



GILTON

SOLID WASTE
MANAGEMENT,
INC.

Response to:

Request for Proposal
Solid Waste Collection, Recycling
and Disposal Services

City of Livingston

August 2012

City of Livingston
Solid Waste Collection, Recycling and
Disposal Services

Response to Request for Proposals

Table of Contents

	<u>Page(s)</u>
Executive Summary	2 - 3

Attachments

A – Proposal Cover Sheet.....	4
B – Exceptions to RFP	5
C – Rate Schedule	6 - 14
D – Public Outreach Budget & Schedule.....	15 - 16
E – Customer Services Operation Plan	17 - 23
F – Collection Implementation Plan	24 - 25
G – Service Initiation, Transition & Collection	26 - 35
H – Solid Waste Disposal Plan	36 - 37
I – Construction, Demolition, and AB 939 Diversion	38 - 40
J – Company Facilities.....	41
K – Emergency Disaster Plan.....	42 - 43
L – Value Added Programs and Services	44 - 45
M – Key Personnel Qualifications	46 - 49
N – Contractor’s Acknowledgement	50

Exhibits

- 1 – Sample Public Outreach Materials
- 2 – Sample Pages and Forms from WWW.GILTON.COM
- 3 – Sample Service and Tracking Forms
- 4 – Samples of Billing and Account Tracking
- 5 – Customer Service Phone Activities, Tracking and Reporting
- 6 – Samples of Various Routine Reports to Jurisdictions

EXECUTIVE SUMMARY

Background & Philosophy

The owners and management of Gilton Solid Waste Management, Inc. (GSWM) are excited with the potential opportunity to continue and expand our services to the residents, businesses and industries within the City of Livingston. Since 1947, the Gilton family has continuously provided reliable, high quality waste management services to communities throughout the central valley of California. We welcome the chance to once again show that we can not only meet, but exceed all of our customer's expectations.

GSWM is uniquely qualified and positioned to provide the most cost-effective, fully integrated waste collection, processing, recycling and waste transfer services for all those living and working in Livingston. As we have proven in the past, GSWM's ability to efficiently and effectively spread our equipment, labor and management costs over multiple jurisdictions has routinely resulted in the lowest costs to our customers. In addition, due to the location, size, and permitted capabilities of our sister company, Gilton Resource Recovery / Transfer Facility, Inc., we can provide extensive, cost-effective opportunities to divert, recycle and safely dispose of all the wastes generated in the City.

Throughout its 65 year history, the owners and management of GSWM have continuously sought new and innovative ways to store, collect, divert, recycle, transfer and dispose of all types of wastes. This entrepreneurial culture at GSWM has allowed the company to help each of the cities and counties that we serve to achieve and exceed their State mandates through proactive, common sense waste management programs. We focus on fully integrated waste management systems that result in the most environmentally sound, cost-effective programs. When it comes to waste diversion and recycling, we advise those that we serve to implement programs that divert the largest portion of the waste streams, at the least cost. We believe that customers should not be asked to pay for services or programs that do not produce tangible, measurable results.

The City Staff has stipulated that the primary single family residential program will consist of **"2 – 90 gallon containers for solid waste and green waste"**. Based on that guidance, GSWM will be proposing a basic residential service that utilizes 2 – 96 gallon fully automated carts: one for garbage, trash and non-vegetative compostables. The second cart would be for green wastes, cardboard, paper products and vegetative compostable materials.

GSWM uses this highly effective, cost efficient program in five (5) other jurisdictions that we serve. This system has allowed us to significantly increase the weight and percentage of residential waste diversion in each of these communities. Details of the program are outlined in Attachment "H".

On the other hand, should the City decide at some point in this process to stay with the existing one container program, we have prepared optional rates for that type of program for the City to consider (see Attachment "C").

GSWM respects our competitors in this bid process, yet we are confident that the City of Livingston will select GSWM to continue our long term partnership in serving the residents, businesses and industries in the community. But regardless of the words and numbers that follow, we are proud to know that GSWM is known for its 65 years of dependable collection systems, excellent customer relations and diligent, high quality service to all our customers.

Mission Statement

***Our goal is to provide the
highest quality waste
management services to all
of our customers while
constantly working to ensure
the protection and
improvement of our local
community and the
environment***

Attachment “B”

Exceptions to the Request for Proposal and/or Draft Contract

EXCEPTIONS TO THE REQUEST FOR PROPOSAL

None

EXCEPTIONS TO DRAFT CONTRACT

Page 5, Recyclable Materials: *“The City shall be given credit for all recyclables collected, **less any contaminants**, and be given all **net** revenues based on market price per ton of Recyclable Materials.”*

Page 6, Roll-Off Container: *“... means a metal container with a capacity of ~~twenty (20)~~ **ten (10)** or more or cubic yards....”*

Page 8, Reports and Audits: The Contractor is entering into a legal agreement with the City of Livingston only. The Merced County Solid Waste Authority is not a signatory to the contract, therefore - *“Contractor shall provide such monthly, annual, and other reports as the City and/or the Merced County Solid Waste Management Authority (“Authority”) shall require. Contractor shall cooperate with and allow the City and/or Authority to conduct waste flow audits and performance reviews as are deemed necessary, in the sole discretion of the City or Authority. Said reports, audits, and performance reviews shall be undertaken and completed at the expense of the Contractor.”*

Page 14, Clean Up: *“During the Collection and transportation process, Contractor shall clean up Litter in the immediate vicinity of any Solid Waste storage area (including the area where Collection Bins and Debris Boxes are delivered for Collection) ~~whether or not~~ **if** Contractor has caused the Litter. Contractor shall discuss instances of repeated spillage with the Waste Generator responsible and will report such instances to City. The City will attempt to rectify such situations with the Waste Generator if Contractor has already attempted to do so without success.”*

Page 22, Exhibit A, Garbage Cart Specifications –

- “Carts: 90 gallons
 - Manufacturer: Toter, Rehris Pacific, ~~or~~ OHO, **or any equivalent as determined by the City Public Works Director.**”

Attachment “C”

Rate Schedule

Please provide a description of the rates that will apply to each service area and all service levels per area. The following service areas apply:

- Single-Family Residential
- Multi-Family Residential
- Commercial

IMPORTANT NOTES:

- **The following tables show the categories and line items AS SHOWN in the City’s RFP documents. Gilton rates charts and service proposals are included at the end of Attachment “C”**
- **The City Staff has stated both verbally and in writing that the City wants a “two cart program; one 96 gallon can for garbage and one 96 gallon can for green wastes”. We have responded to the RFP for that type of program, but in addition we have also included rates that would be proposed should the City decide to stay with the existing one can program.**

Provide annual program costs and monthly rates for each of the **Optional Extra Services** described below for each of the following categories. The costs will be absorbed into each of the proposed rates:

Category	Annual Cost	Monthly Rate
SFS Bulk Item Pick-ups (for over 2 per year)	Note 1	
Residential Used Oil Collection	Note 2	
Annual Mailer	Note 2	
Compost Bins	Note 3	
Sharps Program	Note 4	
Residential E-Waste Collection at Curb	Note 2	
Battery Drop Off Location Program	Note 4	
Refuse Disposal	Note 2	
Revenue from Recycling	Note 2	
TOTAL FEES	\$ N/A	

Notes:

- 1 – Recommend use of Temporary Four Yard Bins – See Rate Charts
- 2 – Included in Base Rate
- 3 – Unnecessary – Green waste program proposed by City
- 4 - Referred to Merced County Household Hazardous Waste Facility

Service	Frequency
<u>FEES PAID TO CITY</u>	

Diversion Rate (no fee)	Included in Base Rates	
AB 939 Fee	\$ 3,504	annual
Commercial Waste Audit Fee	\$ 500	annual
Sponsorship Events	\$ 2,000	annual

SINGLE-FAMILY RESIDENTIAL

If City stays with ONE Cart Program
 If City chooses a TWO Cart Program

Solid Waste ~ Automated			
96-Gallon	\$ 14.80	\$ 15.15	Per month
Additional 96-Gallon	\$ 4.00	\$ 4.00	Per month
Recycling ~ Automated			
96-Gallon (Organics including green wastes, cardboard, paper & vegetative compostables)	N/A	\$ 0.80	Per month
Additional 96-Gallon	N/A	\$ 4.00	Per month
Delivery/Change in Service			
Per Container	Included in Base Rates		
Per Bin	Included in Base Rates		
Off Schedule Pickup			
Per Container	\$ 10.00		Per occurrence
Per Bin	\$ 20.00		Per occurrence
Off Street Service			
Per Container	Free for Qualified Customers		
Per Bin	No Charge		
Alley Collection Fee			
Per Container	Included in Base Rates		
Per Bin	No Charge		
Bulk Item Pickup			
Each Additional Pickup (beyond 2 per year)	See Temporary Bin Rates		
Off Schedule Pickup	All Pickups are Scheduled		
Additional Services			
Temporary Automated Container	\$ 4.00 (min. 6 mos.)		Per Month
Steam Clean Automated Container	\$ 20.00		Per container
Repair Container (Lid)	Included in Base Rates		
Repair Container (Other)	Included in Base Rates		
Repair Container (90-Gallon)	Included in Base Rates		

MULTI-FAMILY RESIDENTIAL

If City stays with **ONE** Cart Program
 If City chooses a **TWO** Cart Program

Solid Waste ~ Automated			
96-Gallon	\$ 14.80	\$ 15.15	Per month
Additional 96-Gallon	\$ 4.00	\$ 4.00	Per month
Recycling			
96-Gallon (Organics including green wastes, cardboard, paper & vegetative compostables)	N/A	\$ 0.80	Per month
Additional 96-Gallon	N/A	\$ 4.00	Per month
Delivery/Change in Service Fee			
Per Container	Included in Base Rates		
Per Bin	Included in Base Rates		
Off Schedule Pickup			
Per Container	\$ 10.00	Per occurrence	
Per Bin	\$ 20.00	Per occurrence	
Off Street Service			
Per Container	Free for Qualified Customers		
Per Bin	No Charge		
Bulk Item Pickup			
On Schedule	All Can Be Scheduled		
Off Schedule	All Can Be Scheduled		

COMMERCIAL

Solid Waste	
One Bin Emptied One Time Per Week	See Gilton Rate Sheet That Follows
One Bin Emptied Two Times Per Week	See Gilton Rate Sheet That Follows
One Bin Emptied Three Times Per Week	See Gilton Rate Sheet That Follows
One Bin Emptied Four Times Per Week	See Gilton Rate Sheet That Follows
One Bin Emptied Five Times Per Week	See Gilton Rate Sheet That Follows
One Bin Emptied Six Times Per Week	See Gilton Rate Sheet That Follows
One Automated Container	See Gilton Rate Sheet That Follows
4-Yard Compacting Bins	See Gilton Rate Sheet That Follows
40-Yard Compacting Roll Off	See Gilton Rate Sheet That Follows

Recycling	
One Bin Emptied One Time Per Week	See Gilton Rate Sheet That Follows
One Bin Emptied Two Times Per Week	See Gilton Rate Sheet That Follows
One Bin Emptied Three Times Per Week	See Gilton Rate Sheet That Follows
One Bin Emptied Four Times Per Week	See Gilton Rate Sheet That Follows
One Bin Emptied Five Times Per Week	See Gilton Rate Sheet That Follows
One Bin Emptied Six Times Per Week	See Gilton Rate Sheet That Follows
One Automated Container	See Gilton Rate Sheet That Follows
Roll-Offs	Negotiable Depending on Materials

Off-Street Service		
Per Container	Included in Base Rates	
Per Bin	No Charge	
Bulk Item Pickup		
On Schedule	See Temporary Bin Rates	
Off Schedule	See Temporary Bin Rates	
Off Schedule Pickup		
Per Container	\$ 10.00	Per occurrence
Per Bin	\$ 20.00	Per occurrence

<u>TEMPORARY RENTALS</u>		
Bin (4 cubic yards)	\$ 70.00	Per Week/Per Dump
Rental Fee if Kept for Over One Week	\$ 60.00 (includes 2 nd dump)	Per Day up to Six Days
Bin Relocation	\$ 10.00	Per occurrence
Bin Cancellation within 24 hours of deliver	No Charge	
Bin Service Fee if Bin Exceeds Weight Limit	\$ 20.00	Per occurrence
Roll Off/Lowboy (40/20 Cubic Yards)	See Gilton Rate Sheets that Follow	
Rental Fee if Kept for Over One Week	See Gilton Rate Sheets that Follow	
Roll Off/Lowboy Relocation	\$ 20.00	Per occurrence
Roll-Off Cancellation within 24 hours of delivery	No Charge	
Overweight Fees	Customer reloads or pays extra fees charged at disposal facilities	
Cardboard Trash/Recycling Containers	See Gilton Rate Sheets that Follow	

SPECIAL DIVERSION SERVICES

Regular Composting Bins	N/A – Due to Green Waste Program
Worm Composting Bins	N/A – Due to Green Waste Program

Note: Based on the statement in the RFP on page 16, “**Section 13 – Method of Rate Adjustment**” all the above rates are subject to adjustment pursuant to the conditions contained in the final executed agreement.

Gilton Rate Schedules

Single Family Residential*



If City stays with ONE Cart Program
If City chooses a TWO Cart Program

	Gilton Charge		Frequency
Solid Waste - 96 Gallon Automated Cart	\$ 14.80	\$ 15.15	Per Month
Each Additional Automated Cart	\$ 4.00	\$ 4.00	Per Month

Recycling - 96 Gallon Automated Cart (1 st Cart) (Organics Including green wastes, cardboard, paper and other vegetative compostables)	N/A	\$ 0.80	Per Month
Each Additional Automated Cart	N/A	\$ 4.00	Per Month

* The above residential rates include Curbside Bulky Item Collection (2 X Yr.), Christmas Tree Recycling and Curbside E-Waste Collection (2 X Yr.)

Delivery / Change in Service	Included in Base	Per Occurrence
Off Schedule Pickup	\$20.00	Per Occurrence
Off Street Service	N/A	Per Month
Alley Collection Fee	Included in Base	Per Month
Bulky Item Pickup (in excess of two (2) per year)	Temp. Bin Rate	Per Load
Bulky Item Pickup - Off Schedule	All Scheduled	Per Load

Additional Services

Temporary Automated Cart (Min. of 6 months)	Addl. Cart Rate	Per Month
Steam Clean Automated Cart	\$65.00	Per Occurrence
Repair Container Lid	Included in Base	Per Occurrence
Repair Container (Other)	Included in Base	Per Occurrence
Replace Damaged Container (Not customer fault)	Included in Base	Per Occurrence
Replace Damaged Container(Customer's fault)	\$75.00	Per Occurrence
Temporary Bins - 4 Cubic Yard Bin for One Week	\$70.00	Per Week
Temporary Bins - Each Additional Week (includes additional dump)	\$60.00	Per Week

Multi-Family Residential Cart*



**If City stays with ONE Cart Program
If City chooses a TWO Cart Program**

	Gilton Charge		Frequency
Solid Waste - 96 Gallon Automated Cart	\$ 14.80	\$ 15.15	Per Month
Each Additional Automated Cart	\$ 4.00	\$ 4.00	Per Month

Recycling - 96 Gallon Automated Cart (1 st Cart) (Organics Including green wastes, cardboard, paper and other vegetative compostables)	N/A	\$ 0.80	Per Month
Each Additional Automated Cart	N/A	\$ 4.00	Per Month

* The above residential rates include Curbside Bulky Item Collection (2 X Yr.), Christmas Tree Recycling and Curbside E-Waste Collection (2 X Yr.)

Multi-Family Residential – Bins**



These are Gilton's Charges per Month for Solid Waste **
Standard Bins

Size of Bin (Cubic Yards)	Collections per Week				
	1	2	3	4	5
1	\$28.52	\$56.54	\$84.48	\$112.48	\$140.46
2	\$56.85	\$112.69	\$169.89	\$226.19	\$282.48
3	\$84.22	\$159.31	\$240.04	\$315.85	\$384.26
4	\$107.81	\$210.07	\$328.56	\$401.75	\$481.33
6	\$151.57	\$295.30	\$451.86	\$563.41	\$709.20

** The above rates include Curbside Bulky Item Collection (2 X Yr. per dwelling), Christmas Tree Recycling and Curbside E-Waste Collection (2 X Yr.)

Delivery / Change in Service – Per Bin	Included in Base	N/A
Off Schedule Pickup - Per Bin	\$20.00	Per Occurrence
Off Street Service - Per Bin	N/A	N/A
Bulky Item Pickup – On Schedule (Included in Rates)	N/A	N/A
Bulky Item Pickup - Off Schedule	Temp. Bin Rate	Per Load

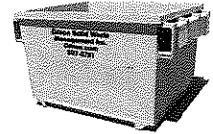
Additional Services

Steam Clean Bin	\$35.00	Per Occurrence
Repair Container Lid	No Charge	Per Occurrence
Repair Container (Other)	No Charge	Per Occurrence
Replace Damaged Container (Not customer fault)	No Charge	Per Occurrence
Replace Container Damaged (Customer's fault)	\$30 to \$150	Per Occurrence
Temporary Bins - 4 Cubic Yard Bin for One Week	\$70.00	Per Week
Temporary Bins - Each Additional Week (includes additional dump)	\$60.00	Per Week

Commercial Bins

These are Gilton's Charges per Month for Solid Waste – Standard Bins

Size of Bin (Cubic Yards)	Collections per Week				
	1	2	3	4	5
1	\$28.52	\$56.54	\$84.48	\$112.48	\$140.46
2	\$56.85	\$112.69	\$169.89	\$226.19	\$282.48
3	\$84.22	\$159.31	\$240.04	\$315.85	\$384.26
4	\$107.81	\$210.07	\$328.56	\$401.75	\$481.33
6	\$151.57	\$295.30	\$451.86	\$563.41	\$709.20



These are Gilton's Charges per Month for Solid Waste – Compacting Bins

Size of Bin (Cubic Yards)	Collections per Week				
	1	2	3	4	5
3	\$292.88	\$564.45	\$847.53	\$1,130.04	\$1,412.55
4	\$371.50	\$711.15	\$1,130.04	\$1,506.72	\$1,883.40

These are Gilton's Charges per Month for Clean, Mixed Recyclables

Size of Bin (Cubic Yards)	Collections per Week				
	1	2	3	4	5
4	\$ 43.00	\$ 86.00	\$ 129.00	\$ 172.00	\$ 215.00
6	\$ 43.00	\$ 86.00	\$ 129.00	\$ 172.00	\$ 215.00

Delivery / Change in Service – Per Bin	Included in Base	N/A
Off Schedule Pickup - Per Bin	\$20.00	Per Occurrence
Off Street Service - Per Bin	N/A	N/A
Bulky Item Pickup – On Schedule (Included in Rates)	N/A	N/A
Bulky Item Pickup - Off Schedule	Temp. Bin Rate	Per Load

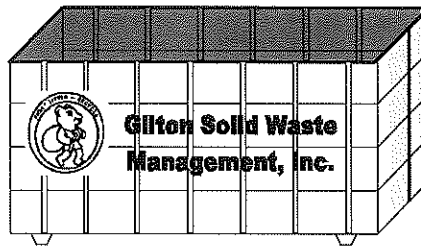
Additional Services

Steam Clean Bin	\$35.00	Per Occurrence
Repair Container Lid	No Charge	Per Occurrence
Repair Container (Other)	No Charge	Per Occurrence
Replace Damaged Container (Not customer fault)	No Charge	Per Occurrence
Replace Container Damaged (Customer's fault)	\$30 to \$150	Per Occurrence
Temporary Bins - 4 Cubic Yard Bin for One Week	\$70.00	Per Week
Temporary Bins - Each Additional Week (includes additional dump)	\$60.00	Per Week

**Industrial / Construction /
Demolition**
Roll-Off Boxes

Gilton Charges

	Hauling Fee	Disposal Fee	Rental Fee
10 Cubic Yard Box (Concrete / Asphalt / Roofing)	\$150.00 Per Haul	Current Disposal Fee at Facility	\$3.00 per day (Max. of \$78 per month)
25 and 35 Cubic Yard Boxes (General Wastes)	\$150.00 Per Haul	Current Disposal Fee at Facility	\$3.00 per day (Max. of \$78 per month)



Note: Based on the statement in the RFP on page 16, “**Section 13 – Method of Rate Adjustment**” all the above rates are subject to adjustment pursuant to the conditions contained in the final executed agreement.