

**REQUEST FOR PROPOSAL 03-0-2020/SB
Solid Waste & Recycling Collection Services
CLARIFICATIONS**

In accordance with the above referenced RFP, the City's Evaluation Team has elected to seek written clarifications from all responsive and responsible submitting proposers. The below questions shall be answered by the submitting firm in writing and provided to the designated Procurement liaison, Susan Blair, via email at susan.blair@pbfl.org. **The deadline for response is Monday, March 9, 2020 by 3 pm.**

INSTRUCTIONS: Proposers cannot modify their original written proposal response. The intent of this phase is only to clarify the information already presented in your original, written proposal as submitted to the City and clarify that information if needed.

- For each question, **FIRST IDENTIFY IF THIS INFORMATION WAS PRESENTED IN YOUR ORIGINAL WRITTEN SUBMITTAL.**
- **IF NO, skip to the next question and do not include clarifying information.**
- **IF YES, identify specifically where in the original written proposal submittal you addressed the question (i.e. Tab, page 4, paragraph 3).**
- **IF YES, and the PROPOSAL LOCATION is specifically provided you can then furnish any further clarifications. If a page limit is specified for a section / question; do not exceed it. The City will not accept any attachments or supplemental pages.** If no clarification is needed and your location as referenced from the original written proposal suffices, leave this section blank.

VENDOR NAME: __Republic Services of Florida, Limited Partnership

Questions related to Tab 4 – Summary of Qualifications:

- Provide specific evidence as the proposing collector of exclusive commercial collection service to at least two (2) local governments, one of which was in Florida, within the past 8 years.
 - See Tab 9 References- Pages 116-120. Solid Waste Authority of Palm Beach, and Sunrise. Also, see additional municipal contracts with commercial and industrial exclusive services. (Coconut Creek, Weston, Lake Wales, Haines City, Frostproof, and Royal Palm Beach.)
- Provides more details on the key individuals, their tasks and areas of expertise.
 - See Page 11,12 Key Personnel Bio's for Palm Bay. Also see Key Personnel Resumes for Palm Bay Page 13-17. At the bottom of the resumes, please note; Municipal Contract Oversight Experience

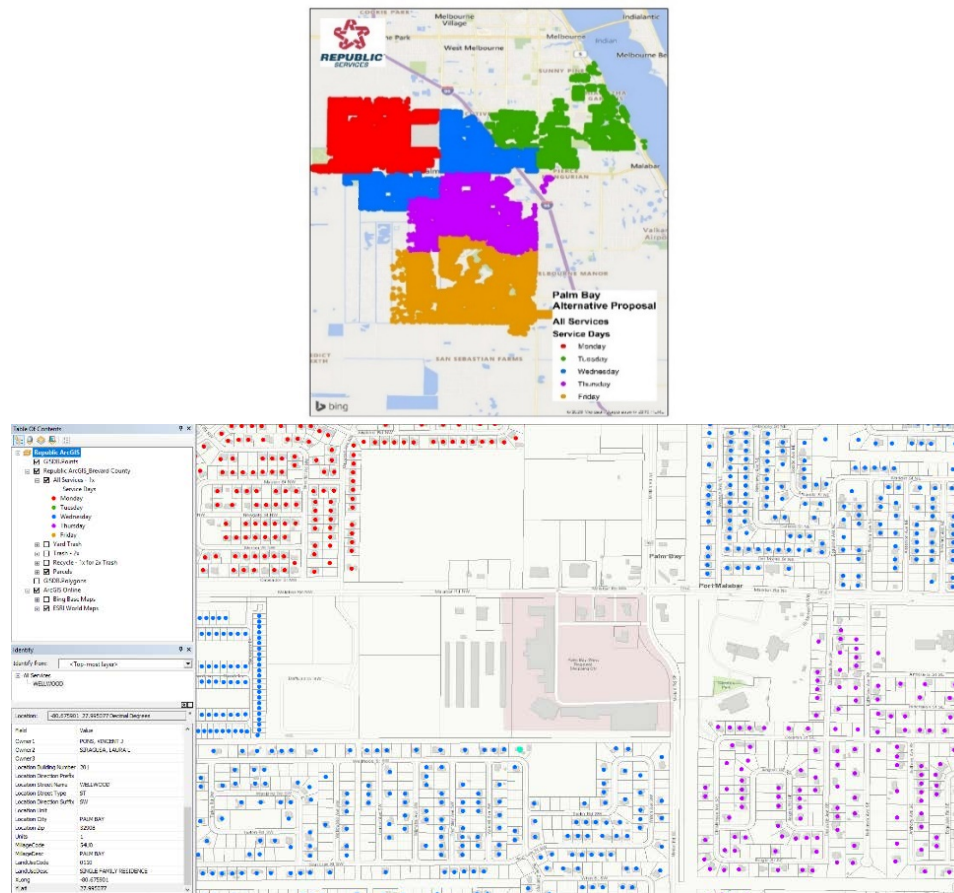
Questions related to Tab 5 – Project Approach / Methodology:

- How many vehicles will be assigned to the City of Palm Bay?
 - See Page 73 and page 74 of Tab 6. The vehicle breakdown of trucks will all be the dedicated vehicles for Palm Bay.
- What is the plan for facility operations? Where will you operate from?

- Page 18 Facilities, Last paragraph.
- How do you train your three customer resource centers to know the specifics of the Palm Bay contract?
 - See page 46 Section-Customer Service Principles and What to expect sections. Republic Services Customer Resource Center is provided a Knowledge Management Tool (KMT) with all pertinent information regarding the contract details.
- Provide a narrative explanation for the differences between your base and alternate proposal maps. The City needs to understand when a specific residential area will receive each type of service. For example, for the base proposal, those in the shaded color 'X' will receive trash pickup on Tuesday/Thursday; recycle pickup on Monday; and yard waste pickup on Friday, etc.
 - The Base Map (2x Trash, 1x Recycle, and 1x Yard Trash) – Residents would have multiple pick up days.
 - The Alternate Map (1x Trash, 1x Recycle, and 1x Yard Trash) – Each Resident would have one pick up day.

Base - Service Day Specifics				Alternate - Service Day Specifics			
Trash	Recycle	Yard Trash	# of Pick Up Days	Trash	Recycle	Yard Trash	# of Pick Up Days
Mon, Thu	Mon	Mon	2	Mon	Mon	Mon	1
Mon, Thu	Tue	Mon	3	Tue	Tue	Tue	1
Mon, Thu	Thu	Mon	2	Wed	Wed	Wed	1
Mon, Thu	Fri	Mon	3	Thu	Thu	Thu	1
Mon, Thu	Wed	Tue	4	Fri	Fri	Fri	1
Mon, Thu	Wed	Wed	3				
Tue, Fri	Wed	Wed	3				
Tue, Fri	Wed	Thu	4				
Tue, Fri	Wed	Fri	3				

If you drill down in the map, below map with the dots are actual residential units.



- Base Proposal (2Xweek)

Route S schedule							
Type	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Total
Trash	25	25	-	25	25	-	100
Recycle	2	2	27	2	2	-	35
Yard Trash	6	6	6	6	6	-	30
Bulk	3	3	3	3	3	-	15
Totals	36	36	36	36	36	-	180

- Alternate Proposal (1X week)

Route S schedule							
Type	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Total
Trash	11	11	11	11	11	-	55
Recycle	7	7	7	7	7	-	35
Yard Trash	6	6	6	6	6	-	30
Bulk	3	3	3	3	3	-	15
Totals	27	27	27	27	27	-	135

- Provide clarification for holiday schedule – if once a week, does that mean if service is on Thanksgiving or Christmas, you do not get service that week?
 - Page 31. Holiday Schedules in the RFP references only the Base Proposal. For Alternate Proposal; all services for the holiday week are pushed back by one day. (Example....If a holiday falls on a Thursday, Thursday service will be on Friday and Friday service will be collected on Saturday.)
- Provide more detail on your procedure for tagging hazardous waste and notifying applicable government agencies of reportable quantities.
 - Page 42 The Sample Non collection tags can be modified to include non-collection of Hazardous Waste. The sample non-collection tags provided in the RFP will be modified to reflect Palm Bay's requirements.
 - Republic Services currently uses Emergency Response and Training Solutions(ERTS) when reporting all hazardous waste issues throughout the United States.
 - Brevard County has three household hazardous waste drop off facilities in the county. The closest one is at Sarno Landfill located at 3379 Sarno Road, Melbourne, FL . Hours are 8:00AM-4:00 PM Monday through Saturday.
 - If a customer does not want to use the County's Household Hazardous Waste Drop off Centers; then Republic Services will partner with a hazardous waste vendor(Clean Harbors) to collect the waste and Republic will charge the customer.
 - Republic take pride in our sustainability efforts. Please see Page 62
- **Question for all vendors** – Elaborate more on your plans to transition billing from CPB Utilities to the Collector. Be specific. Include dates and a timeline. Also, describe what the impact will be to residential rates if the City continues billing. [Page limit – 2 pages]

○ Billing Transition Timeline

City of Palm Bay						
Billing Transition from Palm Bay to Republic Services	May	June	July	August	September	October
Contract executed	5/1/2020					
Transition team kick-off meeting with the City	5/2/2020	on going	on going	on going	on going	
City to provide Republic with Customer list (Name, billing and service address)	5/30/2020		7/1/2020			
Republic Services will upload customer list into our AS400 system				8/1/2020		
Operation Team will finalize routing				8/15/2020		
Send billing notices to residents					9/1/2020	
Start of the Contract						10/1/2020

- See Tab 7 Pricing ,Page 86 Category 1 Item 2 and Category 2 item 2 are the rates if the city continues to bill the residents.

Questions related to Tab 6 – Transition Plan:

- **Question for all vendors** – Elaborate more on your intention with current, City-owned inventory of carts, both those distributed to residents and those on-hand in Public Works inventory. Also, if your intention is to use the existing City-owned carts and to phase in new carts as needed; explain how this existing inventory affects your proposed pricing. If you are proposing more than one scenario regarding carts, please clarify. [Page limit – 2 pages] See Attached Tab 6 Transition Plan
- **Question for all vendors** – Elaborate on the transition plan. Be specific. Include dates and a timeline. Address equipment acquisition, residential container distribution (if any), commercial container switch-out, personnel hiring, and start-up. [Page limit – 5 pages] See Attached Tab 6 Transition Plan
 - Is the October 1, 2020 start date attainable? If yes, describe the process. If no, how much additional time would be ideal?
 - Regarding equipment acquisition, be very specific on the timing of when you will have all necessary service vehicles ready to work. If this includes verification of vehicles already on order / on hold with a vendor, leased vehicles, reallocating vehicles from other service areas (temporarily or permanently), or other strategies, please provide these details.

Tab 6-Transition Plan:

City Owned Inventory Carts:

- Base Proposal- We intend to use the current carts for the base proposal and will take ownership of the carts that the city has in inventory. These carts will be used for MSW and Recycling depending on the replacement needs.
- Alternate Proposal- Page 31 of Proposal Submittal- Republic Services we would like to provide all the residents with one 96- gallon cart for MSW. In the RFP, the city stated that there were 5,036 additional carts housed at residential address. We believe with the larger cart capacity, this will eliminate the need for a 2nd cart.
- Page 79-84 Reflect the Base Proposal and the Alternate Proposal for exchanging and or delivering new carts to all the residents. Our preferred cart manufacturer will be providing the carts along with the delivery at the beginning of the franchise agreement. Republic Services will have one dedicated box trucks to utilize for any replacement or new carts delivery through the term of the franchise agreement.
- Page 72 gives a detailed information of a sample timeline. A Palm Bay specific timeline will be provided to the city after the execution of the contract.
- Republic Services will be ready to begin service on October 1, 2020.

Equipment

- Republic Services Southeast Area currently has 50 Front load trucks, 23 ASL trucks and 26 rear load trucks ordered and in production for the 2020 fiscal year.
 - o The Southeast Area would divert the following trucks from the current delivery list:
 - 4 Front load trucks to Palm Bay
 - 10 automated side load (ASL) trucks to Palm Bay
 - 10 rear load trucks to Palm Bay
 - 1 claw/ boom truck
 - 1 roll off truck
 - These trucks would have various delivery dates and be staged at our facility. Note- all new trucks would be delivered prior to 9/1/2020
- The day of contract execution Trey Richardson, GM Republic Services will work with Matt Callier, Big Truck Rental to finalize the already discussed leasing of trucks and delivery by 9/1/2020. These trucks will supplement the new trucks on site and be utilized until Republic Services 2021 truck deliveries are made to fully support the budgeted number of trucks modeled

- for Palm Bay. Big truck rental can provide all the trucks needed for contract start but at this time Republic Services does not feel that this is necessary.
- To additionally support the needs for Palm Bay, if needed, Republic Services has over 12 used collection vehicles (rear load and ASLs) on hand in the state of Florida that are currently staged in Orlando and Vero Beach, Florida. These trucks are not currently in use and are awaiting implementation on a new contract.



BIG TRUCK RENTAL
5001 W. Lemon Street
Tampa, FL 33609
(888) 772-0058

City of Palm Bay Commissioners
120 Malabar Rd
Palm Bay, FL 32907

Re: Collection of Solid Waste & Recyclable Materials, RFP No. 03-0-2020/SB

Dear Board of City Commissioners,

Big Truck Rental, LLC is writing this letter on behalf of Republic Services, Inc. in support of their proposal for the City of Palm Bay, FL contract. Big Truck Rental is the largest provider of rental and off-rent refuse trucks in North America. Our fleet consists of over 500+ vehicles in both North America & Canada. We have 40+ service and stocking locations and are available on demand to support the potential contract start date of October 1st in the City of Palm Bay, FL. We have the following trucks available to meet the needs of this contract:

- 23 Automatic Side Load Trucks
- 17 Rear Load Trucks
- 1 Grapple Truck

These trucks will be delivered to the City of Palm Bay, FL from the following locations:

- 6 Locations in Florida
- 2 Locations in Georgia
- 1 Location in Alabama
- 2 Locations in South Carolina

We are readily available to support any ongoing needs to ensure the service requirements are met.

Please don't hesitate to contact me should you need any further clarification of our ability to support Republic Services, Inc.

Sincerely,

Matthew Callier
National Account Manager
Big Truck Rental
(904) 528-6139
mcallier@bigtruckrental.com

Container cart distribution

- Page 80-84 Please reference the Schaffer Cart section for Cart delivery specifics.

Commercial container swap out.

- Two scenarios
 - o #1- The day after contract execution Republic Services will reach out to WM to purchase commercial containers that are already on site at each location. If both parties agree, Republic Services will utilize the containers in place for the contract.
 - o #2- Republic Services has already notified Wastequip of potential purchase of large quantity of containers. Upon contract execution Republic will place order for 400 commercial containers with a completion and delivery date of 9/1. Republic Services currently has over 400 containers of various sizes (2yd, 4yd, 6yd, 8,yd) on hand at our centrally state located container yard in Bartow, FL. These containers are currently on hold awaiting Palm Bay contract.
 - o This is what Republic executed in Tampa for commercial businesses

City of Tampa Commercial MSW Dumpster Replacement Project.

	2 yard	3 yard	4 yard	6 yard	8 yard	Total
Containers Removed	692	168	605	370	465	2300
Containers Delivered	692	168	608	370	465	2300

Time to Complete **Start: 7/11/2018** **Completed: 9/28/2018**

Swaps per week **11 wks** **209 Swaps/Day**

Number of Employees	Drivers	Support
	7	5

Pieces of Equipment Needed	Trucks	Trailers	RFID Readers
	7	2	7

NOTE:

An RFID chip was mounted to the front of every dumpster.

Personnel hiring

- 6/1/20 initial hiring steps
 - Republic Services sends notification of job fair to community. Republic Services had hosted two job fairs in the last 6 months for mass hiring (Tampa & Ft. Lauderdale). Over 100 applicants applied for both resulting in over 60 qualified candidates. This would be a supplement to the transitioning of WM employees to Republic Services.
 - Contact and partner with WM to acquire current employees dedicated to the Palm Bay Contract.
 - Set up meeting on WM site to address WM employees- week of 6/22/2020
 - Address employees that express interest in transitioning to Republic Services.
 - Discuss our employee packages and training processes.
 - After employees are selected:
 - I-9s, employee verification, drug screening, clearing house verification and formal offer letters. Beginning mid-July
 - RJP (realistic job preview) schedule conducted on Saturdays until contract start- up. As employees train on Saturday uniforms sizing will be conducted by Cintas for new employees.
 - Formal OSHA training would also be conducted on Saturday to make sure employees are fully trained for contract start up.
 - Dry runs on routes begin on routes 9/12/2020. Pickup trucks will be utilized during this time to maximize efficiency on route knowledge along with map data.