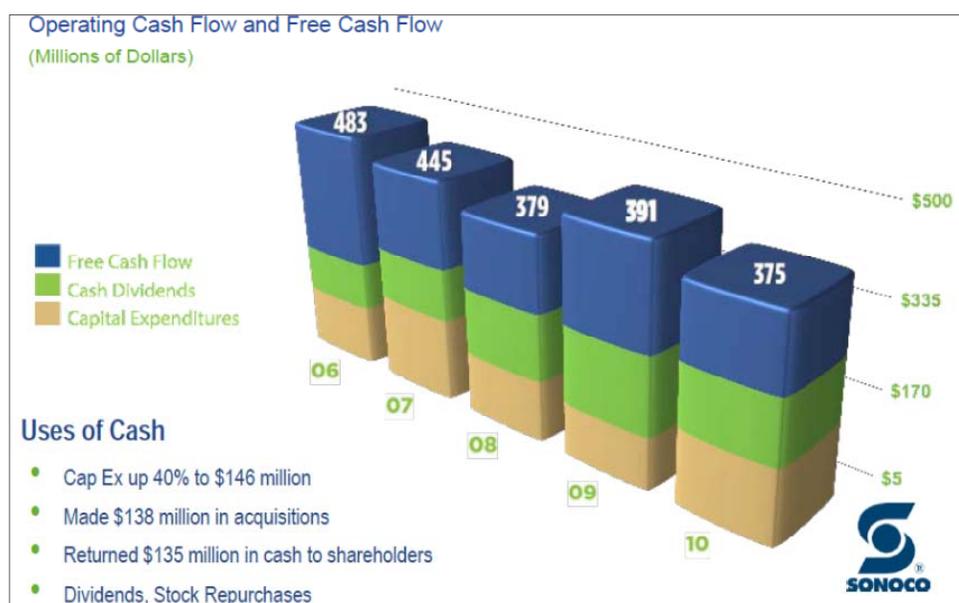
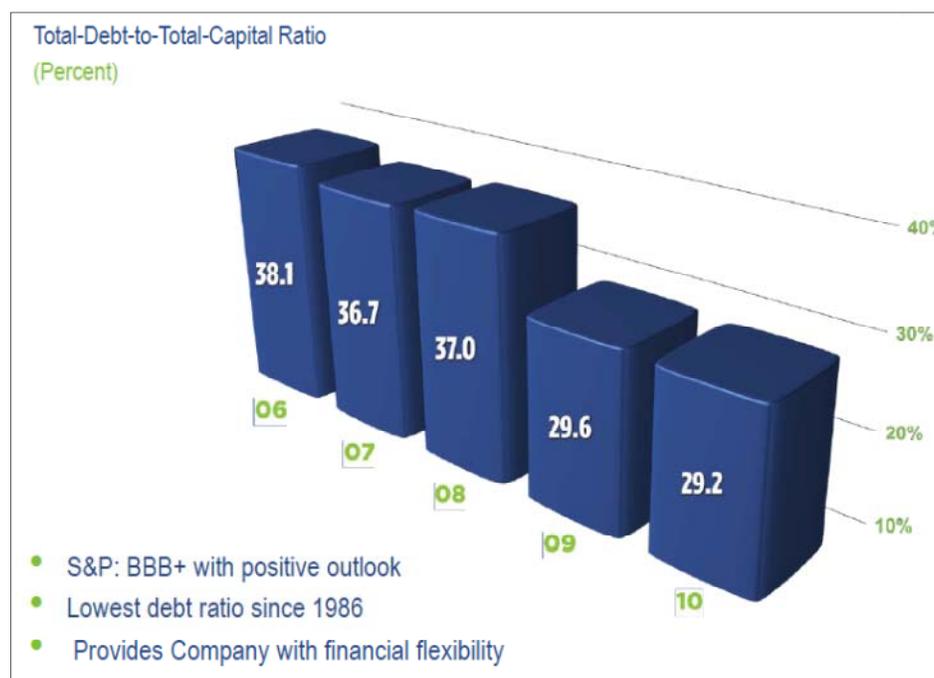
Chapter 6: Financial Stability and Statement

We have included our 2011 annual report for your review. You may also find it online here:

<http://thomson.mobular.net/thomson/7/3300/4644/>

Credit rating BBB+

Founded in 1899, Sonoco is a \$4.0 billion global manufacturer of consumer and industrial packing products and provider of packaging services, with approximately 335 operations in 35 countries, serving customers in 85 nations. Sonoco is headquartered in Hartsville, SC and is publicly traded on the NYSE, symbol: [SON](#) Sonoco Recycling offers evidence of our financial qualification. The 2010 Annual Report for parent entity Sonoco Products Company is provided as the last enclosure of this submission. The most recent summary 10Q follows for reference.



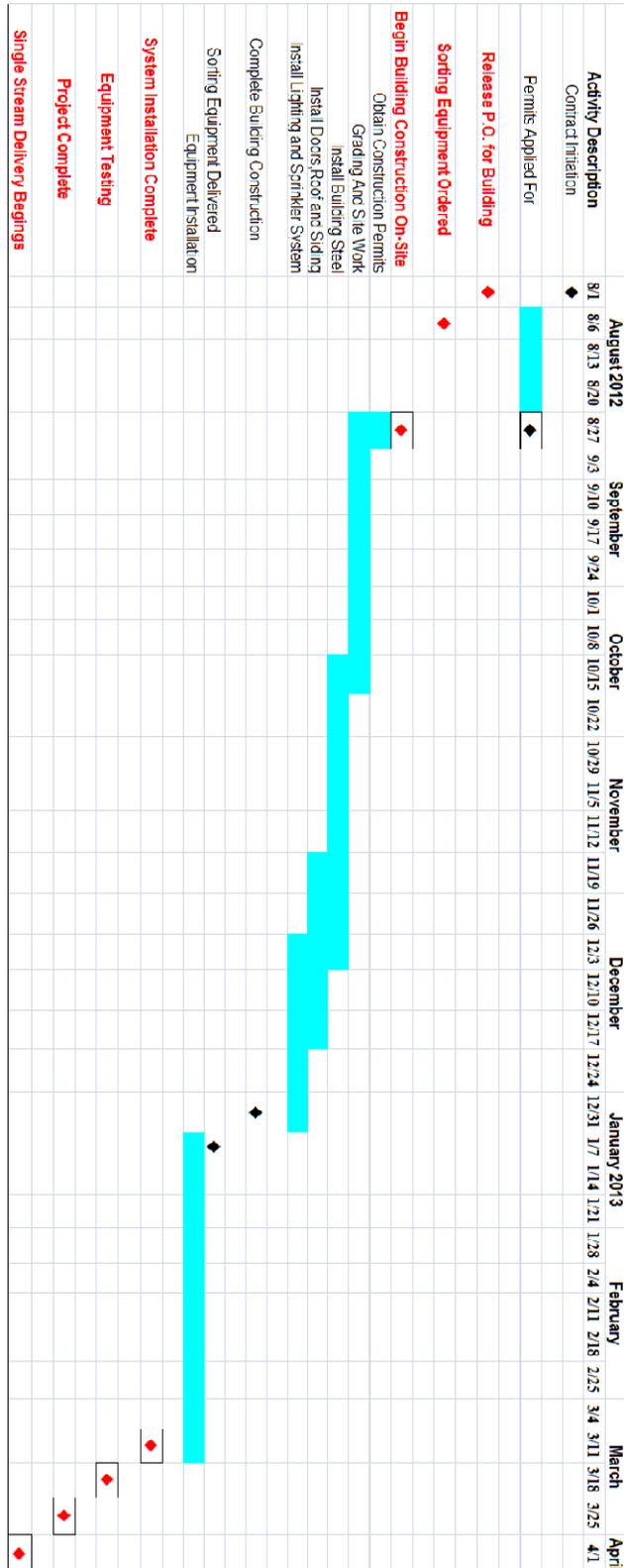
Condensed Consolidated Balance Sheet (from 2011 Annual Report)

(Dollars and shares in thousands) At December 31		2011	2010
Assets			
Current Assets			
Cash and cash equivalents		\$175,523	\$158,249
Trade accounts receivable, net of allowances of \$7,125 in 2011 and \$8,614 in 2010		606,035	508,144
Other receivables		43,378	31,917
Inventories			
Finished and in process		158,391	147,062
Materials and supplies		237,431	222,365
Prepaid expenses		65,227	66,782
Deferred income taxes		26,806	22,997
		1,312,791	1,157,516
Property, Plant and Equipment, Net		1,020,291	944,136
Goodwill		1,103,684	839,748
Other Intangible Assets, Net		299,700	130,400
Long-term Deferred Income Taxes		78,869	42,100
Other Assets		170,835	167,114
		\$3,986,170	\$3,281,014
Liabilities and Equity			
Current Liabilities			
Payable to suppliers		\$436,732	\$436,785
Accrued expense and other		284,854	240,827
Accrued wages and other compensation		55,680	79,109
Notes payable and current portion of long-term debt		53,666	16,949
Accrued taxes		5,551	6,979
		836,483	780,649
Long-term Debt		1,232,966	603,941
Pension and Other Post-retirement Benefits		420,048	323,040
Deferred Income Taxes		16,794	24,583
Other Liabilities		54,471	41,108
Commitments and Contingencies			
Sonoco Shareholders' Equity			
Serial preferred stock, no par value			
Authorized 30,000 shares			
0 shares issued and outstanding as of December 31, 2011 and 2010			
Common shares, no par value			
Authorized 300,000 shares			
100,211 and 100,510 shares issued and outstanding at December 31, 2011 and 2010, respectively		7,175	7,175
Capital in excess of stated value		427,484	441,328
Accumulated other comprehensive loss		-460,299	-292,867
Retained earnings		1,437,435	1,336,155
		1,411,795	1,491,791
Total Sonoco Shareholders' Equity		1,411,795	1,491,791
Noncontrolling Interests		13,613	15,902
		1,425,408	1,507,693
Total Equity		1,425,408	1,507,693
Total Liabilities and Equity		\$3,986,170	\$3,281,014

Chapter 7: Financing Plan

This project will not be financed by an outside corporation, but will be paid for by Sonoco's cash reserves pending executive approval.

Chapter 8: Implementation Schedule



Legend:

◆	Key and/or Required Milestones
◆	Milestones
■	Activity Duration

Chapter 9: Customer Service Procedures

Sonoco Recycling boasts a dedicated local and corporate customer service staff to handle all of facets of your customer service needs from dispatching and concerns to questions about your pay statements and online reporting. We also have five years of strong experience with internal customer satisfaction metrics, which are used to guide process changes and handle all issues and service requests. Currently our Net Promotor Scores are the highest in the recycling industry. We are confident in the success of our mission to be the recycling partner our customers can count on.

Web-Based Reporting (CONFIDENTIAL)

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. Suppliers 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 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 up to 3 users. 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 (Confidential).

The screenshot displays a web browser window titled "Payment Details - Microsoft Internet Explorer". The address bar shows the URL: https://spcwebapps.sonoco.com/srportal/pages/PaymentDetail.aspx?CheckNumber=Pend_20091127&VendorNumber=155057. The page content includes:

- Payment Information:**
 - Check Date: 11/27/2009
 - Check Number: Pend_20091127
 - Check Amount: \$0.00
- Shipment Totals:**
 - Total Tons: 2,838.28
 - Total Amount: \$233,980.56
- Shipment Totals by Origin:**

Check#	Origin	Tons/Qty	Amt
Pend_20091127	Harris Teeter - Fredericksburg	188.12	\$15,742.03
Pend_20091127	Harris Teeter - Greensboro	1,551.96	\$128,036.92
Pend_20091127	Harris Teeter - Indian Trail	1,098.20	\$90,201.61
- Shipment Detail:**

Plant/Mill	Origin	Ticket#	BOL	Trailer#	Ref	Rel#	Shipped	Comm	Prc/Tn Bales	Wgt	Tons/Qty	Amt	
Brokerage	Harris Teeter - Fredericksburg	24970	277024209	sp1393		HTFRD-00001 10/27/09	11/02/2009	OCC	\$82.50	0	41,860	20.93	\$1,726.73
Brokerage	Harris Teeter -	24972	277024211	F-228		HTFRD-00002	11/02/2009	OCC	\$82.50	0	41,480	20.74	\$1,711.05

Chapter 10: Litigation History

Sonoco Recycling has no litigation history.

Chapter 11: Bonding Company Commitment – Form 4

Sonoco Recycling will submit required form 4 upon bid award. Please see letter from Travelers confirming qualification.



May 23, 2012

The City of Greensboro
300 W. Washington Street
Greensboro, NC 27402

Re: RFP #11-12 for Processing and Marketing of Recovered Recyclables

Dear Sir:

It has been the privilege of Travelers Casualty and Surety Company of America ("Travelers")¹ to provide surety bonds for **Sonoco Products Company** for over 14 years. During that time we have supported bids in the \$1,500,000.00 range for a wide variety of owners.

It is our opinion that **Sonoco Products Company** is qualified to perform the above captioned project, which we understand has an estimated value of approximately \$2,000,000.00. At their request we will give favorable consideration to providing the required performance and payment bonds.

Please note that the decision to issue performance and payment bonds is a matter between **Sonoco Products Company** and Travelers, and will be subject to our standard underwriting at the time of the final bond request, which will include but not be limited to the acceptability of the contract documents, bond forms and financing. We assume no liability to third parties or to you if for any reason we do not execute said bonds.

If you have any questions or need any additional information, please do not hesitate to contact me.

Sincerely,

Agent – Angela D. Ramsey
Travelers Casualty and Surety Company of America
Phone: 704-366-8834

¹ Travelers Casualty and Surety Company of America is rated A+ (Superior) by A.M. Best Financial Size Category XIV (\$1.5 Billion to \$2.0 Billion).

A.M. Best's rating of A+ applies to certain insurance subsidiaries of Travelers that are members of the Travelers Insurance Companies pool; other subsidiaries are included in another rating pool or are separately rated. For a listing of companies rated by A.M. Best and other rating services visit www.travelers.com. Ratings listed herein are as of June 8, 2010, are used with permission, and are subject to changes by the rating services. For the latest rating, access ambest.com.

WARNING: THIS POWER OF ATTORNEY IS INVALID WITHOUT THE RED BORDER



POWER OF ATTORNEY

Farmington Casualty Company
Fidelity and Guaranty Insurance Company
Fidelity and Guaranty Insurance Underwriters, Inc.
St. Paul Fire and Marine Insurance Company
St. Paul Guardian Insurance Company

St. Paul Mercury Insurance Company
Travelers Casualty and Surety Company
Travelers Casualty and Surety Company of America
United States Fidelity and Guaranty Company

Attorney-In Fact No. 223208

Certificate No. 004800922

KNOW ALL MEN BY THESE PRESENTS: That St. Paul Fire and Marine Insurance Company, St. Paul Guardian Insurance Company and St. Paul Mercury Insurance Company are corporations duly organized under the laws of the State of Minnesota, that Farmington Casualty Company, Travelers Casualty and Surety Company, and Travelers Casualty and Surety Company of America are corporations duly organized under the laws of the State of Connecticut, that United States Fidelity and Guaranty Company is a corporation duly organized under the laws of the State of Maryland, that Fidelity and Guaranty Insurance Company is a corporation duly organized under the laws of the State of Iowa, and that Fidelity and Guaranty Insurance Underwriters, Inc., is a corporation duly organized under the laws of the State of Wisconsin (herein collectively called the "Companies"), and that the Companies do hereby make, constitute and appoint

William J. Quinn, G. Timothy Wilkerson, Donna K. Ashley, Wendy E. Lahm, Angela D. Ramsey, John D. Leak III, Jennifer C. Hoehn, and John F. Thomas

of the City of Charlotte, State of North Carolina, their true and lawful Attorney(s)-in-Fact, each in their separate capacity if more than one is named above, to sign, execute, seal and acknowledge any and all bonds, recognizances, conditional undertakings and other writings obligatory in the nature thereof on behalf of the Companies in their business of guaranteeing the fidelity of persons, guaranteeing the performance of contracts and executing or guaranteeing bonds and undertakings required or permitted in any actions or proceedings allowed by law.

IN WITNESS WHEREOF, the Companies have caused this instrument to be signed and their corporate seals to be hereto affixed, this 4th day of April, 2012.

Farmington Casualty Company
Fidelity and Guaranty Insurance Company
Fidelity and Guaranty Insurance Underwriters, Inc.
St. Paul Fire and Marine Insurance Company
St. Paul Guardian Insurance Company

St. Paul Mercury Insurance Company
Travelers Casualty and Surety Company
Travelers Casualty and Surety Company of America
United States Fidelity and Guaranty Company



State of Connecticut
City of Hartford ss.

By: [Signature]
George W. Thompson, Senior Vice President

On this the 4th day of April, 2012, before me personally appeared George W. Thompson, who acknowledged himself to be the Senior Vice President of Farmington Casualty Company, Fidelity and Guaranty Insurance Company, Fidelity and Guaranty Insurance Underwriters, Inc., St. Paul Fire and Marine Insurance Company, St. Paul Guardian Insurance Company, St. Paul Mercury Insurance Company, Travelers Casualty and Surety Company, Travelers Casualty and Surety Company of America, and United States Fidelity and Guaranty Company, and that he, as such, being authorized so to do, executed the foregoing instrument for the purposes therein contained by signing on behalf of the corporations by himself as a duly authorized officer.

In Witness Whereof, I hereunto set my hand and official seal.
My Commission expires the 30th day of June, 2016.



[Signature]
Marie C. Tetreault, Notary Public

58440-6-11 Printed in U.S.A.

WARNING: THIS POWER OF ATTORNEY IS INVALID WITHOUT THE RED BORDER

WARNING: THIS POWER OF ATTORNEY IS INVALID WITHOUT THE RED BORDER

This Power of Attorney is granted under and by the authority of the following resolutions adopted by the Boards of Directors of Farmington Casualty Company, Fidelity and Guaranty Insurance Company, Fidelity and Guaranty Insurance Underwriters, Inc., St. Paul Fire and Marine Insurance Company, St. Paul Guardian Insurance Company, St. Paul Mercury Insurance Company, Travelers Casualty and Surety Company, Travelers Casualty and Surety Company of America, and United States Fidelity and Guaranty Company, which resolutions are now in full force and effect, reading as follows:

RESOLVED, that the Chairman, the President, any Vice Chairman, any Executive Vice President, any Senior Vice President, any Vice President, any Second Vice President, the Treasurer, any Assistant Treasurer, the Corporate Secretary or any Assistant Secretary may appoint Attorneys-in-Fact and Agents to act for and on behalf of the Company and may give such appointee such authority as his or her certificate of authority may prescribe to sign with the Company's name and seal with the Company's seal bonds, recognizances, contracts of indemnity, and other writings obligatory in the nature of a bond, recognizance, or conditional undertaking, and any of said officers or the Board of Directors at any time may remove any such appointee and revoke the power given him or her; and it is

FURTHER RESOLVED, that the Chairman, the President, any Vice Chairman, any Executive Vice President, any Senior Vice President or any Vice President may delegate all or any part of the foregoing authority to one or more officers or employees of this Company, provided that each such delegation is in writing and a copy thereof is filed in the office of the Secretary; and it is

FURTHER RESOLVED, that any bond, recognizance, contract of indemnity, or writing obligatory in the nature of a bond, recognizance, or conditional undertaking shall be valid and binding upon the Company when (a) signed by the President, any Vice Chairman, any Executive Vice President, any Senior Vice President or any Vice President, any Second Vice President, the Treasurer, any Assistant Treasurer, the Corporate Secretary or any Assistant Secretary and duly attested and sealed with the Company's seal by a Secretary or Assistant Secretary; or (b) duly executed (under seal, if required) by one or more Attorneys-in-Fact and Agents pursuant to the power prescribed in his or her certificate or their certificates of authority or by one or more Company officers pursuant to a written delegation of authority; and it is

FURTHER RESOLVED, that the signature of each of the following officers: President, any Executive Vice President, any Senior Vice President, any Vice President, any Assistant Vice President, any Secretary, any Assistant Secretary, and the seal of the Company may be affixed by facsimile to any Power of Attorney or to any certificate relating thereto appointing Resident Vice Presidents, Resident Assistant Secretaries or Attorneys-in-Fact for purposes only of executing and attesting bonds and undertakings and other writings obligatory in the nature thereof, and any such Power of Attorney or certificate bearing such facsimile signature or facsimile seal shall be valid and binding upon the Company and any such power so executed and certified by such facsimile signature and facsimile seal shall be valid and binding on the Company in the future with respect to any bond or understanding to which it is attached.

I, Kevin E. Hughes, the undersigned, Assistant Secretary, of Farmington Casualty Company, Fidelity and Guaranty Insurance Company, Fidelity and Guaranty Insurance Underwriters, Inc., St. Paul Fire and Marine Insurance Company, St. Paul Guardian Insurance Company, St. Paul Mercury Insurance Company, Travelers Casualty and Surety Company, Travelers Casualty and Surety Company of America, and United States Fidelity and Guaranty Company do hereby certify that the above and foregoing is a true and correct copy of the Power of Attorney executed by said Companies, which is in full force and effect and has not been revoked.

IN TESTIMONY WHEREOF, I have hereunto set my hand and affixed the seals of said Companies this 23rd day of May, 2012.


Kevin E. Hughes, Assistant Secretary



To verify the authenticity of this Power of Attorney, call 1-800-421-3880 or contact us at www.travelersbond.com. Please refer to the Attorney-In-Fact number, the above-named individuals and the details of the bond to which the power is attached.

WARNING: THIS POWER OF ATTORNEY IS INVALID WITHOUT THE RED BORDER

Chapter 12: Insurance Requirement

Current Certificate of Insurance will be provided upon bid award.

Chapter 13: Criminal Convictions / Environmental Violations

Sonoco Recycling does not have any criminal convictions or environmental violations.

Chapter 14: Proposer's Non-Collusion Certification – Form 5
QUALIFICATION FORM 5
NON-COLLUSION AFFIDAVIT OF PROPOSER

STATE OF South Carolina

)ss

COUNTY OF Darlington

RAY HOWARD, being duly sworn, deposes and says that:

1. He/She is President of Sonoco Recycling LLC the proposer that has submitted the attached proposal;
2. He/She is fully informed respecting the preparation and contents of the attached proposal and of all pertinent circumstances respecting such proposal;
3. Such proposal is genuine and is not a collusive or sham proposal;
4. Neither said proposer nor any of its officers, partners, owners, agents, representatives, employees, or parties in interest, including this affiant, has in any way colluded, connived, or agreed, directly or indirectly, with any other proposer, firm or person to submit a collusive or sham proposal in connection with the Contract for which the attached proposal has been submitted or to refrain from proposing in connection with such Contract, or has in any manner, directly or indirectly, sought by agreement or collusion or communication or conference with any other proposer, firm, or person to fix the price or prices in the attached RFP, or of any other proposer, or to fix any overhead, profit or cost element of the proposal or the response of any other proposer, or to secure through any collusion, connivance, or unlawful agreement any advantage against the City of Greensboro, North Carolina or any person interested in the proposed Contract; and
5. The cost proposals in the attached RFP are fair and proper and are not tainted by any collusion, conspiracy, connivance, or unlawful agreement on the part of the proposer or any of its agents, representatives, owners, employees, or parties in interest, including this affiant.

Ray Howard

(Signed)

President

(Title)

Subscribed and sworn to before me this 25th day of May, 2012

Edlyn B. Watson

Notary Public, State of North Carolina

My Commission Expires: July 8, 2013

Chapter 15: Independence Affidavit

Sonoco Recycling claims full independence from relationships, professional financial or otherwise, with any employees or agents of the City of Greensboro.

Chapter 16: Drug-free Workplace Certification – Form 6**QUALIFICATION FORM 6
DRUG-FREE WORKPLACE**

The undersigned vendor (firm) hereby certifies that

Sonoco Recycling does:
(Name of Company)

1. Publish a statement notifying employees that the unlawful manufacturing, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the work place, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the contractual services that are under bid a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employee that, as a condition of working on the contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.

Ray Howard
Proposer's Signature

Date: 5/25/12

Chapter 17: Addenda – Form 7**QUALIFICATION FORM 7
ACKNOWLEDGEMENT OF ADDENDA**

The proposer hereby acknowledges the receipt of the following addenda, which were issued by the City and incorporated into and made part of this RFP. The proposer acknowledges that it has the sole duty to make itself aware of, and to be in receipt of, all addenda.

ADDENDUM NUMBER	DATE RECEIVED	PRINT NAME	TITLE	SIGNATURE
1	MAY 18, 2012	RAY HOWARD	PRESIDENT	<i>Ray Howard</i>

Chapter 18: Certification to Accuracy of Proposal – Form 8

QUALIFICATION FORM 8

CERTIFICATION TO ACCURACY OF PROPOSAL

Proposer, by executing this form, hereby certifies and attests that all forms, affidavits and documents enclosed in the proposal package in support of its proposal are true and accurate. Failure by the proposer to attest to the truth and accuracy of such forms, affidavits and documents shall result in the proposal being deemed non-responsive and such proposal will not be considered.

The undersigned individual, being duly sworn, deposes and says that:

1. He/She is_(title) of_, the proposer, that has submitted the attached proposal;
2. He/She is fully informed respecting the preparation and contents of the attached proposal and of all forms, affidavits and documents submitted in support of such proposal;
3. All forms, affidavits and documents submitted in support of this proposal are true and accurate;
4. No information that should have been included in such forms, affidavits and documents has been omitted; and

[THIS SPACE INTENTIONALLY LEFT BLANK]

QUALIFICATION FORM 8
CERTIFICATION TO ACCURACY OF PROPOSAL
(CONTINUED)

5. No information that is included in such forms, affidavits or documents is false or misleading.

Ray Howard

Signature

Ray Howard

Print Name

President

Title

May 29, 2012

Date

Witness my hand and official notary seal/stamp at May 29, 2012 the day and year written above

STATE OF South Carolina

)SS

COUNTY OF Darlington

BEFORE ME, an officer duly authorized by law to administer oaths and take acknowledgments, personally appeared Ray Howard (name) as President (title), of Sonoco Recycling, an organization authorized to do business in the State of North Carolina, and acknowledged and executed the foregoing document as the proper official of Sonoco Recycling for the use and purposes mentioned in it and affixed the official seal of the corporation, and that the instrument is the act and deed of that corporation. He/she is personally known to me or has produced Drivers License as identification.

IN WITNESS OF THE FOREGOING, I have set my hand and official seal in the State and County aforesaid on this

29th day of May, 2012.

Opella R. Watson

NOTARY PUBLIC

My Commission Expires July 8, 2013

Chapter 19: Cost for Service

PRICE FORM 1 - REVISED

MARKETING FEE

Section 1: Processing Fee or Credit

The Contractor may choose to offer either a processing fee, a processing credit, or neither of the two. A processing fee is the amount per ton that the City will pay to the Contractor for every City-ton delivered to the materials recovery facility. A processing credit is the amount per ton that the Contractor will pay to the City for every City-ton delivered to the materials recovery facility.

Please specify the Processing Fee or Credit in the table below. If the Contractor does not wish to offer a Processing Fee or Credit, please leave the table blank:

Please specify if the Contractor will offer a Processing Fee or Processing Credit:

Credit

Write either "Processing Fee" or "Processing Credit" here

Monthly Tonnage Range	per Ton Delivered to the Materials Recovery Facility
1,200 up to 2,200 Tons	\$ 10 per Ton
2,201 up to 2,600 Tons	\$ 10 per Ton
2,601 up to 3,000 Tons	\$ 10 per Ton
3,001 up to 3,400 Tons	\$ 10 per Ton

Please specify the Contractor's preferred adjustment method for processing fee or processing credit.

- Frequency: Monthly
- Index: N/A
- Percentage of Preferred Index: N/A

Section 2: Proposed Contract Term

Article I of the Contract Principles identifies a range for the contract term. Please specify the desired contract term and explain whether the proposed term represents the minimum duration for which the offered pricing structure is valid.

Proposed Contract Term: Ten (10) year term

Explanation: Proposed term is ten (10) years. This represents the minimum duration for which the offered pricing structure is valid. We would entertain a duration of less time, and would request a re-negotiation of price under this scenario.

If additional space is required, please attach an additional page to this form.

Section 3: Other Charges to be Paid by the City to the Contractor

Please describe any other charges the City will pay the Contractor. These other charges would be in addition to any Processing Fee or Credit described in Section 1 above.

Other Charges description:

Possible charges may be incurred as a result of excessive non-recyclable materials.

If additional space is required to describe other charges, please attach an additional page to this form.

Section 4: Other Payments to be Paid by the Contractor to the City

Please describe any other payments to the City by the Contractor. These other payments would be in addition to any payments described above and could include revenue sharing, host fee or other incentive(s) offered by the Contractor.

Other Payments description:

In addition to the \$10 per ton payment made to the city for the material received, Sonoco Recycling will administer a profit share that will be paid as follows:

- If/when the weighted average composite price* of the single-stream material is higher than \$120 per ton, Sonoco Recycling will pay the city an additional 50% of the difference over \$120 per ton. (Example - If the weighted average of the single stream material is \$134 per ton, we would pay \$10 per ton plus an additional \$7 per ton, for a total payment of \$17 per ton)

* The weighted average composite price is calculated monthly by taking an average composite market price of all materials within one ton of single stream, and weighting that average based off of percentages of each grade that make up the single stream.

If additional space is required to describe other charges, please attach an additional page to this form.

Section 5: Sample Payment/Revenue Calculation

Using the pricing structure offered above, calculate below the value of a monthly invoice or payment to the City. For purposes of this calculation below, assume that the City-delivered tonnage for the month is 2,400 tons.

Calculation based on actual weighted average composite price for September 2011 & 2400 tons per month

Flat Fee:

2400 tons per year multiplied by \$10 per ton = \$48,000 revenue.

Plus Revenue Share model:

Current weighted average price for single stream for September 2011 = \$145.80

\$145.80 is greater than \$120 set tier price which means Sonoco will pay additional 50% of the difference of \$25.80 per ton.

50% of \$25.80 = \$12.90

Add \$12.90 to offered \$10 flat per ton price = \$22.90

\$22.90 x 2400 tons = \$54,960 (based on your example of 2,400 tons per month)

Additional information - Using this revenue share model:

In 2011, the average price per ton you would have received under this pricing scenario is \$17.81 per ton.

Using your example of 2,400 tons per month, the City of Greensboro would have received \$512,952 for the year of 2011.

PRICE FORM 2
OTHER FINANCIAL INCENTIVES

If contractor proposes to provide other financial incentives to the City, describe below.

Education program value is over \$500,000 over the ten year term.

**PRICE FORM 3
CERTIFICATION OF COST FORM**

The Undersigned hereby certifies as follows:

1. That I, RAY HOWARD, on behalf of Sonoco Recycling, LLC
_____(PROPOSER) have personally and carefully examined the specifications and instructions for the work to be done for the City of Greensboro as set forth in this RFP, including the Contract Principles in Section 7 of this RFP.
2. That I, RAY HOWARD, on behalf of Sonoco Recycling, LLC
_____(PROPOSER) have made examination of the conditions in the City, the services applicable to the proposal, and all other relevant facts and circumstances, and fully understand the character of the work to be done for the City.
3. That, having made the necessary examination, the undersigned hereby proposes to furnish all materials, vehicles, equipment, storage and facilities, and to perform all labor and services which may be required to do said work upon the terms and conditions provided in the Contract, at the rates set forth on the Cost Forms that are attached hereto.

(See signature instructions below.)

PRICE FORM 3
CERTIFICATION OF COST FORM
(CONTINUED)

Dated this 24th _____ day of May _____, 2012__.

PROPOSER

Ray Howard

President/Partner/Owner Signature

Ray Howard

President/Partner/Owner Printed Name

Ray Howard

Secretary

Sonoco Recycling, LLC

Firm Name

The proposer is an Individual _____; Partnership _____; Corporation _____; or other business entity ; and is authorized to do business in the state of North Carolina

Signature Instructions:

If business is a CORPORATION, name of the corporation should be listed, in full and both president and secretary must sign the form, OR if one signature is permitted by corporation by-laws, a copy of the by-laws shall be furnished to the City as part of the proposal.

If business is a PARTNERSHIP, the full name of each partner should be listed followed by d/b/a (doing business as) and firm or trade name; any one partner may sign the form. If the business is an INDIVIDUAL PROPRIETORSHIP, the name of the owner should appear followed by d/b/a and name of the company.

If business is operating as any other business entity than listed above, the name(s) of the authorized representative(s) should be listed and the authorized representative(s) must sign the form. A copy of the appropriate documents evidencing legal binding authority to sign on behalf of the entity shall be furnished to the City as part of the proposal.