

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

*Presented at:*



**STRIVE FOR SUSTAINABILITY**

SOLID WASTE & RECYCLING CONFERENCE with TRADE SHOW  
May 20 - 23, 2018



*Presented by:*

**Jennifer Porter**  
Senior Project Manager  
Gershman, Brickner & Bratton, Inc.



**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



**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



3

**Plan Ahead**



4

## Award-winning procurement design



5



## 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



6



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  
September 20, 2011  
FortWayne.com



7

## 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



8

## 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**

9

## Strategic mini case studies



10



Get professional



11



Climate, cost, customer experience



12



## Operational mini case studies



13



14



## 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:

**Jennifer F. Porter**  
Senior Project Manager  
GBB Inc.  
703-573-5700  
[jporter@gbbinc.com](mailto:jporter@gbbinc.com)

[www.gbbinc.com](http://www.gbbinc.com)

