

# Sanitation Bid Discussion

*Jeff Downes, City Manager*

*July 2020*

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# Bid Submissions

Each vendor quoted multiple options for sanitation service; options varied by frequency of collection for household waste and recycling.

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# Bid Submissions

**Option A:** 2x/week waste; 1x/week recycling (*existing service*)

Vendor	Projected Cost ( <i>annual</i> )	+/- FY20 Budget
AmWaste	\$3,696,504	+\$235,150
Arrow Disposal	\$3,744,159	+\$282,805
Santek	No bid	No bid
Republic Services	\$5,618,287	+\$2,156,933

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# Bid Submissions

**Option B:** 2x/week waste; 2x/month recycling

Vendor	Projected Cost ( <i>annual</i> )	+/- FY20 Budget
AmWaste	\$3,516,757	+\$55,403
Arrow Disposal	\$3,714,932	+\$253,578
Santek	No bid	No bid
Republic Services	\$5,735,196	+\$2,273,842

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# Bid Submissions

**Option C:** 1x/week waste; 1x/week recycling

Vendor	Projected Cost <i>(annual)</i>	+/- FY20 Budget
AmWaste	\$3,297,553	-\$163,801
Arrow Disposal	\$3,437,274	-\$24,080
Santek	\$4,405,821	+\$944,467
Republic Services	\$5,095,120	+\$1,633,766

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# Bid Submissions

**Option D:** 2x/week waste; on demand recycling

Vendor	Projected Cost ( <i>annual</i> )	+/- FY20 Budget
AmWaste	\$3,190,873	-\$270,481
Arrow Disposal	\$3,448,262	-\$13,092
Santek	No bid	No bid
Republic Services	\$5,044,731	+\$1,583,377

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# Bid Submissions

**Option E:** 1x/week waste; on demand recycling

Vendor	Projected Cost ( <i>annual</i> )	+/- FY20 Budget
AmWaste	\$2,449,964	-\$1,011,390
Arrow Disposal	\$2,951,400	-\$509,954
Santek	\$3,648,134	+\$186,780
Republic Services	\$4,521,565	+\$1,060,211

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# Bid Submissions

## Option F: 1x/week household & recycling

Vendor	Projected Cost ( <i>annual</i> )	+/- FY20 Budget
AmWaste	\$2,688,166	-\$773,188
Arrow Disposal	No bid	No bid
Santek	No bid	No bid
Republic Services	No bid	No bid

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# Bid Submissions

## Option G: 2x/week household & recycling

Vendor	Projected Cost <i>(annual)</i>	+/- FY20 Budget
AmWaste	\$3,429,075	-\$32,279
Arrow Disposal	No bid	No bid
Santek	No bid	No bid
Republic Services	No bid	No bid

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# Bid Submissions

Based on fee schedule, references and ability to perform the required work, AmWaste appears to be the best fit for the City of Vestavia Hills.

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**All AmWaste recycling options include processing at RePower South in Montgomery, AL. *(Up to our current annual average of 1,700 tons.)***

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Bagged & loose waste enters a system of sorters with **70% repurposed** as a **sold commodity** (*cardboard, plastic, etc.*) or converted to **Feedstock** “**ReEF**” **fuel** (*a replacement for coal in industrial & utility boilers*).

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<https://youtu.be/qOxJaOQOkPM>

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AmWaste will collect and replace existing carts.

**Each household may request up to 3 full-size trash carts at no charge.** *Additional carts may be purchased for a nominal fee.*

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	Option A	Option B	Option C	Option D	Option E	Option F	Option G
Waste & Recycling Collection: 1x per week						●	
Waste & Recycling Collection: 2x per week							●
Waste Collection: 1x per week			●		●		
Waste Collection: 2x per week	●	●		●			
Recycling: 1x per week	●		●				
Recycling: 2x per month		●					
Recycling: On-demand				●	●		
<b>Budget Impact</b>	<b>\$ 235,150</b>	<b>\$ 55,402</b>	<b>\$ 163,801</b>	<b>\$ 270,480</b>	<b>\$ 1,011,390</b>	<b>\$ 773,188</b>	<b>\$ 32,278</b>

**Option A:** Waste collection twice per week,  
plus separated recycling once per week  
*(same as existing service)*

*Budget Impact: \$235,150 additional*

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	Option A	Option B	Option C	Option D	Option E	Option F	Option G
Waste & Recycling Collection: 1x per week						●	
Waste & Recycling Collection: 2x per week							●
Waste Collection: 1x per week			●		●		
Waste Collection: 2x per week	●	●		●			
Recycling: 1x per week	●		●				
Recycling: 2x per month		●					
Recycling: On-demand				●	●		
<b>Budget Impact</b>	<b>\$ 235,150</b>	<b>\$ 55,402</b>	<b>\$ 163,801</b>	<b>\$ 270,480</b>	<b>\$ 1,011,390</b>	<b>\$ 773,188</b>	<b>\$ 32,278</b>

**Option B:** Waste collection twice per week,  
plus separated recycling twice per month

*Budget Impact: \$55,402 additional*

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	Option A	Option B	Option C	Option D	Option E	Option F	Option G
Waste & Recycling Collection: 1x per week						●	
Waste & Recycling Collection: 2x per week							●
Waste Collection: 1x per week			●		●		
Waste Collection: 2x per week	●	●		●			
Recycling: 1x per week	●		●				
Recycling: 2x per month		●					
Recycling: On-demand				●	●		
<b>Budget Impact</b>	<b>\$ 235,150</b>	<b>\$ 55,402</b>	<b>\$ 163,801</b>	<b>\$ 270,480</b>	<b>\$ 1,011,390</b>	<b>\$ 773,188</b>	<b>\$ 32,278</b>

**Option C:** Waste collection once per week,  
plus separated recycling once per week

*Budget Impact: \$163,801 savings*

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	Option A	Option B	Option C	Option D	Option E	Option F	Option G
Waste & Recycling Collection: 1x per week						●	
Waste & Recycling Collection: 2x per week							●
Waste Collection: 1x per week			●		●		
Waste Collection: 2x per week	●	●		●			
Recycling: 1x per week	●		●				
Recycling: 2x per month		●					
Recycling: On-demand				●	●		
<b>Budget Impact</b>	<b>\$ 235,150</b>	<b>\$ 55,402</b>	<b>\$ 163,801</b>	<b>\$ 270,480</b>	<b>\$ 1,011,390</b>	<b>\$ 773,188</b>	<b>\$ 32,278</b>

**Option D:** Waste collection twice per week,  
with on-demand recycling\*

*Budget Impact: \$270,480 savings*

\*On-demand recycling is \$8.50 per month; billed directly to the customer.

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	Option A	Option B	Option C	Option D	Option E	Option F	Option G
Waste & Recycling Collection: 1x per week						●	
Waste & Recycling Collection: 2x per week							●
Waste Collection: 1x per week			●		●		
Waste Collection: 2x per week	●	●		●			
Recycling: 1x per week	●		●				
Recycling: 2x per month		●					
Recycling: On-demand				●	●		
<b>Budget Impact</b>	<b>\$ 235,150</b>	<b>\$ 55,402</b>	<b>\$ 163,801</b>	<b>\$ 270,480</b>	<b>\$ 1,011,390</b>	<b>\$ 773,188</b>	<b>\$ 32,278</b>

**Option E:** Waste collection once per week,  
with on-demand recycling\*

*Budget Impact: \$1,011,390 savings*

\*On-demand recycling is \$8.50 per month; billed directly to the customer.

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	Option A	Option B	Option C	Option D	Option E	Option F	Option G
Waste & Recycling Collection: 1x per week						●	
Waste & Recycling Collection: 2x per week							●
Waste Collection: 1x per week			●		●		
Waste Collection: 2x per week	●	●		●			
Recycling: 1x per week	●		●				
Recycling: 2x per month		●					
Recycling: On-demand				●	●		
<b>Budget Impact</b>	<b>\$ 235,150</b>	<b>\$ 55,402</b>	<b>\$ 163,801</b>	<b>\$ 270,480</b>	<b>\$ 1,011,390</b>	<b>\$ 773,188</b>	<b>\$ 32,278</b>

**Option F:** Waste and recycling combined and collected in the same trash cart once per week

*Budget Impact: \$773,188 savings*

Recycling will still occur, but ALL household waste would be deposited into the **same trash cart – no need to separate recyclables.**

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	Option A	Option B	Option C	Option D	Option E	Option F	Option G
Waste & Recycling Collection: 1x per week						●	
Waste & Recycling Collection: 2x per week							●
Waste Collection: 1x per week			●		●		
Waste Collection: 2x per week	●	●		●			
Recycling: 1x per week	●		●				
Recycling: 2x per month		●					
Recycling: On-demand				●	●		
<b>Budget Impact</b>	<b>\$ 235,150</b>	<b>\$ 55,402</b>	<b>\$ 163,801</b>	<b>\$ 270,480</b>	<b>\$ 1,011,390</b>	<b>\$ 773,188</b>	<b>\$ 32,278</b>

**Option G:** Waste and recycling collected in the same trash cart twice per week

*Budget Impact: \$32,278 savings*

Recycling will still occur, but ALL household waste would be deposited into the **same trash cart – no need to separate recyclables.**

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# What Stays the Same?

- The option to recycle is not being eliminated, but may function differently.
- **Bulk debris/waste pick-ups** would remain as is – service requested via the Action Center and pickup to occur within 10 business days. Small debris (small limbs, bagged leaves and grass clippings, etc.) would continue to be collected with household trash in small amounts.
- **Backdoor service** would remain as is.



# Customer Service/Tracking Features

- All AmWaste trucks equipped with **GPS trackers** – provides real-time, as well as historical location & speed data.
- All trucks equipped with **front, rear & in-cab cameras** – assist in resolving damage/accident claims, deterring distracted driving, etc.
- All **references provided positive endorsements** regarding overall program and exemplary customer service.



# Questions?

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