



Over the longer term, because ADS has become a wholly owned Waste Management subsidiary, the ADS trucks and other equipment such as waste and recycling containers, dumpsters, and compactor units, eventually will be rebranded to reflect the Waste Management name, logos, colors, and service marks. A change of this size will take time to complete, but you should start to see those changes during 2021. In addition, Waste Management intends to consolidate certain common functions such as billing and payments, and so you may receive invoices and other communications that reflect the Waste Management name rather than ADS. Your business is very important to us, and we will make every effort to ensure this transition is as seamless as possible, and to provide ample advance notice of any changes that may be specific to your community.

**North America’s Largest Provider of Differentiated Waste Management Solutions**

Meeting our customers’ environmental goals is Waste Management’s number one priority. To serve our diverse customer base, Waste Management has developed North America’s largest network of municipal and commercial collection operations, waste transfer stations, and recycling and disposal facilities. These resources, and Waste Management’s 45,000+ employees who live and work from coast to coast, allow our customers to meet all their waste management and sustainability needs. The ADS acquisition now brings ADS’ high-quality, complementary asset network and customer base under Waste Management’s proven management team. Waste Management will now serve more customers in more communities. In some areas, we will extend our differentiated waste and recycling solutions to new customers. In others, we will increase the efficiency of our operations by combining resources and best practices. All customers – both old and new – will benefit from Waste Management’s financial strength, superior safety record, and outstanding history of performance and environmental compliance. In short, Waste Management’s acquisition of ADS will provide your community with a more dynamic and financially superior solid waste and recycling solution provider.

We are available as always and encourage you to reach out to me personally or your usual point of contact with any questions. On behalf of all of us at Waste Management, thank you for your business. We look forward to continuing to partner with you on your environmental solutions.

Very truly yours,

Steve Edwards, GA Government Affairs Manager  
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CC: Honorable Chairman Bill Slaughter  
 Mr. Kevin Beals, HR Director  
 Janne C. Foster, Senior Legal Counsel

Lowndes County

By: \_\_\_\_\_ Date: \_\_\_\_\_

Name: \_\_\_\_\_ Date: \_\_\_\_\_