

**City of Shoreline**  
**Solid Waste Collection RFP Addendum #2**  
**July 30, 2007**

**Notices:**

- (1) Please remember to acknowledge receipt of this Addendum on the appropriate place on your Form 5, Certification.
- (2) Follow-up questions raised as a result of this addendum may be submitted to the City via fax or e-mail by 12:00 Noon Thursday August 2, 2007.

**Responses to Proponent Questions:**

Q1: Are proponents allowed to weigh individual single family residential garbage and recycling containers to get additional data to assist with preparing proposals?

*A1: Yes, proponents may weigh containers subject to the following conditions:*

- *Proponent staff performing the weighing shall wear uniforms or identifying badges and be driving a vehicle which clearly identifies the proponents company name.*
- *Proponent staff shall provide a copy of the City letter (attached) to any requesting Shoreline resident.*
- *Proponent staff may visually observe the insides of containers, but may not handle or remove material, or “dig” into containers.*
- *Residents may refuse to have their containers weighed and if so, company staff shall immediately cease weighing containers at that address and shall not record those weights.*
- *The proponent shall notify the City contact via e-mail of the proposed weighing day and neighborhood at least 24 hours prior to weighing.*

Q2: There was an indication, in response to a question asked at the July 23<sup>rd</sup> meeting, that the proposal deadline might be extended for a short time. Has the City decided on a different proposal due date?

*A2: No proposals are due at the time indicated in the RFP. The discussion at the pre-proposal conference related to flexibility on follow-up questions related to weigh scale tickets.*

Q3: RE Q4, is it possible that the City, after having received proposals, may still choose to exercise its option to extend the current contract? Given that the current contract may be extended by giving 120 days notice (i.e. by November 2007) would the City extend if proposal prices came in higher than current contract rates?

*A3: It is the City's intention to execute a new contract as a result of this procurement process. The City is aware that they can extend the existing contract, but that is not the City's intention at this time.*

Q4: RE Q16, the answer given stated the City received a \$55,988 administrative fee in 2007. Did you mean that thus far in 2007 the City has received that amount or should 2007 have been 2006?

*A4: That is the amount of the entire 2007 administrative fee.*

Q5: RE Q21, the rate sheet attached to the answers (so-called "Appendix G") lists yard waste as collected EOW March thru October which contradicts your answer to Q21. Which is the correct EOW yard waste collection schedule?

*A5: The answer in Addenda #1 is correct. Please note that the schedule in the draft contract contained in the RFP is NOT the same as the current contract.*

Q6: RE Q27, allowing the current contractor to maintain the same color garbage containers as those currently in use (green) gives the incumbent a huge advantage (doesn't have to replace or repaint) over other proposers who will have to buy new containers. Shouldn't the City specify standard colors for all proposers?

*A6: All proponents will be proposing on the same base contract. If the current contractor wishes to propose the use of existing containers as a proposal alternative or as an exception (with costs identified) to the base proposal, they are free to do so. The City will entertain all alternative proposals that will reduce customer rate impacts.*

Q7: The City's tonnage data for the period January 2006 to June 2007 shows significant variances from month to month. Since tonnage is the most significant driver of collection costs, we would like to better understand factors that may have led to the significant month to month fluctuations in reported tonnages. To insure we have removed the influence of the number of collection days in each month, we have used the average tons collected per day in our review. It is also our understanding that most of the residential customers are serviced on Thursday and we have factored that into our assessment. Hopefully, the City can provide explanations to the following questions.

- The reported tonnages for residential and commercial garbage show significant variation month to month. Does the City know why there would be so much variation in tons collected?

We have shown below the financial impact that the difference between the highest and lowest tons per day has on disposal costs. While this might be a worst case example, inaccurate tonnage data will have a very significant impact on rates.

|                    | <u>Lowest<br/>T/Day</u> | <u>Highest<br/>T/Day</u> | <u>Difference</u> | <u>Cost/yr @\$95/T</u> |
|--------------------|-------------------------|--------------------------|-------------------|------------------------|
|                    |                         |                          |                   |                        |
|                    | <b>February-06</b>      | <b>June-06</b>           |                   |                        |
| <b>Residential</b> | 29.2                    | 39.7                     | 10.5              | \$ 260,472.73          |
|                    |                         |                          |                   |                        |
|                    | <b>January-07</b>       | <b>June-06</b>           |                   |                        |
| <b>Commercial</b>  | 29.7                    | 36.4                     | 6.7               | \$ 165,773.12          |
|                    |                         |                          |                   |                        |
|                    |                         |                          | <b>Total</b>      | \$ 426,245.85          |

- The tonnage data for the period January 2007 through June 2007 seems to be much less volatile; does the City have an explanation for this? Would it be possible to get the individual monthly reports filed by the present contractor for that same period?
- Residential recycling tons drop dramatically in November 2006 and January 2007. Is there an explanation for these changes?
- We recognize that the First NE transfer station was closed on May 1, 2006. Following the closure, the garbage tonnage understandably increased. However, shortly thereafter tonnages dropped dramatically. Does the City have an explanation for this change? This is particularly puzzling in light of the fact that customer counts increased.

*A7: City customers are provided service on Thursdays, as well as other days throughout the week. The City does not have a definitive answer to explain variations other than to note that there were weather-related service disruptions last winter which greatly affected the City's collection system. In some cases, where service disruptions exceeded two weeks, it is likely that some residential customers chose to dispose of their materials at transfer stations, their workplace or some other disposal venue. The City reviewed 2005 data and noted a similar residential weight reduction, which may be weather-related or due to other factors.*

*The City has individual monthly tonnage reports available for this year and will provide them upon e-mailed request.*

Q8: Can the City provide the number of commercial and multifamily garbage accounts as of June 2007?

*A8: The multifamily customer list (as of July 2007) is available from the City via e-mail request as noted in Addendum #1. The City does not have a more current commercial customer list than the list already provided, however, the City is not aware of any underlying change in the commercial rate base which would significantly change the customer counts already provided.*

Q9: Please provide answers to the following questions regarding the residential rate design stated in by the RFP.

Q9a: With the rate design described in the RFP, is the City expecting the entire rate for the micro-can rate to be four tenths (.4) that of the Total Service Fee for a one-can rate or just the service portion of the micro-can?

*A9a: The entire rate.*

Q9b: If the answer is the “Total Service Fee”, the City should anticipate that proponents may need to increase the one can rate significantly to provide a Total Service Fee for the micro-can that covers the cost of providing that service – especially if more customers move to the micro can service level with ever increasing tipping fees, fuel costs, etc. Would the City consider a cost of service rate structure as a means of holding down the costs for the majority of customers (one-can accounts)?

*A9b: The micro can is an extremely small container size and will not be usable for the majority of Shoreline residents under current conditions. We do not expect major service level shifts as a result of this rate. Also, the City does not have mandatory collection, so there will not be customers seeking the microcan rate as a means to nominally fulfill any mandatory collection requirements.*

Q9c: If not, the City should anticipate that with a significant increase in the one-can rate, there may be a marked increase in the number of self haul customers. This will result in an increase in traffic and fossil fuel consumption. Has the City anticipated this consequence in its rate design planning?

*A9c: Rates are one of many factors residents may consider when deciding whether to self-haul or use collection services. The City wishes to provide clear incentives for waste reduction and recycling, and believes that rates are an appropriate means to do so.*

Q10: Is the “450” number listed under “Multi-Family Recycling Surcharge” on Form 2a the number of yards per month of multifamily recycle capacity that the city wants us to use for bidding purposes or does the 450 refer to number of cans/carts?

*A10: Neither. The “surcharge” will be applied to the number of yards of monthly **garbage** capacity provided to multifamily customers. This represents the garbage container rate base over which the surcharge will be applied to develop rates for multifamily customers. A review of the customer list recently provided by the current contractor indicates that approximately 2,000 yards of **monthly** garbage container capacity (e.g. a 6 yard container collected twice a week would be  $6 \times 2/\text{week} \times 4.33 \text{ weeks/month} = 52 \text{ yards of monthly garbage container capacity}$ ) appear to be collected from multifamily customers in Shoreline. As a result of that review, the service level*

*count on the Form 2a will be changed from 450 to 2,000 and rates will be evaluated based on the higher estimate.*

Q11: Can the City provide information on how the number of customers identified in Form 2a for rolloff services will be used in calculating the overall contract costs for deliver, rental and haul fees?

*A11: The number of drop-boxes identified on the Form 2a will be multiplied by the proposed haul rate and a standard estimate of 2.5 hauls per month to determine a total estimated monthly revenue. The 2.5 hauls/month is not specific to Shoreline, but is rather an average that has been used in other procurement processes. Drop-box delivery and container rental rates are not directly evaluated as part of revenue calculation used to determine total price. However, those rates will be reviewed and negotiated with the successful proponent prior to contract execution if deemed excessive.*

**END OF ADDENDUM #2**



*City of Shoreline*

17544 Midvale Avenue North  
Shoreline, WA 98133-4921  
(206) 546-1700 ♦ Fax (206) 546-2200

July 30, 2007

**Subject: Garbage and/or Recycling Container Weights**

Dear Shoreline Resident:

The City of Shoreline is currently requesting proposals from qualified collection contractors to provide services under the City's new solid waste/recycling collection contract, which will start in March 2008. As part of the process for developing proposals, potential contractors may weigh a limited sample of garbage and recycling containers in some Shoreline neighborhoods to ensure that they are able to provide accurate rate proposals that fully reflect the amount of garbage and recyclables produced by residents.

Your household has been randomly selected by one of the potential collection contractors as a source of weight data. The contractor will simply be weighing your containers and visually confirming that the bin contains either garbage or recyclables. These contractors have been instructed to:

- *wear uniforms and/or identifying badges with the company name*
- *drive a vehicle which clearly identifies the company name*
- *provide a copy of this letter to any Shoreline resident who requests it*
- *only visually observe the insides of container,, and not handle or remove material or "dig" into containers; and*
- *residents may refuse to have their containers weighed; and if so, company staff shall immediately cease weighing containers at that address and shall not record those weights.*

If you have any questions about these activities, please call Rika Cecil, Environmental Programs Coordinator, at (206) 546-0460.

Thank you for your assistance with this process.

Sincerely,

Jesus Sanchez  
Operations Manager

cc: Mark Relph, Public Works Director  
Jerry Shuster, Surface Water & Environmental Services Manager  
Rika Cecil, Environmental Programs Coordinator

Report for Residential

Productivity Report By Route for 7/16/2007 - 7/16/2007

| Route Id | Tons | Homes collected |
|----------|------|-----------------|
| 1327     | 9.17 | 653             |
| 1328     | 8.02 | 660             |
| 1343     | 3.89 | 245             |
| 1326     | 7.51 | 568             |

Productivity Report By Route for 7/17/2007 - 7/17/2007

| Route Id | Tons | Homes collected |
|----------|------|-----------------|
| 2340     | 3.62 | 123             |
| 2325     | 7.66 | 573             |
| 2327     | 9.21 | 641             |
| 2343     | 3.27 | 226             |

Productivity Report By Route for 7/19/2007 - 7/19/2007

| Route Id | Tons | Homes collected |
|----------|------|-----------------|
| 4307     | 8.32 | 660             |
| 4309     | 7.47 | 609             |
| 4310     | 9.57 | 712             |
| 4311     | 8.49 | 665             |
| 4314     | 7.23 | 560             |
| 4138     | 4.54 | 805             |
| ""       | 5.34 | * 2 Dump slips  |
| 4329     | 8.79 | 672             |
| 4343     | 2.79 | 255             |

Productivity Report By Route for 7/20/2007 - 7/20/2007

| Route Id | Tons | Homes collected |
|----------|------|-----------------|
| 5301     | 8.97 | 691             |
| 5302     | 8.5  | 549             |
| 5303     | 8.68 | 664             |
| 5304     | 8.08 | 659             |
| 5310     | 7.53 | 614             |
| 5311     | 8.58 | 643             |
| 5312     | 7.58 | 642             |
| 5313     | 6.49 | 536             |
| 5343     | 5.05 | 381             |

Report for Commercial

Productivity Report By Route for 7/16/2007 - 7/16/2007

| Route Id | Tons  | Total Container |
|----------|-------|-----------------|
| 1130     | 10.01 | 139             |
| ""       | 12.29 |                 |
| ""       | 8.59  |                 |
| 1140     | 9.9   | 198             |
| ""       | 9.71  |                 |
| ""       | 10    |                 |

Productivity Report By Route for 7/17/2007 - 7/17/2007

| Route Id | Tons  | Total Container |
|----------|-------|-----------------|
| 2130     | 8.68  | 164             |
| ""       | 7.79  |                 |
| ""       | 10.61 |                 |

Productivity Report By Route for 7/18/2007 - 7/18/2007

| Route Id | Tons | Total Container |
|----------|------|-----------------|
| 3139     | 7.39 | 212             |
| ""       | 6.84 |                 |

Productivity Report By Route for 7/19/2007 - 7/19/2007

| Route Id | Tons  | Total Container |
|----------|-------|-----------------|
| 4130     | 11.23 | 130             |
| ""       | 9.63  |                 |
| ""       | 5.52  |                 |
| 4138     | 10.52 | 181             |
| ""       | 6.61  |                 |
| ""       | 5.62  |                 |

Productivity Report By Route for 7/20/2007 - 7/20/2007

| Route Id | Tons  | Total Container |
|----------|-------|-----------------|
| 5130     | 10.31 | 132             |
| ""       | 10.04 |                 |
| ""       | 11.93 |                 |



Report for Residential Recycle

Productivity Report By Route for 7/16/2007 - 7/16/2007

| Route Id | Tons | Homes collected |
|----------|------|-----------------|
| 1727     | 11.2 | 560             |
| 1728     | 5.3  | 385             |

Productivity Report By Route for 7/17/2007 - 7/17/2007

| Route Id | Tons | Homes collected |
|----------|------|-----------------|
| 2727     | 16.3 | 602             |

Productivity Report By Route for 7/19/2007 - 7/19/2007

| Route Id | Tons | Homes collected |
|----------|------|-----------------|
| 4705     | 14.4 | 510             |
| 4709     | 10.9 | 433             |
| 4710     | 4.8  | 94              |
|          | 10.5 | 490             |
| 4727     | 5.9  | 440             |

Productivity Report By Route for 7/20/2007 - 7/20/2007

| Route Id | Tons | Homes collected |
|----------|------|-----------------|
| 5705     | 7.3  | 781             |
| 5709     | 13.3 | 650             |
| 5710     | 6.5  | 537             |
| 5727     | 6.5  | 640             |

Report for Commercial

Productivity Report By Route for 7/17/2007 - 7/17/2007

| Route Id | Tons | Total Containers |
|----------|------|------------------|
| 2906     | 12.8 | 117              |
| 2902     | 0.5  | 10               |

Productivity Report By Route for 7/20/2007 - 7/20/2007

Route Id    Tons    Total Containers

|      |     |    |
|------|-----|----|
| 5902 | 6.6 | 70 |
|------|-----|----|

Report for Residential Yard Waste

Productivity Report By Route for 7/16/2007 - 7/16/2007

| Route Id | Tons | Homes collected |
|----------|------|-----------------|
| 1611     | 14.6 | 370             |

Productivity Report By Route for 7/17/2007 - 7/17/2007

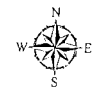
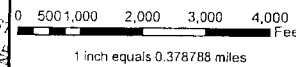
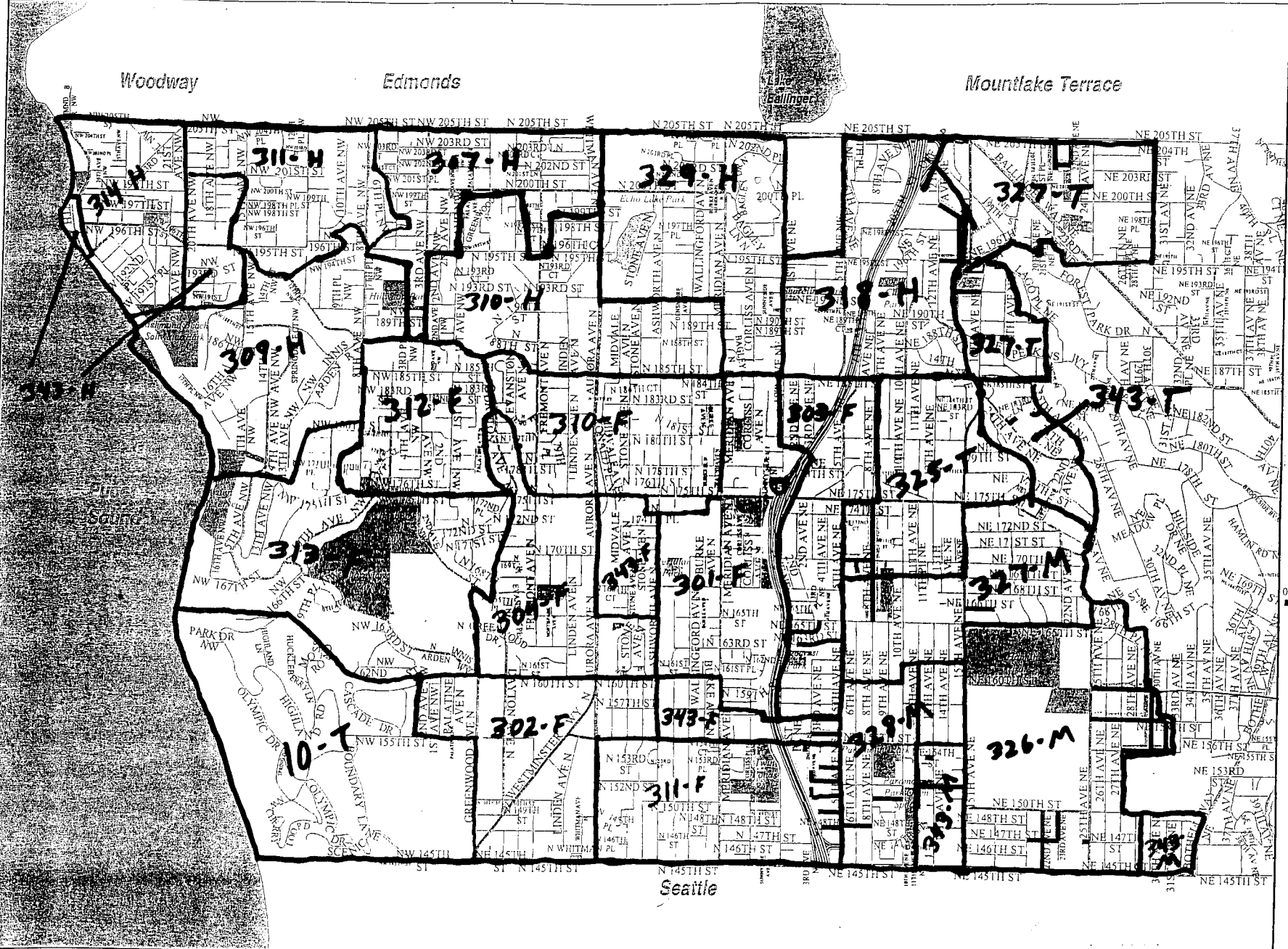
| Route Id | Tons | Homes collected |
|----------|------|-----------------|
| 2611     | 2    | 125             |

Productivity Report By Route for 7/19/2007 - 7/19/2007

| Route Id | Tons | Homes collected |
|----------|------|-----------------|
| 4606     | 14.5 | 550             |
| 4609     | 21.4 | 327             |
| 4611     | 8.5  | 435             |

Productivity Report By Route for 7/20/2007 - 7/20/2007

| Route Id | Tons | Homes collected |
|----------|------|-----------------|
| 5604     | 9.3  | 330             |
| 5605     | 10.6 | 298             |
| 5611     | 14.6 | 403             |



No warranties of any sort, including accuracy, fitness, or merchantability, accompany this product.

