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The GBB Adventure

On August 11, 1980, Harvey Gershman, Bob Brickner and Tim Bratton co-founded GBB and began an adventure that led them to assist hundreds of public and private sector organizations in developing practical, customized solutions to complex solid waste challenges. Twenty-five years later, these seasoned industry veterans still have the same passion:

**Turning
Clients' Challenges
Into
Success Stories!**

Thanks to all of our friends, clients, and employees, both past and present, for making the last 25 years so challenging, successful, and enjoyable!

GBB Waste Outlook

GBB Celebrates 25 Years of Dedication to Clients

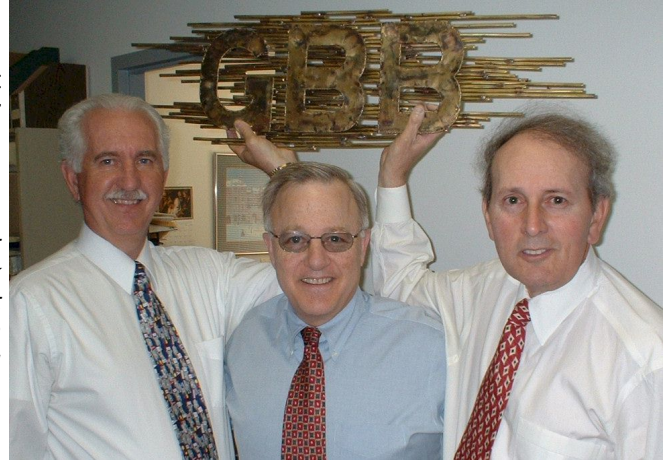
GBB's co-founders reflect on the past 25 years, the lessons learned from the GBB adventure and what makes them tick in their consulting work:

Harvey Gershman, President

When in high school, the thought occurred to me to focus my work career on doing something that helps people. Along came Earth Day 1970 and an engineering project entitled "Reclamation for a Town of 20,000" that received a national award, and the decision to focus that work objective on solid waste seemed like a natural. Now looking back, and after 25 years at GBB, I think about changes made in places like Baltimore, Babylon, Springfield (Massachusetts), Seattle, Montgomery County (Maryland), Fort Worth, Nashville and elsewhere, I am very proud to see sustainable changes providing better ways to manage our waste in an efficient manner and in a manner than conserves our resources as well. I am also very proud of how the three of us joined together to form GBB to help meet the challenges that waste management has faced along with the challenges we faced in making GBB an integral part of the solution for many of our clients' problems.

Robert Brickner, Sr. Vice President

During my 25 years at GBB, I have had to interface with a lot of public and private sector clients, and in many cases they were real waste industry characters. Since GBB mainly sells advice and helps put together "deals" between the highest levels of government and some of the nation's smallest and largest waste companies, every day is different and has offered challenging opportunities to channel my creative juices to help the nation's environment and make the world a cleaner place to live. One private landfill operator told me that he hoped my report would be good so that "I did not become a hump in his dump". At one highly charged public permitting process I was literally "hung in effigy"; but our team's lawyer was hanging next to me so I felt



Bob Brickner, Harvey Gershman, and Tim Bratton

better. Over 25 years, GBB has mentored some very classy clients and wonderful employees. While waste is controversial, I can go to bed at night with a clear conscience knowing the client got my best professional opinion, even if sometimes they didn't like what I had to say.

Timothy Bratton, Sr. Vice President

I've worked in the solid waste management field for over 35 years, consulting in 38 states, Canada, and the U.S. Virgin Islands. My career has included work in both government and private consulting. I've seen the solid waste industry evolve and a new generation of managers and professionals take up the challenge. Over the years, I've had the pleasure to work with many capable, insightful people, including elected officials who had the foresight, perseverance, and guts to make difficult decisions that risked their careers for the long-term, best interests of their communities. I've found it especially rewarding to consult to several smaller, rural counties and towns. Perhaps it is just my perception, but I've usually found such smaller communities more receptive to, and appreciative of, the guidance and information GBB has been able to give them. As I look back on the last 25 years, I can take pride in many accomplishments and know that GBB has helped to shape the waste management and recycling landscape throughout the nation for the better.

Speaker's Corner

At WASTECON 2004, Harvey Gershman, assisted by Neil Daniel for research, presented a paper entitled:

"Overview of Recent Transfer and Disposal Procurements and Contracts."

More and more, local governments and special purpose solid waste management agencies/authorities have to rely on the use of remote disposal sites today. The paper reviews disposal services pricing and key contract terms in selected metropolitan areas that have procured long-term transportation and disposal services in recent years. Highlighted communities include: Nashville, TN; Fort Worth, TX; Philadelphia, PA; and Southern Oakland County, MI.

The author drew some conclusions when comparing procurement results to nationally published data on landfill tipping fees and whether service by remote landfills is getting more or less expensive when contracting is done for longer terms (10+ years) rather than shorter terms (less than 10 year).

See the PowerPoint presentation at:
www.gbbinc.com/speaker

GBB Assists City of Arlington, TX, in Procurement and Contracting for Lease and Operation of City's Landfill

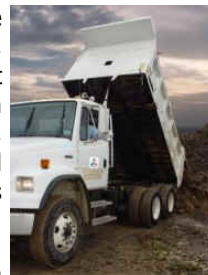
The City of Arlington, TX, recently signed an agreement with Republic Waste Services of Texas, Ltd (Republic) for Republic to lease and operate the City of Arlington Landfill on a long-term basis.

Through this business arrangement, the City will receive up-front payments in excess of \$21 million, including over \$5.1 million going into a trust fund for closure and post-closure care of the Landfill. Over the term of the Lease, the City will realize substantial revenues and savings, including annual usage fees, (e.g. lease rentals), royalties on out-of-City waste disposed of in the Landfill, reduced disposal fees for City waste, free disposal of City department/agency waste, and certain revenue sharing from Republic's sale of mulch and compost produced from yard waste processed at the Landfill.

Significant security features are incorporated into the Lease to protect the City. GBB Senior Vice President, Tim Bratton, noted to Arlington Mayor and City Council

prior to Council's vote to accept the Lease, "This is one of the best agreements I've seen in terms of the revenues, savings potential and protections it provides the City."

The GBB Project Team assisted the City in deciding whether to retain ownership and continue operation of the asset as a municipal facility or to sell or lease the Landfill to a qualified private contractor that would operate the Landfill and provide disposal services to the City. GBB's subcontractor, PricewaterhouseCoopers, conducted a valuation of the City's Landfill to determine its estimated value in the marketplace. Once the City decided to pursue procurement of a contractor to lease the Landfill, GBB assisted in preparing procurement documents and in the evaluation, interview, and negotiation process that led to the agreement with Republic.



Congratulations to Metro Nashville District Energy System for its First Year of Operations

On December 16, 2004, the Metro Nashville District Energy System (DES) completed its first year of operations. DES replaced the Nashville Thermal Transfer Corporation waste-to-energy facility to provide some 40 buildings steam and chilled water services in Downtown Nashville. The new DES has had no unscheduled downtime since it began operations providing reliable service to its customers. To commemorate this achievement, a sculpture of the Shelby Street Bridge was presented to Nashville Mayor Bill Purcell by GBB and 15 other firms working with Metro on this project.

The Shelby Street Bridge, once a vehicle transportation link across the Cumberland River, was refurbished and rededicated as a pedestrian bridge in 2003. In the same way, Nashville in 2004 built a bridge in

providing energy to its downtown district. The sculpture of the Shelby Street Bridge was crafted by Ed Gershman, Artisan in Metals and Harvey Gershman's Dad, from materials recovered from the old Thermal Transfer plant and symbolizes the bridge to the new District Energy System. See www.nashville.gov/des for more info.



From left to right: John Schaffer, DES General Manager for Constellation Energy; Greg Jarosinski, President of Constellation Energy; Nashville Mayor Bill Purcell; and Harvey Gershman, President of GBB.

City of Madison, WI, Selects GBB's FleetRoute™ Route Optimization Software Gearing Up for Automated Collection, Madison Invests in Solution to Increase Efficiency

In early 2005, the City of Madison, Wisconsin, signed up to purchase and implement FleetRoute™ as its route optimization software. The software will help develop routes for the City's new automated collection trucks and increase collection efficiency. The City has over 60,000 customers for garbage and recyclables collection, adding approximately 800 new customers per year. The City plans on upgrading to automated collection in 2005 for recyclables and in 2007 for garbage.

In late 2004, GBB completed a Pilot Project for five collection routes in the City, providing re-sequenced, optimized routes for the existing manual routes and optimized new routes for the upcoming automated system. Based on the success of the Pilot Project and the track record of FleetRoute™, the City decided to purchase the software and implement it in time for the new automated collection of recyclables.

"We expect FleetRoute™ to give us the capability to generate more efficient routes and modify those routes to accommodate future growth, something we

couldn't do in the past with manual routing. The ability to automatically print maps and route directions will be a great time-saver," said Dave Davis, City of Madison Engineering Division.

"The City of Madison is aiming at being the 'Most Progressive City in America,' and GBB has seen how progressive they are during our services", said Bob Brickner, Senior Vice President of GBB. "All along, they've understood the advantages of implementing a routing software solution and saw FleetRoute™ as an investment, rather than an expense. An investment that will pay off quickly! They aggressively pursued the idea of acquiring a cutting-edge tool to reduce their operating expenses and accommodate the growth of their City, and worked with GBB to complete a Pilot Project that ultimately convinced them to purchase FleetRoute™ and create new routes in-house."



"... understood the advantages of implementing a routing software solution and saw FleetRoute™ as an investment rather than an expense."

Communities Adopt SmartEngine™ to Promote Business Recycling

GBB officially launched SmartEngine™, an innovative tool to promote business recycling, at Wastecon 2004 in Phoenix, Arizona. Kristi Aiken, from the Atlantic County Utilities Authority, was the lucky winner of an Apple iPod. Kristi's name was drawn from among the people who attended SmartEngine™ demonstrations in September and October 2004!

The ultimate winners, though, will be the communities that increase business recycling by signing up to use the SmartEngine™ Online Waste Audit & Business Recycling Promotion tool as part of their program to promote and increase commercial recycling. Early adopters who signed up to use the Web-based application are the Solid Waste Authority of Cen-

tral Ohio (SWACO), the City of Plano, Texas, and the Boston Mountain Solid Waste District in Northwest Arkansas.

The patented SmartEngine™ is the first Web-based waste auditing technology that public solid waste agencies can seamlessly integrate to their Web sites to both promote increased recycling and conduct an online audit of a property's solid waste practices and service charges. SmartEngine™ can reach thousands of businesses in a community at a fraction of the time and cost of doing so through traditional on-site waste audits.



"...seamlessly integrate to their Web sites to both promote increased recycling and conduct an online audit..."

SmartEngine

Online Waste Audit & Business Recycling Promotion Tool
Increasing Business Recycling is a Challenge.
We Have the Solution!

- Promote & track business recycling
- Increase waste reduction/recycling
- Reach thousands of businesses

FleetRoute

• Route Optimization Software
We Can Talk Trash!

- Routing solutions designed by IT and Waste Management Experts.
- Reduce operating expenses by 10-25%

MatTrack™

Material and Cost Tracking & Reporting Software
Business Intelligence for the Waste Industry!

- Compiles cost and tonnage data into a full cost accounting model
- Provides quick access to cost and tonnage reports
- Improves ability to track performance and monitor operations
- Facilitates management of contracts

Register online at www.gbbinc.com/demo to schedule your live online presentations!



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Conventions and Tradeshows:

GBB will be present at the following industry events. We look forward to seeing you there!

- **WasteExpo 2005**
Las Vegas, NV
May 3-5, 2005
- **American Public Works Association (VA/DC/MD Chapter)**
Hampton, VA
May 11-13, 2005
Bob Brickner, Speaker
- **New York Federation of Solid Waste Associations**
Bolton Landing, NY
May 15-18, 2005
Steve Stein, Speaker
- **SWANA Trends and Challenges Conference**
Boulder, CO
June 6-10, 2005
Harvey Gershman & Frank Bernheisel, Speakers
- **Maryland Recycling Coalition Meeting**
Catonsville, MD
June 8-9, 2005
Harvey Gershman & Bob Brickner, Speakers
- **SWANA WASTECON 2005**
Austin, TX
Sept. 27-29, 2005
Steve Stein, Speaker

Visit the conference / tradeshow section of our website for an updated list!

GBB Selected by Prince George's County, MD for Transfer Station Siting Study

The Department of Environmental Resources of Prince George's County, Maryland, has awarded GBB a contract to perform a transfer station siting study. The primary objective of the study is to evaluate sites and their suitability for use as a transfer station location. GBB will develop conceptual transfer

station plans based on key strategic factors and on the County's requirements. Screening and functional siting criteria will then be developed to establish a list of sites that meet the criteria. Site visits will be conducted by a GBB team of experts, to review the suitability of each site.

GBB Congratulates Covanta Alexandria / Arlington, Inc. Waste-to-Energy Facility for Achieving STAR Status

On November 9, 2004, OSHA officials made the formal presentation of Voluntary Protection Program (VPP) Star status to the Covanta Alexandria/Arlington Facility of Virginia. During a flag-raising ceremony following the presentation and remarks by the Honorable William Euille, Mayor of Alexandria, and Delegate Brian Moran of the Commonwealth of Virginia House of Rep-

resentatives, the Covanta employees and safety team leaders were recognized for their excellence in on-going safety performance.

GBB has served as the Project Manager for the City of Alexandria and Arlington County (Virginia) Waste Disposal Trust Fund since 1998 and assisted the Trustees with a strategic review of the facility prior to their deciding on the investment necessary to meet the requirements of the Clean Air Act Amendment.

Congratulations to Covanta Alexandria/Arlington, Inc.



VPP Flag Raising Ceremony: Trustees and staff unveil framed garbage truck presented by Harvey Gershman and Frank Bernheisel from GBB.

GBB Sponsors "Rethink Recycling" Sculpture Contest as Part of America Recycles Day

The Maryland Department of Environment held the "Rethink Recycling" sculpture contest, in November 2004, in celebration of America Recycles Day. The contest challenges students to innovatively and artistically use recycled materials as a method for waste reduction. The top

sculptor was Michelle Paul from Baltimore County's Carver Center for Arts and Technology.

GBB is proud to be associated with such events and congratulates Michelle and all the participants!