

# Calling All Haulers – Do's and Don'ts for Bidding on Collection Contracts for Small Haulers

*Presented at:*



*Presented by:*

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# Gershman, Brickner & Bratton, Inc.

## Solid Waste Management Consulting

- 38 years national consultant
- Focused exclusively on solid waste issues
- Work in partnership with clients to develop innovative, cost-effective approaches that achieve measurable results
- Thinks outside of the box
- Tells it like it is – independent objective advisor
- Significant consulting resources
- Client success stories



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## GBB's Wide Range of Relevant Expertise

Focused exclusively on solid waste issues, GBB offers a depth of experience not always available in consulting organizations. Some key GBB areas of expertise include:

Solid Waste  
Master Plans

Recycling /  
Diversion  
Plans

Waste  
Stream  
Analysis

Feasibility  
Studies

Stakeholders  
/ Public  
Outreach

Materials  
Recovery  
Facilities

Organics

Waste  
Conversion  
Technologies

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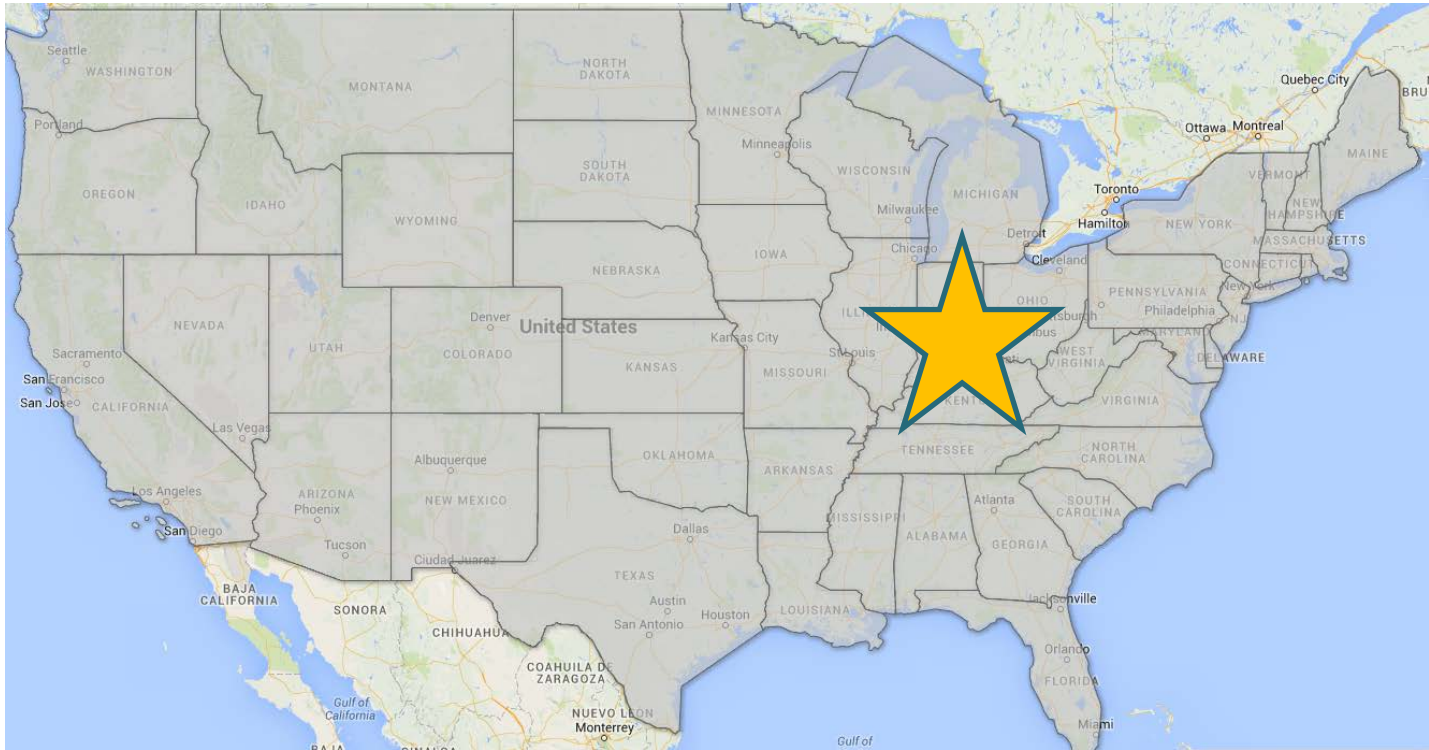
# Plan Ahead



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# Award-winning procurement design



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## Key Factors

- Eliminated the extremes
- Use GBB as a resource
- Determined list of goals and priorities
  - Cost savings
  - Increase recycle participation
  - Leaking vehicles
  - Blowing litter issues
  - Technology
  - Bulk service
  - Waste streams to collect
  - Unlimited service
  - Competition
  - Long term contract

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Indiana Association of Cities and Towns  
Your Partner in Good Government

## Indiana Association of Cities and Towns recognized the City of Fort Wayne, Indiana

- Community Achievement Award for its single stream recycling program
- Green Community Award

*“I’m proud that we were able to reduce fees by more than one million dollars. Our residents have committed to participating and they deserve that rate reduction. It’s been an amazing nine months as we’ve gone from 34% participation to nearly 70% participation.”*

**-- Mayor Tom Henry**

20 Sep 2011, Wayne.com

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# Procurement Process

- Offered four Bids:
  - Trash collection • Recyclables collection
  - Disposal • Recyclables processing
    - Required new trucks
    - Offered 3, 7, and 10 year options
- Pre-bid conference attended by 12 companies
- Five firms submitted bids





# Results

- More service for less
  - Converted to single stream cart recycling, added additional commodities and added RFID technology
- Resident bills **reduced by \$1.29** per month
- Committee members who knew very little about solid waste management became “self proclaimed” experts
- Successful Return on Investment
- Yearly receipt of monies from contractors for Recycling promotion and education

\$100,000 per year (approx \$1.25 per HH)

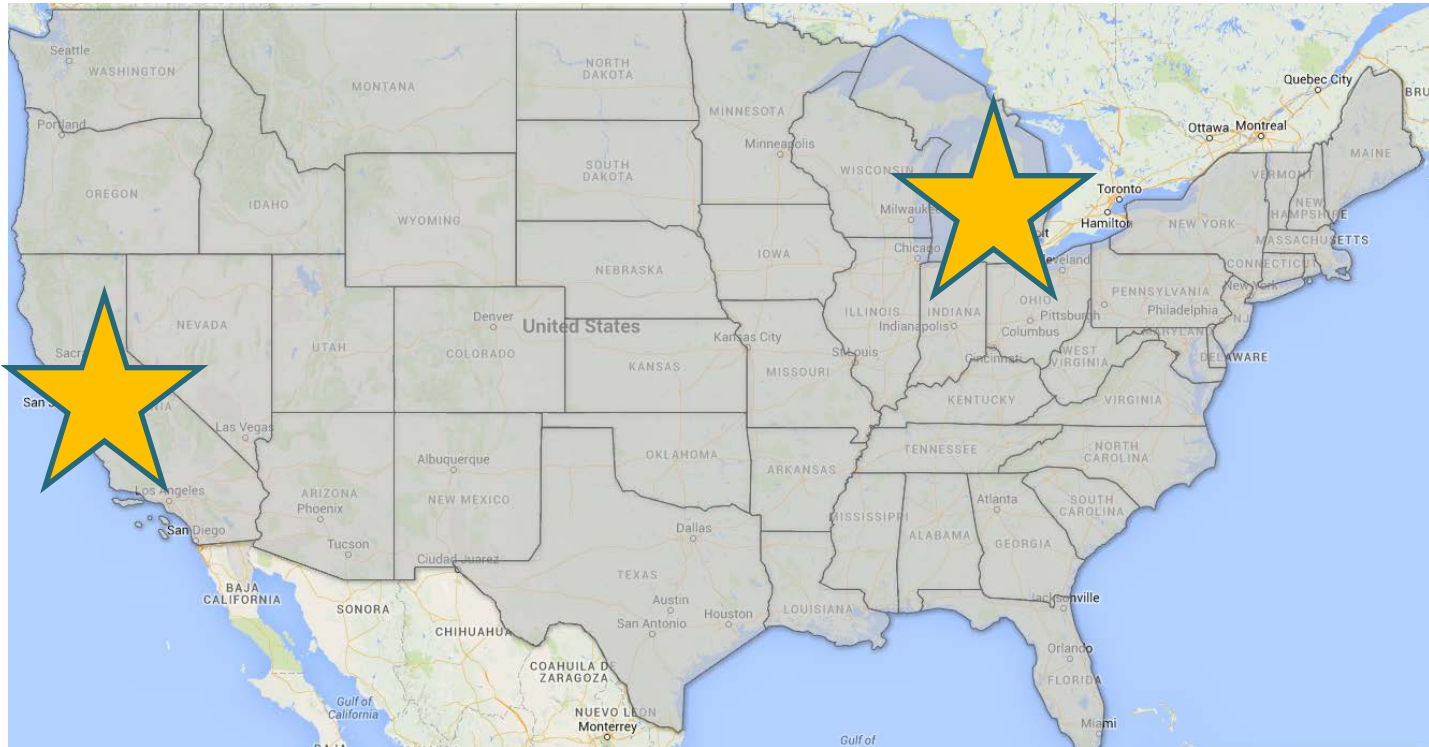


*It's Easy...*  
**One Cart Recycling**

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# Strategic mini case studies



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**Get professional**

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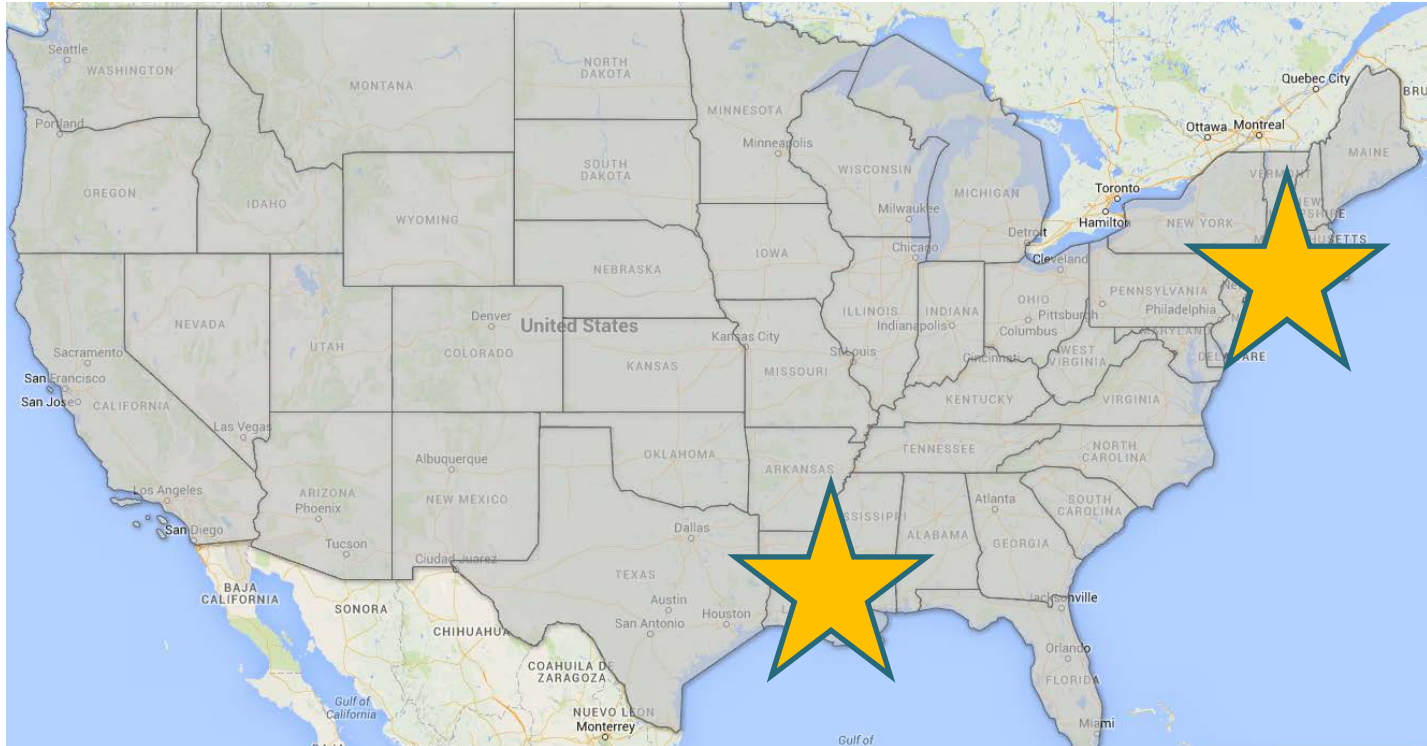
An aerial photograph of a city skyline at dusk. The sky is a mix of purple, pink, and blue. In the foreground, a wide river flows through the city, with several bridges crossing it. The city buildings are lit up, and the overall scene is a vibrant urban landscape.

**Climate, cost, customer experience**

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# Operational mini case studies



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A nighttime photograph of a large, illuminated truss bridge spanning a wide river. In the foreground, a waterfront park features several illuminated, arch-shaped structures. The sky is a mix of dark blue and orange, suggesting dusk. The water reflects the lights from the bridge and the park.

**Technology, new media, organized front**

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Focus on food waste collection

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# Summary

1. Indiana: municipality RFP designed to reach goals
2. California: seek professional response assistance
3. Michigan: find key driver and reiterate (cost, climate, customer experience)
4. Louisiana: use on-board technology, new media, present an organized front (chart, uniforms)
5. Massachusetts: focus on food, seamless collection





*Thank you!*

For More Information:

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