

Hauler Contract Considerations

Leveraging your relationship



Hauler Contract Considerations

Recent changes

Benefits of a contract

Steps to a new contract

Elements to consider

What hauler
contract?



Changes

New commercial generator requirements

- Must recycle, collect food scraps
- Provide collection, sufficient container capacity

New hauler requirements

- Itemized invoices
- Accept minimum list of recyclables

Waste industry

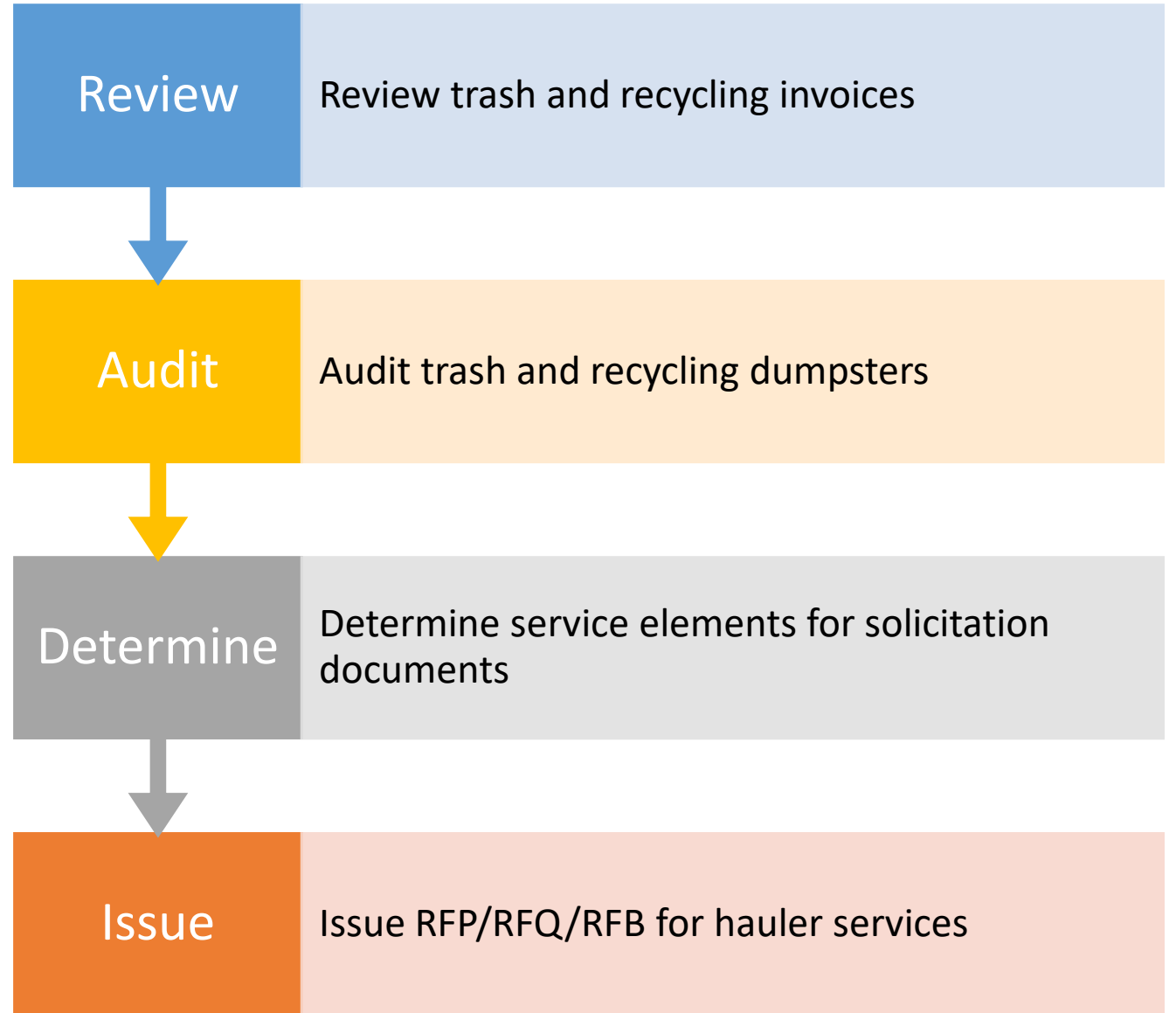
- Recycling system more automated
- Market changes
 - Contamination fees
 - Overage fees

Benefits of a contract

- Competitive quotes: best value pricing
- Ability to negotiate other service elements
- Pricing and services for dedicated term

Rate	Unit based pricing (per Cubic Yard)	State Solid Waste Management Tax
Trash	negotiated	17%
Recycling	negotiated	exempt
Organics	negotiated	exempt

Process to execute a new hauler contract



Step 1: Review invoices

- Accurate?
 - Waste streams collected
 - Container sizes
 - Frequency of collection
 - Fees and taxes

ABC Hauler
- 1234 Street, Anytown

INVOICE


BILL TO:
EQUIMAX-1820 BROMLEY
1161 WAYZATA BLVD SUITE 312
WAYZATA, MN 55391

INVOICE NO. 0000172376
PAGE Page 1 of 1
DATE 04/01/2021
CUSTOMER NO. 32178
REFERENCE NO.
DUE DATE 05/01/2021

DATE	DESCRIPTION	REFERENCE	RATE	QTY.	AMOUNT
	Balance forward :				\$158.72
	Adjustments :				\$0.00
	(0001) CUSTOMER: Apartments RUS, 825 Street, Apple Valley, MN				
01 - Apr	Serv #001 Commercial Front Load Trash 1 - 3Y 3YD TRASH 1 X WK Apr 01/21 - Apr 30/21		\$118.00	1.00	\$118.00
01 - Apr	Serv #003 Commercial Front Load Recycling 3YD 3YD RECY/O WK Mar 14/21 - Apr 30/21		\$74.60	1.58	\$117.98
	MN State RSTax at 9.750% on \$118.00				\$11.51

Step 2: Right-size service levels

- Conduct audit of existing services
 - Identify how full dumpsters/carts to determine “right-size”
 - Identify contamination

 **Right-Sizing Form**

Name of School: _____ Name of Hauler: _____

1. Fill out this form on the night before or the morning of pick-up, when containers are fullest.
2. Repeat 3 times to observe any patterns.
3. Right-size your service: with recycling improvements you will likely find that the recycling is fuller and the trash is emptier. Success! Call your hauler for larger recycling sizes or increased pickups and smaller trash sizes or fewer pickups. You may save money on your bills by adjusting your service – because trash is taxed, recycling is not.
4. Submit your form to schoolrecycling@co.dakota.mn.us.

Recycling Check 1	Recycling Check 2	Recycling Check 3
Date: _____	Date: _____	Date: _____
Container: <input type="checkbox"/> 96 gallon cart <input type="checkbox"/> 4 cubic yard dumpster <input type="checkbox"/> 6 cubic yard dumpster <input type="checkbox"/> Other: _____	Container: <input type="checkbox"/> 96 gallon cart <input type="checkbox"/> 4 cubic yard dumpster <input type="checkbox"/> 6 cubic yard dumpster <input type="checkbox"/> Other: _____	Container: <input type="checkbox"/> 96 gallon cart <input type="checkbox"/> 4 cubic yard dumpster <input type="checkbox"/> 6 cubic yard dumpster <input type="checkbox"/> Other: _____
Fullness: <input type="checkbox"/> Empty <input type="checkbox"/> 25% full <input type="checkbox"/> 50% full <input type="checkbox"/> 75% full <input type="checkbox"/> 100% full <input type="checkbox"/> Overflowing	Fullness: <input type="checkbox"/> Empty <input type="checkbox"/> 25% full <input type="checkbox"/> 50% full <input type="checkbox"/> 75% full <input type="checkbox"/> 100% full <input type="checkbox"/> Overflowing	Fullness: <input type="checkbox"/> Empty <input type="checkbox"/> 25% full <input type="checkbox"/> 50% full <input type="checkbox"/> 75% full <input type="checkbox"/> 100% full <input type="checkbox"/> Overflowing
Contamination: <input type="checkbox"/> No trash in recycling <input type="checkbox"/> Trash in recycling is <10% <input type="checkbox"/> Trash in recycling is >10%	Contamination: <input type="checkbox"/> No trash in recycling <input type="checkbox"/> Trash in recycling is <10% <input type="checkbox"/> Trash in recycling is >10%	Contamination: <input type="checkbox"/> No trash in recycling <input type="checkbox"/> Trash in recycling is <10% <input type="checkbox"/> Trash in recycling is >10%

Trash Check 1	Trash Check 2	Trash Check 3
Date: _____	Date: _____	Date: _____
Container: <input type="checkbox"/> 96 gallon cart <input type="checkbox"/> 4 cubic yard dumpster <input type="checkbox"/> 6 cubic yard dumpster <input type="checkbox"/> Other: _____	Container: <input type="checkbox"/> 96 gallon cart <input type="checkbox"/> 4 cubic yard dumpster <input type="checkbox"/> 6 cubic yard dumpster <input type="checkbox"/> Other: _____	Container: <input type="checkbox"/> 96 gallon cart <input type="checkbox"/> 4 cubic yard dumpster <input type="checkbox"/> 6 cubic yard dumpster <input type="checkbox"/> Other: _____
Fullness: <input type="checkbox"/> Empty <input type="checkbox"/> 25% full <input type="checkbox"/> 50% full <input type="checkbox"/> 75% full <input type="checkbox"/> 100% full <input type="checkbox"/> Overflowing	Fullness: <input type="checkbox"/> Empty <input type="checkbox"/> 25% full <input type="checkbox"/> 50% full <input type="checkbox"/> 75% full <input type="checkbox"/> 100% full <input type="checkbox"/> Overflowing	Fullness: <input type="checkbox"/> Empty <input type="checkbox"/> 25% full <input type="checkbox"/> 50% full <input type="checkbox"/> 75% full <input type="checkbox"/> 100% full <input type="checkbox"/> Overflowing
Contamination: <input type="checkbox"/> No recycling in trash <input type="checkbox"/> Recycling in trash is <10% <input type="checkbox"/> Recycling in trash is >10%	Contamination: <input type="checkbox"/> No recycling in trash <input type="checkbox"/> Recycling in trash is <10% <input type="checkbox"/> Recycling in trash is >10%	Contamination: <input type="checkbox"/> No recycling in trash <input type="checkbox"/> Recycling in trash is <10% <input type="checkbox"/> Recycling in trash is >10%

Step 3: Other solicitation document considerations

Container changes

- Right-size containers
- Options to test containers for bagless recycling



A close-up photograph of a blue plastic container being cleaned. A high-pressure water spray is directed at the interior of the container, which appears to have some residue or dirt on it. The spray is coming from a nozzle on the right side of the frame. The background is a blurred blue surface.

Container maintenance

- Options for cleaning dirty containers
- Replacement of broken containers

Contamination

- Identify what qualifies as contamination
 - Bagged recycling
 - Unaccepted items
- How fees will be calculated
- Process for feedback
 - Real-time communication
 - Documentation (Photos)





Multiple rate schedules

- Known times when service levels will be different
 - School year vs. summer
- To add new services (organics)

	Cost Per Cubic Yard	State tax
School year rate		
Trash	\$	17%
Recycling	\$	Exempt
Organics	\$	Exempt
Summer rate (no classes)		
Trash	\$	17%
Recycling	\$	Exempt
Organics	\$	Exempt

A hand is shown holding several white letter tiles. The tiles are arranged to spell out the word 'FREE' in large, bold, black letters. The background is a blurred green and yellow, suggesting an outdoor setting. The hand is positioned at the top right of the frame, with fingers gripping the tiles.

Additional fees

- Drop off fees
 - Options to avoid costs for added carts/dumpsters
- Clarify types of “Additional Charges”
 - Overage fee, fuel surcharge, environmental fee
- Establish allowable annual contractual adjustments
 - Example: fixed annual percentage, index to CPI



Contract flexibility

- Avoid long-term contracts
- Allow mid-contract adjustments



Signature

Step 4: Issue solicitation documents

- Model contract
- County staff

TECHNICAL SPECIFICATIONS AND BID PROPOSAL
CONTRACT NO. M-216

Property Maintenance Code- SECTION 108 EMERGENCY MEASURES, 108.1 Imminent Danger. 304.10 Stairways, decks, porches and balconies.

**SCOPE OF WORK - DEMOLITION OF (2) EXISTING ENTRANCE STAIRS/
INSTALLATION OF NEW (4) BLOCKSTEPS / CONCRETE FOOTINGS**

All work is to be performed in strict accordance with the City of White Plains Building Code and Department of Public Works. The Contractor shall file and pay for all the required permits and inspections necessary to complete the project

Address of Property: DAVIS AVENUE
White Plains, New York

Owner(s): _____

Telephone Number _____

THIS IS TO ACKNOWLEDGE AND CERTIFY (ALL OWNERS MUST SIGN) THAT (I), (WE), HAVE THOROUGHLY READ, REVIEWED AND UNDERSTAND THE ATTACHED SPECIFICATION AND ACCEPT THE WORK TO BE UNDERTAKEN AS TO CONTENT, MATERIALS AND SCOPE.

OWNER

DATE

OWNER

DATE

INSTRUCTIONS TO BIDDERS

1. The contractor must personally inspect the premises prior to submission of his BID and fully familiarize himself with all conditions relating to his work and his BID. Contact Edward Naxon, Rehabilitation Office at (914) 422-1300 to make an appointment to visit the property.
2. The contractor must fill out ONE copy of this BID form. Return the ONE signed copy in a sealed envelope directly to the Community Development Rehabilitation Program Office, 70 Church Street , White Plains, NY
3. PLEASE NOTE ON THE OUTSIDE OF THE ENVELOPE THE FOLLOWING: THE NAME OF THE OWNER AND SEALED BID. THE COMMUNITY DEVELOPMENT REHABILITATION PROGRAM WILL NOT BE RESPONSIBLE FOR ANY BIDS NOT LABELED WITH THIS INFORMATION.

Thank you

Renee Burman

Environmental Resources Dept

952-891-7042

Renee.burman@co.dakota.mn.us