

Initial Vendor Meet Notes
January 14, 2010
Upstairs Conference Room

Introduction

- Population 23,615
- Housing Units 7,032
- Primarily Single Family Homes
- Construction Permits: 538 in 2007; 457 in 2008; 488 in 2009

Current Program

- Volume Based (stickers, totes optional and rented from hauler)
- City has paid a separate lump sum for Amnesty Day and Free Fall Leaf Pickup
- Vendor has an exclusive dumpster agreement for permitted work
- Vendor provides free pickup for city facilities and provides 130 free dumpsters

Option: Program Change

- Supply community with garbage and recycling totes at a flat rate

Questions For Vendors

- **How are longer contracts looked at? Example: would four year pricing be higher because you could lose the contract quickly, or would ten year be higher because you are projecting costs further out?**

A: For a volume based sticker program, the longer the contract the larger the price increase you will see because the companies build in “insurance” for the event that gas prices, dumping prices or insurance costs will go up dramatically. If the community is looking for price certainty they could offer a long term contract, but initial sticker costs will be significantly higher at the beginning of the contract. The lowest sticker prices would be offered in a 4-5 year contract. Option years at the sole discretion of the City would also add to the sticker cost.

- **How would vendors look at adding current subsidized programs like Amnesty Day and Leaf Pickup as options to increase the sticker price?**

A: The City of Darien providing Amnesty Day every other year over the past four years increases the amount the vendor will charge, because more items are left out each Amnesty Day. The vendors dislike offering Amnesty Day and some may add a significant cost to either make it worthwhile or eliminate it completely. No similar issue with Fall Leaf Pickup.

- **Is it possible to have an optional “recycling tote” program in which residents that would like recycling totes pay for them directly?**

A: The automated recycling totes are not compatible with manual loading trucks. The issue is the loading height, which is too high for an automatic truck to also be loaded manually.

- **How do you look at exclusive dumpster agreements for residential permits?**

A: Positively. It would affect sticker prices.

- **Would you rather provide 130 free dumpsters for municipal hauling or pay a flat rate to the City to forego this requirement?**

A: Prefer to not provide the 130 free dumpsters and provide a fee to the City instead. The dumpsters are not their primary business and they prefer to avoid items such as these in the contract.

- **We are adding other districts with waste needs to the contract. This includes school districts, fire districts, a park district and a library. They currently use dumpsters at each of their facilities. Within the bid, how should we request pricing (charge by week, by month, by pickup, etc.)?**

A: Providing for other districts would create winners and losers within our bidding system. We will bid these services directly in a different contract.

- **How would you look at commercial or multifamily optional pricing, if it were included within the contract?**

A: Without the bid requiring businesses to use their dumpsters, this would only increase the sticker price. They lose flexibility to negotiate with the businesses and would need to reduce the price of some existing dumpsters throughout the community, which would cause them to raise the sticker price to residents.