

# Proposal for Recycling Services

April 8, 2019

IN RESPONSE TO:



*Otsego*  
COUNTY  
ESTABLISHED 1875 M I C H I G A N

RE-BID 2019-01

FROM:



Emmet County  
Recycling

A Program of the Emmet County Department of Public Works  
200 Division Street, Suite G-76, Petoskey, Michigan 49770  
231-348-0640 • 231-348-0633 FAX  
Recycle@EmmetCounty.org • www.EmmetRecycling.org





Emmet County  
Department of  
Public Works

200 Division St, Suite G76  
Petoskey, Michigan 49770  
231-348-0640  
231-348-0633 fax  
[www.EmmetRecycling.org](http://www.EmmetRecycling.org)

April 8, 2019

Dear Ms. Frisch,

Please find Emmet County's revised response to Otsego County RE-BID 2019-01 for Recycling Drop-off Program enclosed. As an award winning rural hub and spoke model recycling program we have been building relationships and providing real recycling to our partner communities for almost 30 years.

Emmet County is fully capable of meeting all of the requirements of the RFP and can be entirely responsive to all aspects of the work scope and servicing requirements for both hauling and processing. Our proposal is good for 120 days.

Together, through education and a dual-stream collection system, we are able to supply Michigan Manufacturers. 95% of the materials Emmet County processes stay here in Michigan, helping to strengthen local, regional and state-wide economies.

Our five-year partnership with Otsego County is growing and we know that our public sector partnerships have been a mutually beneficial one. Throughout this time, we have worked with the Michigan Recycling Coalition (MRC) and the State of Michigan to boldly advocate for state wide recycling funding opportunities to Michigan communities, especially places in rural areas. As a partner community, we can work together to create economies of scale to benefit all involved.

The transparency of Emmet County's recycling program builds trust that recyclables are processed and marketed to the highest and best use. Dual stream collection and high quality processing supports maximum revenue sharing back to our partner communities.

Emmet County values inter-governmental agreements and believes we all benefit from economies of scale, achieved through cooperation between our rural communities. We hope to continue this relationship with Otsego County and other rural counties because a rising tide lifts all ships.

Thank you for your consideration.

In cooperation,

Andi Shepherd, Director



## Otsego County Request for Proposals

### Recycling Drop-off Services

RE-BID 2019-01

April 8, 2019

#### **Part 1: RFP Purpose**

Emmet County is prepared to provide hauling and processing services for Otsego County.

#### **Part 2: Definitions**

Emmet County operates a Dual Stream MRF, cost-effectively processing to the highest quality standards. 95% of the resulting materials are sold to local and regional factories in Michigan, with the remainder going to Ontario, Virginia and Illinois.

#### **Part 3: Background**

Materials are collected in one of two bins: Paper, Boxes and Bags and Mixed Containers. All items listed in Part 3 are accepted as well as additional materials. As a dual stream MRF, Emmet County is able to market materials to the highest and best use, meaning all materials collected are reused or remanufactured. See Recycle Guide attachment.

#### **Part 4: Proposal Instructions**

Emmet County has included six originals as instructed.

#### **Part 5: Scope of Work**

Emmet County is currently hauling and processing recyclables for Otsego County and is able to continue with no disruption or gap in service.

Emmet County is able to continue providing hauling and processing services.

#### Hauling Services

Emmet County operates hook-lift roll-off trucks with adjustable jibs, allowing us to haul containers of different heights, sizes, and styles. Emmet County has a long history of providing excellent servicing of drop site containers, varying as needed based on weather, season, holidays and updating scheduling frequency as needed.

Emmet County will respond within 24 hours to a request for servicing. Emmet County will provide hauling of bins on an as-needed basis, house replacement bins at our facility at no cost, provide updated hauling schedules to Otsego County, work with site hosts to ensure there is always available capacity, facilitate removal of any materials on the ground, and provide detailed monthly reports in a format that is acceptable to Otsego County.

#### Processing Services

See Appendix D for all costs.



Emmet County guarantees that all recyclables will be processed and marketed for remanufacture or reuse. No recyclables are ever sent to waste-to-energy facilities or used for daily landfill cover, which are both considered the lowest end-use. Emmet County will weigh each recycle bin brought into Emmet County's Materials Recovery Facility (MRF). Monthly reports will be provided with all data on materials received and marketed, in a form acceptable to Otsego County. Pictures of bins are attached to this proposal.

Emmet County will provide two appropriately labeled and maintained 30-yard bins for each site with the exception of Gaylord, which will have four bins and the Otsego Recycling West site which will have three bins. If the contract is awarded to Emmet County, all of the current bins will be scheduled to be repainted and relabeled over the course of the contract.

**Part 6: Unit Pricing**

Emmet County has provided both unit pricing and a max cap as requested.

**Part 7: Cost Proposals**

See Appendix D. Emmet County's Cost Proposal is good for 120 days from receipt.

**Part 8: Contract Costs**

Understood

**Part 9: Relevant County Compliance with Existing Laws**

Understood

**Part 10: Contractors Liability and performance Bond**

See attached Certificate of Coverage

**Part 11: Contractor Performance and Liquidated Damages**

Understood

**Part 12: Insurance/Indemnification**

The required insurance provisions will be maintained with Otsego County named as additional insured on all provided policies.

**Part 13: Selection Criteria**

A. Experience and Strength of Operations

The Emmet County Department of Public Works (DPW) has extensive experience providing transportation of recyclables and solid waste. The DPW has run a popular drop-site recycling program for almost 30 years, with the bins serviced by its own county-owned and operated fleet. Emmet County Recycling (ECR) currently hauls recyclables from 13 drop-sites in Emmet County ranging from Mackinaw City to Springvale Township. In addition, the DPW has owned and operated a solid waste transfer station for 39 years, developing and managing contracts with private waste haulers to transport and the waste.



The new Emmet County MRF (ECMRF), which opened in 2010 was sized with Inter-county cooperation in mind. Within the next year, the Emmet County MRF is scheduled to undergo more processing line upgrades which will allow for more efficient and cost-effective processing. The ECMRF currently processes and markets recyclables for Emmet, Otsego (since 2013), Cheboygan (since 2007), and Presque Isle Counties (since 1998). By processing and marketing recyclables from several counties together, all of the counties benefit from economies of scale in processing and a more significant presence in the markets.

Working with regional partners keeps jobs in the Michigan economy and provides tangible returns to the counties. Based on the quality of the materials supplied by the MRF, Emmet County has developed strong partnerships with many regional factories. Emmet County markets recyclables to East Jordan Plastics, A&L scrap metal, Great Lakes Tissue, Bay Area Recycling for Charities, and other factories and industries in northern Michigan. Longstanding relationships with these factories allow us to continue to market our commodities, even in times when many other MRFs have trouble marketing their materials.

Emmet County has been a leader in creating relationships with new markets. It was among their first counties to supply recyclables to local factories such as Great Lakes Tissue and East Jordan Plastics.

Emmet receives high end market rates for its high quality materials, has strong relationship with buyers, and has established longevity in the marketplace. ECMRF's reputation as an upstanding partner and producer of high quality materials due to clean dual stream processing also gives it access to very selective markets which turn others away.

We receive high praise for our excellent services, including recognition in the "Outstanding Government Program" award category from the National Recycling Coalition in 2017. The NRC's Awards Committee Chair, Lisa Skumatz, praised Emmet County Recycling saying, "Emmet County uses the practical model of 'convenient, comprehensive, and cost-effective' to achieve tangible results. Their practical model resonates with the rural communities they serve, which is part of the reason for their continued success."

#### B. Technical Criteria

Emmet County owns and operates four roll-off trucks, and may purchase a fifth one within the next year. Two trailers for hauling tandem loads and nine CDL-A licensed full-time drivers ensure that we have sufficient back-up options to provide timely service. There would be no effect on cost and Emmet County would assume all responsibility if back-up systems were called upon.

Emmet County offers a dual stream recycling system—where paper and containers are collected separately—rather than single stream because the factories in this region require clean materials.

With single stream recycling liquids and food waste often contaminate paper, cardboard and film plastic which makes them less valuable and harder to market. Currently, there is an oversupply of commodities in the United States due to China's import bans, but our materials are still wanted by the markets due to the cleanliness as a result of dual stream recycling.



Our materials are sought after by factories in the region and they give us top dollar, bringing far more money back to the recycling system. This in turn maximizes the revenue sharing dollars our partner communities receive, and helps us keep recycling a bargain for everyone.

As we have with our partner communities in the past, Emmet County Recycling staff will work closely with Otsego County to:

- Field stray calls from Otsego County residents and provide callers with information or redirect them to the appropriate organization to answer their calls
- Provide data and information to decision makers
- Attend meetings to be a resource to your program
- Share educational opportunities and lead tours for Otsego County leaders, interested residents and school groups.

C. Financial Criteria

The County of Emmet is well below the statutory set debt limit with a borrowing capacity of \$371,118,955 with only \$17,025,000 in debt outstanding.

The unit costs and cap cost are provided on Form B

The unit cost escalation (where applicable) is set at just under 2.5%

Emmet County will revenue share \$5.00/ton for all Mixed Paper and Cardboard received from Otsego County. This revenue will be calculated from weights of the Mixed Paper Boxes & Bags drop site bins and deducted from monthly invoices.



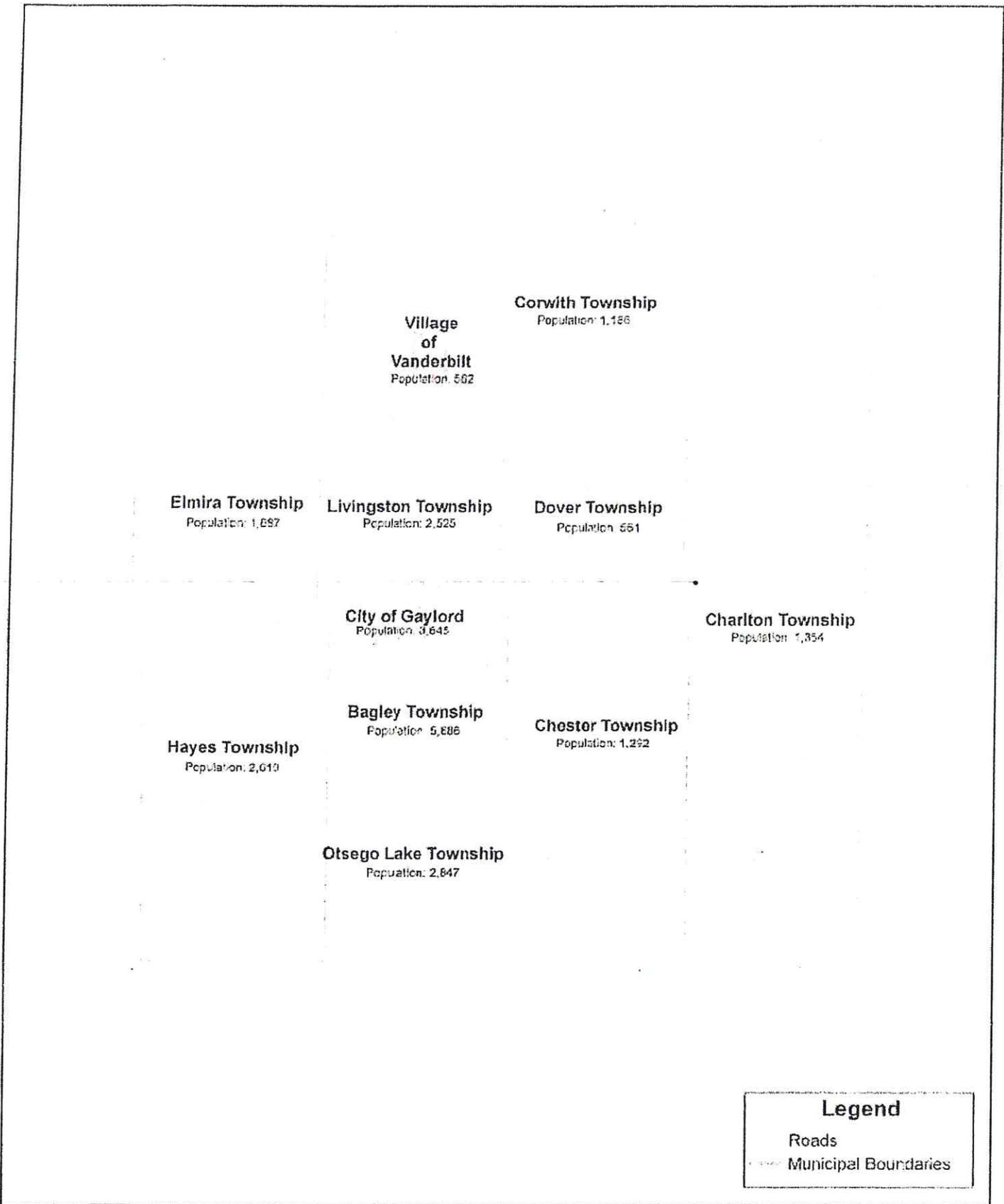
Emmet County References:

1. Jeff Lawson, Cheboygan County Administrator 231-627-8855  
Dan O'Henley, Cheboygan County Recycling (operational) 231-818-2109
2. Mike Darga, Presque Isle County Commissioner 989-370-9362  
Irene Seelye, Presque Isle County Recycling Committee ifjs22@wildblue.net
3. Rob Straebel, Petoskey City Manager 231-347-2500 (curbside recycling municipality)  
Tom Whipp, Springvale Township Supervisor 231-348-7087 (municipal recycling drop site host)
4. Dennis Hug, owner Harbor Springs IGA 231-526-2101 (recycling drop-site host)
5. Terry Lawrence, Re-vital Polymers 519-332-0430 x106 (end market for plastics)
6. Andy Krell, Krell Paper 616-245-9168 (cardboard, office paper, newsprint broker)
7. Barry Laughlin, Odawa Casino blaughlin@odawacasino.com (large commercial customer)
8. Brian Miller, A&L Metal 989-370-2976 (Ostego County business)
9. Chris Gee, GFL 989-306-4186 (Presque Isle Recycling Hauler)





## APPENDIX B



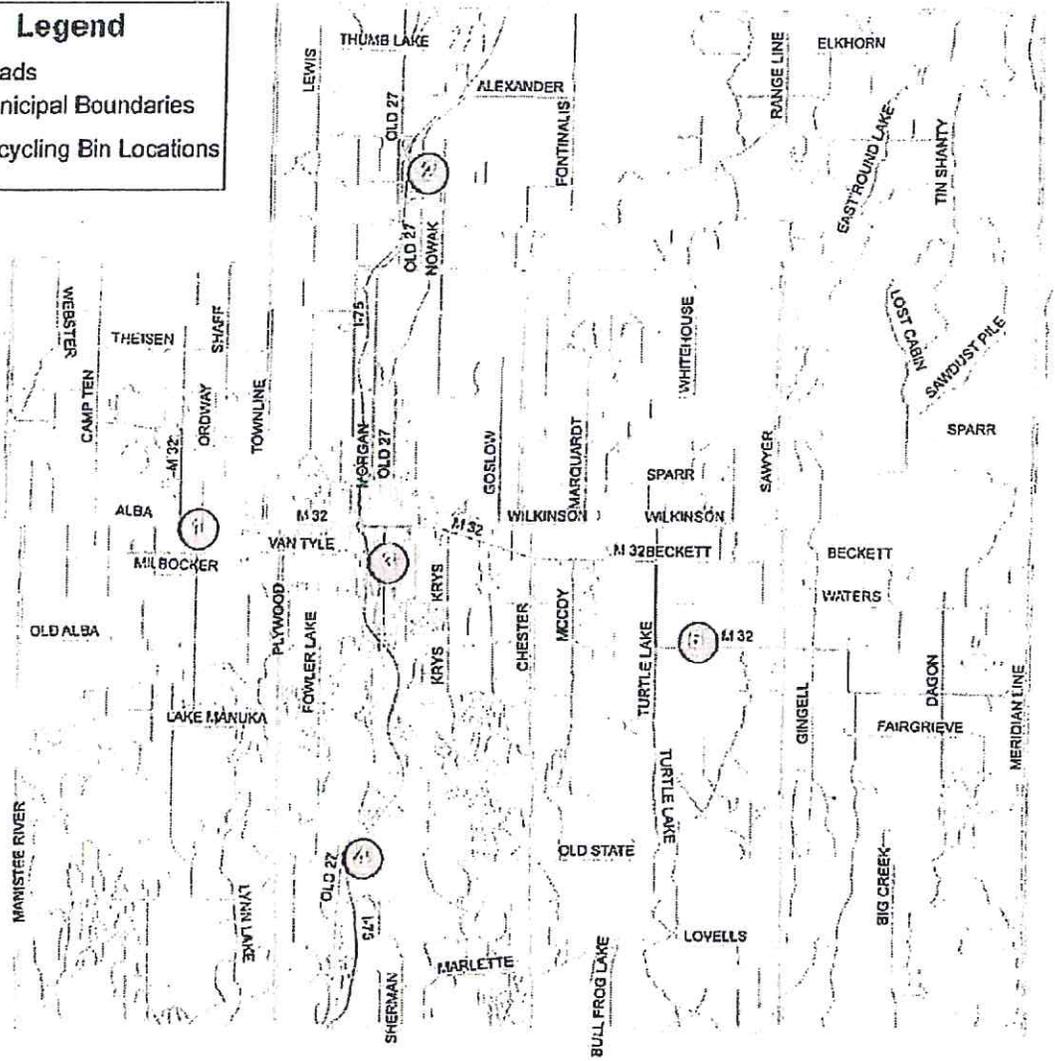
**Otsego County Municipal Populations**  
 Scale: 1" = 4 Miles



## APPENDIX C

**Legend**

- Roads
- ▭ Municipal Boundaries
- Ⓜ Recycling Bin Locations



1. Otsego Recycling West: 71 Hayes Tower Road west of Gaylord, MI 550' south of the Hayes Township Hall.
2. Otsego Recycling North: 621 Garfield Street in Vanderbilt, MI. Northeast of the Vanderbilt Village Hall and northeast of the intersection of Garfield Street and Elm Street.
3. Otsego Recycling Central: 931 S. Otsego Avenue in Gaylord, MI. Near the Gaylord Discovery Center.
4. Otsego Recycling South: 247 Old State Road across from the Otsego Lake Township Cemetery near Waters, MI. A half-mile east of the intersection of Old 27 South and Old State Road.
5. Otsego Recycling East: 2932 Rock Road, Johannesburg, MI at the Charlton-Chester-Dover Transfer Station at the corner of M-32 East and Rock Road.

## Otsego County Recycling Drop-off Locations

Scale: 1" = 4 Miles



Go to [www.OtsegoRecycling.org](http://www.OtsegoRecycling.org) for more information.

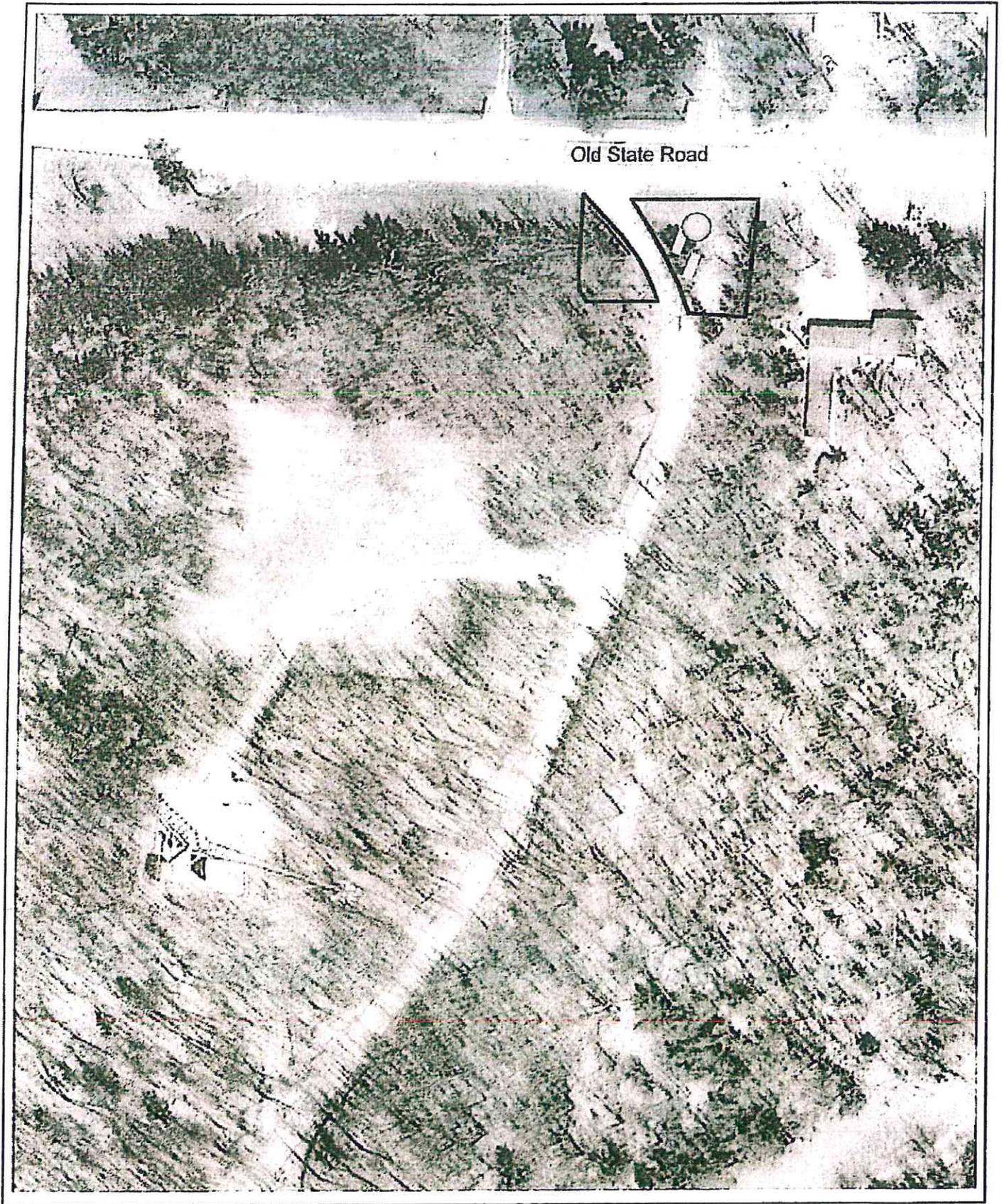


Otsego County Recycling West

Scale: 1" = 100'

Date of Photography: April 2010





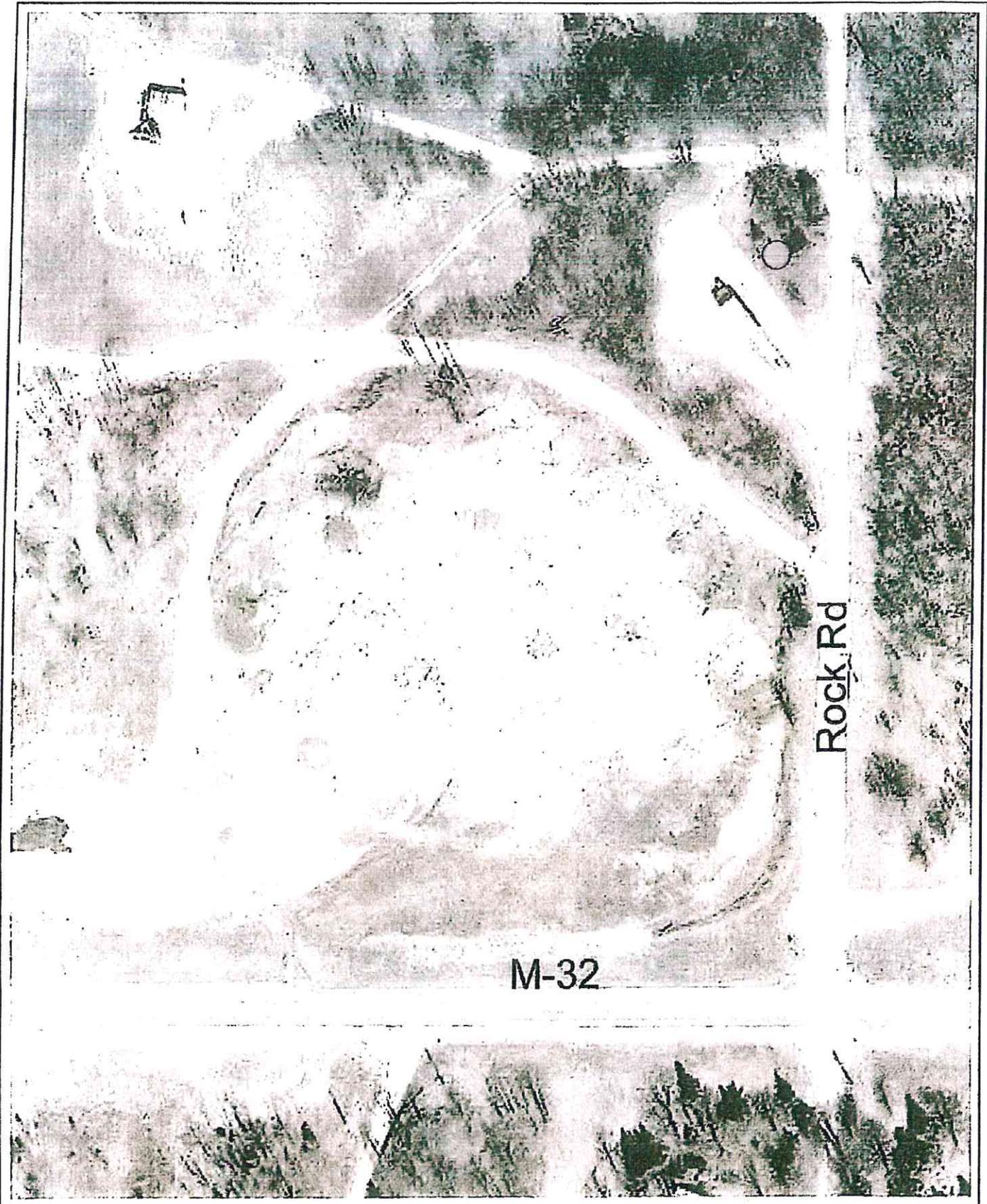
Old State Road



# Otsego County Recycling South

Scale: 1" = 100'

Date of Photography: Spring, 2010

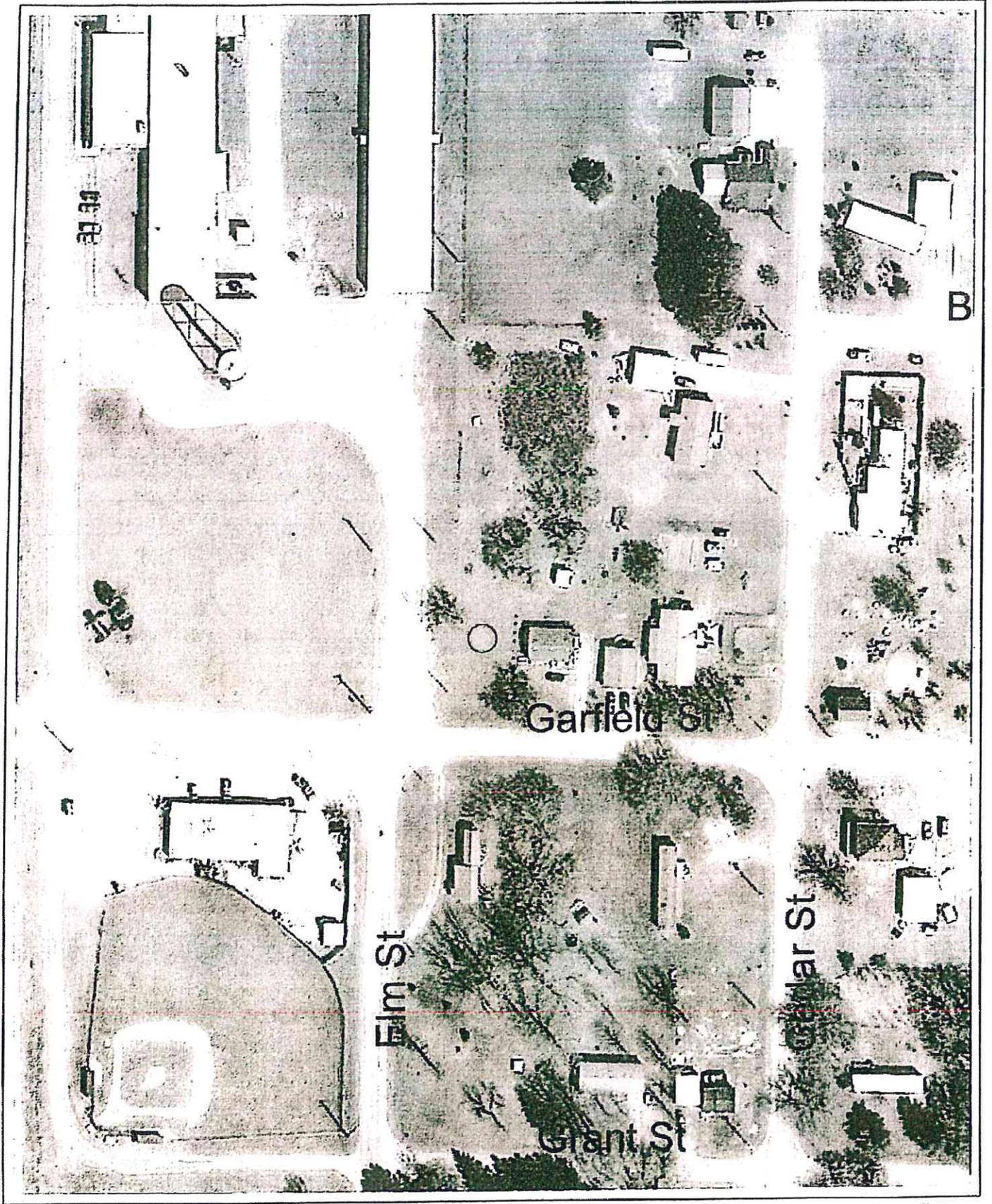


Otsego County Recycling East

Scale: 1" = 100'

Date of Photography: April 2010





B

Garfield St

Elm St

Grant St

Colar St

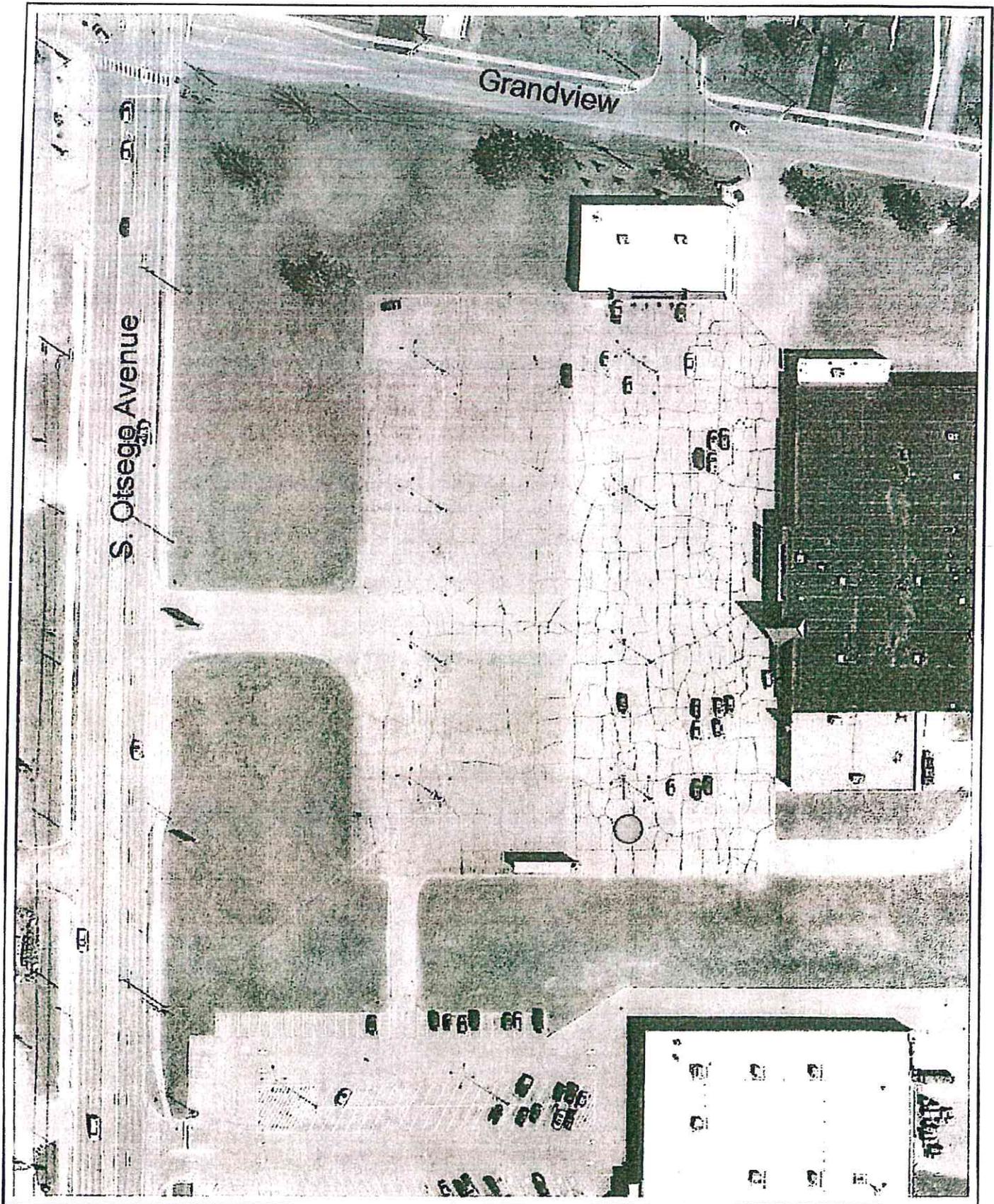


# Otsego County Recycling North

Scale: 1" = 100'

Date of Photography: April 2010





# Otsego County Recycling Central

Scale: 1" = 100'

Date of Photography: Spring, 2010



## APPENDIX D

**OTSEGO COUNTY BID FORM**

**RECYCLING DROP-OFF SERVICES**

Cost Proposal Forms and Checklist

X Form A: Transmittal/Certification Letter w/Signature

X Form B: Proposed Unit Pricing Schedule

X Form C: Recycling Bin Pull Schedule

X Form D: Proposer's Equipment Plan

**OTSEGO COUNTY BID FORM**

**RECYCLING DROP-OFF SERVICES**

**FORM A: TRANSMITTAL LETTER**

(Please print clearly)

COMPANY NAME: Emmet County DPW

ADDRESS: 200 Division St  
Suite G76

CITY/STATE/ZIP: Petoskey, MI 49770

TELEPHONE: 231-348-0640

EMAIL: ashepherd@emmetcounty.org

FAX: 231-348-0633

PROPOSER acknowledges receipt of the following ADDENDUM/CLARIFICATIONS (if applicable)

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The undersigned has examined the complete Request for Proposals and its requirements contained in the solicitation for proposals of the collection, transportation, and processing of all recyclables from recycling drop-off sites and is submitting the following BID FORM in full compliance with those requirements.

The undersigned further states that this price quote is submitted in full compliance with the provisions of this RFP to which the BID FORM is a response.

**Authorized Signature:**

SIGNATURE: Andi Shepherd

SIGNATORY NAME (Printed): Andi Shepherd

TITLE: Director

DATE: 4-8-2019

**OTSEGO COUNTY BID FORM  
RECYCLING DROP-OFF SERVICES  
FORM B: SUMMARY OF COSTS**

<b>HAULING</b>								
Per-pull fixed unit cost specifications for the first year for a total of five sites with contractor compensation including a cap/maximum cost per year.								
SITE	YEAR 1		YEAR 2		YEAR 3		YEAR 4	
1- WEST	\$ 150	per pull	\$ 155	per pull	\$ 160	per pull	\$ 165	per pull
2- NORTH	\$ 150	per pull	\$ 155	per pull	\$ 160	per pull	\$ 165	per pull
3- CENTRAL	\$ 150	per pull	\$ 155	per pull	\$ 160	per pull	\$ 165	per pull
4- SOUTH	\$ 150	per pull	\$ 155	per pull	\$ 160	per pull	\$ 165	per pull
5- EAST	\$ 150	per pull	\$ 155	per pull	\$ 160	per pull	\$ 165	per pull
	<b>CAP/MAX</b>		<b>CAP/MAX</b>		<b>CAP/MAX</b>		<b>CAP/MAX</b>	
<b>CAP/MAX COST PER YEAR FOR HAULING</b>	\$ 126,000		\$ 134,850		\$ 144,000		\$ 153,450	(1)

<b>PROCESSING</b>								
Per-ton fixed unit cost specifications with contractor compensation including a cap/maximum cost per year.								
	YEAR 1		YEAR 2		YEAR 3		YEAR 4	
Processing	\$ 72	per ton	\$ 74	per ton	\$ 76	per ton	\$ 78	per ton
	<b>CAP/MAX</b>		<b>CAP/MAX</b>		<b>CAP/MAX</b>		<b>CAP/MAX</b>	
<b>CAP/MAX COST PER YEAR FOR PROCESSING</b>	\$ 86,000		\$ 89,440		\$ 93,017		\$ 96,738	(2)

<b>BIN RENTAL</b>								
	YEAR 1		YEAR 2		YEAR 3		YEAR 4	
Monthly bin rental cost	\$ 1500	per month						
<b>ANNUAL COST FOR BIN RENTAL</b>	\$ 18,000		\$ 18,000		\$ 18,000		\$ 18,000	(3)

	YEAR 1	YEAR 2	YEAR 3	YEAR 4
<b>OVERALL CAP/MAX TOTAL PER YEAR**</b>	\$ 230,000	\$ 242,290	\$ 255,017	\$ 268,188

\*\*The overall cap/max totals shall be the sum of rows (1) (2) and (3) above for each year. The overall cap/max totals shall be all-inclusive totals that include all elements of the entire Recycling Program

**OTSEGO COUNTY BID FORM**  
**RECYCLING DROP-OFF SERVICES**  
**FORM C: BIN PULL SCHEDULE**

Bin Pull Schedule: Note, this proposed schedule reflects the current schedule under the agreement with Otsego County and Emmet County. It can be negotiated to meet the needs of both parties.

Regularly scheduled servicing of bins, as needed, will take place on Mondays, Wednesdays, and Fridays. Two bins in Gaylord will be switched out Monday, Wednesday and Friday, with additional services as needed.

The requested schedule of services where Otsego Recycling Central would be serviced 4 days per week and the rest 2 days per week would neither be efficient nor be cost effective to Otsego County. For example, a schedule where each bin is serviced weekly would result in a minimum of 104 bin pulls from Otsego Recycling North. In 2018 that site only had 62 bin pulls.

There are glaring inefficiencies in servicing all sites on a weekly basis. Demand for service changes seasonally and would need to be adjusted accordingly. The chart below shows proposed frequency of service for each bin at the five sites, based on historical data of when bins were serviced in 2018.

<b>Site</b>	<b>Busy Season</b>	<b>Slow Season</b>
<u>Site 1: OTSEGO RECYCLING WEST</u>	Every 5 days	Every 8 days
<u>Site 2: OTSEGO RECYCLING NORTH</u>	Every 8 days	Every 12 days
<u>Site 3: OTSEGO RECYCLING CENTRAL</u>	4 days/week	3 days/week
<u>Site 4: OTSEGO RECYCLING SOUTH</u>	Every 7 days	Every 10 days
<u>Site 5: OTSEGO RECYCLING EAST</u>	Every 8 days	Every 10 days

This system allows Emmet County Recycling to service only the bins that are in need of attention, in return, minimizing the number of pulls and maximizing volume in the transported bins for cost-effectiveness. Tuesdays, Thursdays and Saturday runs will be utilized on an on-call basis or for special circumstances.



**OTSEGO COUNTY BID FORM**  
**RECYCLING DROP-OFF SERVICES**  
**FORM C: BIN PULL SCHEDULE**

Respondent should attach an initial Recycling Bin Pull Schedule.

# OTSEGO COUNTY BID FORM

## RECYCLING DROP-OFF SERVICES

### FORM D: PROPOSER'S EQUIPMENT PLAN

#### FILL OUT RELEVANT SECTIONS

1. Describe and provide additional attached information on the Containers to be used.

See attached photos of bins on a truck.  
The bins were purchased in 2013 and would be scheduled to be painted and relabeled if awarded bid.

2. Provide information on the vehicles to be used (make, models, # in service, age).

The main truck for Otsego is a 2015 International workstar 7600 hook-lift truck. If awarded the bid, we would purchase a new truck + have the 2015 as a back-up. We have two 40,000 lb trailers, which allow us to haul 2 bins at a time. we have 3 back up trucks.

3. Provide information on the backup plans for collection in case of equipment failure.

We have a total of 5 hook-lift trucks, two trailers and 9 CDL drivers. Otsego county is a top priority to service in the case of a mechanical failure.

4. Provide documentation on end markets that will receive recyclables.

See attached "where your recyclables go"  
All materials go to the highest and best use.







MICHIGAN MUNICIPAL  
RISK MANAGEMENT  
A U T H O R I T Y

**CERTIFICATE OF COVERAGE**

This certificate is issued as a matter of information only and confers no rights upon the certificate holder except to the extent shown below. This certificate does not amend, extend or alter the coverage contained in the Authority's Joint Powers Agreement and coverage attachments thereto.

This is to certify that a Self-Insured Program has been undertaken by the member listed below through the Authority pursuant to Act 138 P.A. 1982.

The coverage provided by the Authority is as follows:

- 1. Liability coverage for general liability, automobile (including Michigan no-fault) law enforcement and public officials liability; in the sum of \$10,000,000 each occurrence inclusive of loss adjustment and defense costs.
- 2. Property Coverage including loss to real & personal property, to amounts stipulated in coverage documents and overview for this member.
- 3. Motor Vehicle Physical Damage Coverage for the vehicles stipulated in the Coverage Document.
- 4.  Information only: Coverage effective dates: 1/1/2019 - 1/1/2020
- 5.  The entity named below is included in the scope of protection as respects claims arising from a COVERED CONTRACT as defined in the MMRMA Liability and Motor Vehicle Physical Damage Coverage Document.
- 6.  Other (as described here):  
**Scope of coverage includes Blanket Employee Fidelity and Faithful Performance Bond with a limit of \$1,000,000 per occurrence.**

This certificate is issued in accordance with and is subject to all provisions of the Joint Powers Agreement, Coverage Documents, reinsurance agreements, MMRMA rules, regulations and administrative procedures. Should the member identified below withdraw from the Authority, or its Authority Membership be otherwise terminated, the Authority will endeavor to notify the certificate holder in writing thirty (30) days in advance thereof, but failure to furnish such notice will impose no obligation or liability of any kind upon the Authority, or its representatives.

**Certificate Holder:**

To whom it may concern:

**Member:**

County of Emmet  
200 Division Street, Suite G70  
Petoskey, MI 49770

**Certificate Expiration Date:** 01/01/2020

**Member Number:** # M0001148

**Effective Date of Membership:** 09/01/2004

**Date Issued:** 02/11/2019

**Distribution:**

MMRMA Underwriting

Authorized Representative





# Where Your Recyclables Go

and what they are made into

(a.k.a. *Factories We Supply & Their Products*)

## **NEW! Cooking Oil**

Evergreen Grease Service, Adrian MI  
Products: Biodiesel, personal care products

## **NEW! Food Scraps**

Composted on-site by Emmet County Recycling



## **Aluminum**

A&L Iron in Gaylord, MI  
Products: various, likely including car parts, aircraft components and cans

## **Batteries**

Battery Solutions, Brighton, MI  
Products: metals, acid, mercury to be sold as commodities

## **Cardboard and Boxboard**

Mills in Michigan including:

- Graphic Packaging, to make cereal boxes
- Package Corporation of America, to make cardboard
- Rock Ten, to make cereal boxes
- White Pigeon Paper, to make paperboard

## **Clothing and Textiles**

Textile brokers, currently Bank & Vogue  
Ottawa, Ontario, Canada Products: mostly reused

## **Electronics and Small Plastic Appliances**

Comprenew, Grand Rapids, MI  
(e-Stewards and R2 certified)  
Products: dismantled domestically yielding metals, plastic, and glass commodities

## **Fluorescent Light Bulbs**

CLEANLITES, Mason Michigan  
Products: metals, glass and mercury commodities

## **Glass, Clear**

Glass Recyclers, Dearborn, MI  
Products: glass bottles and jars

## **Glass, Colors**

Strategic Materials/Reflective Industries,  
Hartford, IL  
Products: bottles, insulation, highway safety beads, abrasives

## **Latex Paint**

ePaint Recyclers, Battle Creek, MI  
Products: new, high quality, interior paints sold by Habitat for Humanity ReStores

## **Mattresses, Box Springs and Futons**

Michigan Mattress Recyclers/BARC, Kaleva, MI  
Products: wood, textiles, foam padding, and metals to be sold as commodities

## **Motor Oil**

Heritage-Crystal Clean, Saginaw MI  
Product: re-refined motor oil

## **Newspaper, Magazines and Cardstock**

Sold to 3 mills in Michigan

- Berry, to make newspaper
- Nu-wool, to make insulation
- US Gypsum, to make drywall board

## **Office Paper**

Sold to various mills  
Products: pulp for writing and copy paper

## **Paper Cartons and Cups**

(i.e. juice boxes and milk cartons)  
Great Lakes Tissue Cheboygan, MI  
Products: napkins, facial tissue, toilet paper



Great Lakes Tissue

**Phone Books & Hard Cover Books**

Sold to mills in Michigan, Indiana, and Illinois  
Products: newspaper, insulation, and mulch

**Plastic Bags & Film #4 LDPE, #2 HDPE**

Trex, Winchester, Virginia  
Products: composite lumber for decks

**Plastics, HDPE (#2) Jugs and Jars**

Clean Tech/Plasti-Pak, Dundee, Michigan  
Products: Detergent bottles and jugs



**Plastics, Mixed #1-7**

ReVital Polymers, Sarnia, Ontario  
Products: polymer pellets for resale

**Plastics, PETE (#1) Bottles and Jars**

Clean Tech/Plasti-Pak, Dundee, Michigan  
Products: Absopure water bottles

**Plastic Plant Pots & Trays, HDPE, PP (#5), PS (#6)**

East Jordan Plastics,  
East Jordan and South Haven, Michigan  
Products: new pots, cell packs and plant trays

**Rubble (Concrete, brick, porcelain, ceramic)**

Harbor Springs Excavating, Harbor Springs, MI  
Products: aggregate, road gravel for roads and driveways

**Shoes and Boots**

Textile brokers, currently Bank & Vogue  
Ottawa, Ontario, Canada Products: mostly reused

**Steel ("tin") Cans and Lids**

A&L Iron & Metal Co., Gaylord, MI  
Products: Various metal products

**Tires**

CM Rubber Technologies, Coleman, MI  
Products: landscaping mulch, crumb rubber, and fuel

**Wood & Brush**

Ground for mulch and sold on-site at the Emmet County Drop-off Center

**Yard Waste**

Composted on-site by Emmet County Recycling. Garden waste, leaves and grass clippings are composted along with food scraps and the resulting compost is sold on site at the Drop-Off Center



**Our Bagged Compost**



**Emmet County  
Recycling**

Offices:  
200 Division St. Ste G-76  
Petoskey MI 49770  
231-348-0640

Pleasantview Road Drop-off Center:  
7373 Pleasantview Road  
Harbor Springs MI 49720  
231-526-2031

[recycle@emmetcounty.org](mailto:recycle@emmetcounty.org)  
[EmmetRecycling.org](http://EmmetRecycling.org)

Updated 7/25/2018

# FUEL SURCHARGE TABLE

DOE Avg Price Per Gallon at Least:	Fuel Recovery Fee	DOE Avg Price Per Gallon at Least:	Fuel Recovery Fee	DOE Avg Price Per Gallon at Least:	Fuel Recovery Fee	DOE Avg Price Per Gallon at Least:	Fuel Recovery Fee	DOE Avg Price Per Gallon at Least:	Fuel Recovery Fee	DOE Avg Price Per Gallon at Least:	Fuel Recovery Fee	DOE Avg Price Per Gallon at Least:	Fuel Recovery Fee
\$ 1.50	2.21%	\$ 1.99	3.29%	\$ 2.48	4.37%	\$ 2.97	5.44%	\$ 3.46	6.52%	\$ 3.95	7.60%	\$ 4.44	8.68%
\$ 1.51	2.23%	\$ 2.00	3.31%	\$ 2.49	4.39%	\$ 2.98	5.47%	\$ 3.47	6.54%	\$ 3.96	7.62%	\$ 4.45	8.70%
\$ 1.52	2.25%	\$ 2.01	3.33%	\$ 2.50	4.41%	\$ 2.99	5.49%	\$ 3.48	6.57%	\$ 3.97	7.64%	\$ 4.46	8.72%
\$ 1.53	2.28%	\$ 2.02	3.35%	\$ 2.51	4.43%	\$ 3.00	5.51%	\$ 3.49	6.59%	\$ 3.98	7.66%	\$ 4.47	8.74%
\$ 1.54	2.30%	\$ 2.03	3.38%	\$ 2.52	4.45%	\$ 3.01	5.53%	\$ 3.50	6.61%	\$ 3.99	7.69%	\$ 4.48	8.76%
\$ 1.55	2.32%	\$ 2.04	3.40%	\$ 2.53	4.48%	\$ 3.02	5.55%	\$ 3.51	6.63%	\$ 4.00	7.71%	\$ 4.49	8.79%
\$ 1.56	2.34%	\$ 2.05	3.42%	\$ 2.54	4.50%	\$ 3.03	5.58%	\$ 3.52	6.65%	\$ 4.01	7.73%	\$ 4.50	8.81%
\$ 1.57	2.36%	\$ 2.06	3.44%	\$ 2.55	4.52%	\$ 3.04	5.60%	\$ 3.53	6.68%	\$ 4.02	7.75%	\$ 4.51	8.83%
\$ 1.58	2.39%	\$ 2.07	3.46%	\$ 2.56	4.54%	\$ 3.05	5.62%	\$ 3.54	6.70%	\$ 4.03	7.77%	\$ 4.52	8.85%
\$ 1.59	2.41%	\$ 2.08	3.49%	\$ 2.57	4.56%	\$ 3.06	5.64%	\$ 3.55	6.72%	\$ 4.04	7.80%	\$ 4.53	8.87%
\$ 1.60	2.43%	\$ 2.09	3.51%	\$ 2.58	4.59%	\$ 3.07	5.66%	\$ 3.56	6.74%	\$ 4.05	7.82%	\$ 4.54	8.90%
\$ 1.61	2.45%	\$ 2.10	3.53%	\$ 2.59	4.61%	\$ 3.08	5.69%	\$ 3.57	6.76%	\$ 4.06	7.84%	\$ 4.55	8.92%
\$ 1.62	2.47%	\$ 2.11	3.55%	\$ 2.60	4.63%	\$ 3.09	5.71%	\$ 3.58	6.79%	\$ 4.07	7.86%	\$ 4.56	8.94%
\$ 1.63	2.50%	\$ 2.12	3.57%	\$ 2.61	4.65%	\$ 3.10	5.73%	\$ 3.59	6.81%	\$ 4.08	7.88%	\$ 4.57	8.96%
\$ 1.64	2.52%	\$ 2.13	3.60%	\$ 2.62	4.67%	\$ 3.11	5.75%	\$ 3.60	6.83%	\$ 4.09	7.91%	\$ 4.58	8.98%
\$ 1.65	2.54%	\$ 2.14	3.62%	\$ 2.63	4.70%	\$ 3.12	5.77%	\$ 3.61	6.85%	\$ 4.10	7.93%	\$ 4.59	9.01%
\$ 1.66	2.56%	\$ 2.15	3.64%	\$ 2.64	4.72%	\$ 3.13	5.80%	\$ 3.62	6.87%	\$ 4.11	7.95%	\$ 4.60	9.03%
\$ 1.67	2.58%	\$ 2.16	3.66%	\$ 2.65	4.74%	\$ 3.14	5.82%	\$ 3.63	6.90%	\$ 4.12	7.97%	\$ 4.61	9.05%
\$ 1.68	2.61%	\$ 2.17	3.68%	\$ 2.66	4.76%	\$ 3.15	5.84%	\$ 3.64	6.92%	\$ 4.13	7.99%	\$ 4.62	9.07%
\$ 1.69	2.63%	\$ 2.18	3.71%	\$ 2.67	4.78%	\$ 3.16	5.86%	\$ 3.65	6.94%	\$ 4.14	8.02%	\$ 4.63	9.09%
\$ 1.70	2.65%	\$ 2.19	3.73%	\$ 2.68	4.81%	\$ 3.17	5.88%	\$ 3.66	6.96%	\$ 4.15	8.04%	\$ 4.64	9.12%
\$ 1.71	2.67%	\$ 2.20	3.75%	\$ 2.69	4.83%	\$ 3.18	5.91%	\$ 3.67	6.98%	\$ 4.16	8.06%	\$ 4.65	9.14%
\$ 1.72	2.69%	\$ 2.21	3.77%	\$ 2.70	4.85%	\$ 3.19	5.93%	\$ 3.68	7.01%	\$ 4.17	8.08%	\$ 4.66	9.16%
\$ 1.73	2.72%	\$ 2.22	3.79%	\$ 2.71	4.87%	\$ 3.20	5.95%	\$ 3.69	7.03%	\$ 4.18	8.10%	\$ 4.67	9.18%
\$ 1.74	2.74%	\$ 2.23	3.82%	\$ 2.72	4.89%	\$ 3.21	5.97%	\$ 3.70	7.05%	\$ 4.19	8.13%	\$ 4.68	9.20%
\$ 1.75	2.76%	\$ 2.24	3.84%	\$ 2.73	4.92%	\$ 3.22	5.99%	\$ 3.71	7.07%	\$ 4.20	8.15%	\$ 4.69	9.23%
\$ 1.76	2.78%	\$ 2.25	3.86%	\$ 2.74	4.94%	\$ 3.23	6.02%	\$ 3.72	7.09%	\$ 4.21	8.17%	\$ 4.70	9.25%
\$ 1.77	2.80%	\$ 2.26	3.88%	\$ 2.75	4.96%	\$ 3.24	6.04%	\$ 3.73	7.12%	\$ 4.22	8.19%	\$ 4.71	9.27%
\$ 1.78	2.83%	\$ 2.27	3.90%	\$ 2.76	4.98%	\$ 3.25	6.06%	\$ 3.74	7.14%	\$ 4.23	8.21%	\$ 4.72	9.29%
\$ 1.79	2.85%	\$ 2.28	3.93%	\$ 2.77	5.00%	\$ 3.26	6.08%	\$ 3.75	7.16%	\$ 4.24	8.24%	\$ 4.73	9.31%
\$ 1.80	2.87%	\$ 2.29	3.95%	\$ 2.78	5.03%	\$ 3.27	6.10%	\$ 3.76	7.18%	\$ 4.25	8.26%	\$ 4.74	9.34%
\$ 1.81	2.89%	\$ 2.30	3.97%	\$ 2.79	5.05%	\$ 3.28	6.13%	\$ 3.77	7.20%	\$ 4.26	8.28%	\$ 4.75	9.36%
\$ 1.82	2.91%	\$ 2.31	3.99%	\$ 2.80	5.07%	\$ 3.29	6.15%	\$ 3.78	7.23%	\$ 4.27	8.30%	\$ 4.76	9.38%
\$ 1.83	2.94%	\$ 2.32	4.01%	\$ 2.81	5.09%	\$ 3.30	6.17%	\$ 3.79	7.25%	\$ 4.28	8.32%	\$ 4.77	9.40%
\$ 1.84	2.96%	\$ 2.33	4.04%	\$ 2.82	5.11%	\$ 3.31	6.19%	\$ 3.80	7.27%	\$ 4.29	8.35%	\$ 4.78	9.42%
\$ 1.85	2.98%	\$ 2.34	4.06%	\$ 2.83	5.14%	\$ 3.32	6.21%	\$ 3.81	7.29%	\$ 4.30	8.37%	\$ 4.79	9.45%
\$ 1.86	3.00%	\$ 2.35	4.08%	\$ 2.84	5.16%	\$ 3.33	6.24%	\$ 3.82	7.31%	\$ 4.31	8.39%	\$ 4.80	9.47%
\$ 1.87	3.02%	\$ 2.36	4.10%	\$ 2.85	5.18%	\$ 3.34	6.26%	\$ 3.83	7.34%	\$ 4.32	8.41%	\$ 4.81	9.49%
\$ 1.88	3.05%	\$ 2.37	4.12%	\$ 2.86	5.20%	\$ 3.35	6.28%	\$ 3.84	7.36%	\$ 4.33	8.43%	\$ 4.82	9.51%
\$ 1.89	3.07%	\$ 2.38	4.15%	\$ 2.87	5.22%	\$ 3.36	6.30%	\$ 3.85	7.38%	\$ 4.34	8.46%	\$ 4.83	9.53%
\$ 1.90	3.09%	\$ 2.39	4.17%	\$ 2.88	5.25%	\$ 3.37	6.32%	\$ 3.86	7.40%	\$ 4.35	8.48%	\$ 4.84	9.56%
\$ 1.91	3.11%	\$ 2.40	4.19%	\$ 2.89	5.27%	\$ 3.38	6.35%	\$ 3.87	7.42%	\$ 4.36	8.50%	\$ 4.85	9.58%
\$ 1.92	3.13%	\$ 2.41	4.21%	\$ 2.90	5.29%	\$ 3.39	6.37%	\$ 3.88	7.45%	\$ 4.37	8.52%	\$ 4.86	9.60%
\$ 1.93	3.16%	\$ 2.42	4.23%	\$ 2.91	5.31%	\$ 3.40	6.39%	\$ 3.89	7.47%	\$ 4.38	8.54%	\$ 4.87	9.62%
\$ 1.94	3.18%	\$ 2.43	4.26%	\$ 2.92	5.33%	\$ 3.41	6.41%	\$ 3.90	7.49%	\$ 4.39	8.57%	\$ 4.88	9.64%
\$ 1.95	3.20%	\$ 2.44	4.28%	\$ 2.93	5.36%	\$ 3.42	6.43%	\$ 3.91	7.51%	\$ 4.40	8.59%	\$ 4.89	9.67%
\$ 1.96	3.22%	\$ 2.45	4.30%	\$ 2.94	5.38%	\$ 3.43	6.46%	\$ 3.92	7.53%	\$ 4.41	8.61%	\$ 4.90	9.69%
\$ 1.97	3.24%	\$ 2.46	4.32%	\$ 2.95	5.40%	\$ 3.44	6.48%	\$ 3.93	7.56%	\$ 4.42	8.63%	\$ 4.91	9.71%
\$ 1.98	3.27%	\$ 2.47	4.34%	\$ 2.96	5.42%	\$ 3.45	6.50%	\$ 3.94	7.58%	\$ 4.43	8.65%	\$ 4.92	9.73%

\*Rates will be adjusted on the 1st of each month and reflect the highest average price per gallon in the previous 30 day cycle.

\*\*Any price below \$1.50 per gallon the FRF rate will remain a flat 2.21%. The table will be expanded to include fuel prices above \$4.92 if required.





**OTSEGO COUNTY ADMINISTRATION  
BID REGISTER LOG/PRELIMINARY TABULATION SHEET**

**BID NUMBER:** RE-BID 2019-01

**DATE/TIME BIDS DUE:** Thursday, April 11th at 3PM

**TITLE:** Recycling Drop-Off Services

**DATE/TIME OF BID OPENING:** Friday, April 12th at 10AM

**ADVERTISED:** Yes

**BID DEPOSIT REQUIRED:** N/A

**ADDENDUM/DATES:** N/A

**BIDS/PROPOSAL RECEIVED**

	COMPANY NAME	LOCATION	PRELIMINARY TOTAL BID	PRELIMINARY RANK
1.	EMMET COUNTY	EMMET COUNTY, MI	\$ 995,495.00	②
2.	AMERICA WASTE	GAYLORD, MI	\$ 818,000.00 <sup>5%</sup> 777,100 ← <sub>OTSEGO</sub>	①
3.				
4.				
5.				
6.				
7.				
8.				
9.				
10.				



April 10, 2019

Ms. Rachel Frisch, CPA  
Otsego County Administrator  
225 W. Main Street, Room 203  
Gaylord, MI 49735

RE: Request For Proposals – Recycling Drop-Off Services – RE-BID 2019-01

Dear Ms. Frisch,

Enclosed are six (6) copies of our bid proposal for RE- BID 2019-01 for Recycling Drop-Off Services Issued Date March 29, 2019 due Thursday, April 11, 2019 3:00 p.m. local time which there will be public bid opening at 10:00 a.m. on Friday, April 12, 2019.

Our proposal will remain in effect for 120 days.

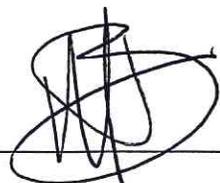
If you have any questions please contact me on my cell at 231-624-1501 or via email at [markb@americanwaste.org](mailto:markb@americanwaste.org)

Thank you for the opportunity,

  
Mark Bevelhimer  
General Manager

Cc: Andy Grobaski – Divisional Manager - Gaylord

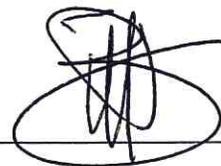
**APPENDIX D**

 4/10/19

**OTSEGO COUNTY BID FORM**  
**RECYCLING DROP-OFF SERVICES**

Cost Proposal Forms and Checklist

- Form A: Transmittal/Certification Letter w/Signature
- Form B: Proposed Unit Pricing Schedule
- Form C: Recycling Bin Pull Schedule
- Form D: Proposer's Equipment Plan



4/10/19



**OTSEGO COUNTY BID FORM  
RECYCLING DROP-OFF SERVICES  
FORM B: SUMMARY OF COSTS**

HAULING								
Per-pull fixed unit cost specifications for the first year for a total of five sites with contractor compensation including a cap/maximum cost per year.								
SITE	YEAR 1		YEAR 2		YEAR 3		YEAR 4	
1- WEST	\$ 180	per pull	\$ 183	per pull	\$ 187	per pull	\$ 191	per pull
2- NORTH	\$ 180	per pull	\$ 183	per pull	\$ 187	per pull	\$ 191	per pull
3- CENTRAL	\$ 180	per pull	\$ 183	per pull	\$ 187	per pull	\$ 191	per pull
4- SOUTH	\$ 180	per pull	\$ 183	per pull	\$ 187	per pull	\$ 191	per pull
5- EAST	\$ 180	per pull	\$ 183	per pull	\$ 187	per pull	\$ 191	per pull
	CAP/MAX		CAP/MAX		CAP/MAX		CAP/MAX	
CAP/MAX COST PER YEAR FOR HAULING	\$ 136,500		\$ 139,500		\$ 142,500		\$ 145,500 (1)	

PROCESSING								
Per-ton fixed unit cost specifications with contractor compensation including a cap/maximum cost per year.								
Processing	YEAR 1		YEAR 2		YEAR 3		YEAR 4	
	\$ 50.00	per ton	\$ 51.00	per ton	\$ 52.00	per ton	\$ 53.00	per ton
	CAP/MAX		CAP/MAX		CAP/MAX		CAP/MAX	
CAP/MAX COST PER YEAR FOR PROCESSING	\$ 50,000		\$ 51,000		\$ 52,000		\$ 53,000 (2)	

BIN RENTAL								
Monthly bin rental cost	YEAR 1		YEAR 2		YEAR 3		YEAR 4	
	\$ 1,000	per month	\$ 1,000	per month	\$ 1,000	per month	\$ 1,000	per month
ANNUAL COST FOR BIN RENTAL	\$ 12,000		\$ 12,000		\$ 12,000		\$ 12,000 (3)	

OVERALL CAP/MAX TOTAL PER YEAR**	YEAR 1	YEAR 2	YEAR 3	YEAR 4
	\$ 198,500	\$ 209,500	\$ 206,500	\$ 210,500

\*\*The overall cap/max totals shall be the sum of rows (1) (2) and (3) above for each year. The overall cap/max totals shall be all-inclusive totals that include all elements of the entire Recycling Program

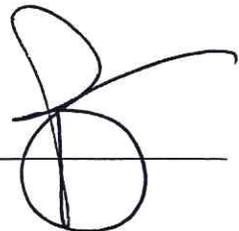
\* IN ADDITION REVENUE SHARING WILL BE \*5.00 TON FOR ALL SINGLE STREAM MATERIAL COLLECTED WHICH INCLUDES PAPER /CARD BOARD/ CONTAINERS WHICH WILL BE DEDUCTED FROM MONTHLY INVOICES.

\* NO FUEL SURCHARGE FOR TERM OF CONTRACT.

**OTSEGO COUNTY BID FORM  
RECYCLING DROP-OFF SERVICES  
FORM C: BIN PULL SCHEDULE**

Respondent should attach an initial Recycling Bin Pull Schedule.

PLEASE SEE ATTACHMENT  
NEXT PAGE →

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# FORM C – ATTACHMENT

## Single Stream Recycling Bin Emptying Schedule

#1 – Otsego Recycling West – Hayes Tower Road, Gaylord, MI  
Monday & Friday

#2 – Otsego Recycling North – Vanderbilt, MI  
Monday & Friday

#3 – Otsego Recycling Central – S. Otsego Ave, Gaylord, MI  
Monday, Wednesday, Friday & Saturday if necessary

#4 – Otsego Recycling South – Old State Road, Waters, MI  
Monday & Friday

#5 – Otsego Recycling East – Rock Road, Johannesburg, MI  
Monday & Friday

The County reserves the right to adjust the service schedule as necessary.

A handwritten signature in black ink, consisting of a large, stylized 'S' shape with a vertical line through the center, possibly representing the initials 'S.A.' or a similar name.

**OTSEGO COUNTY BID FORM**

**RECYCLING DROP-OFF SERVICES**

**FORM D: PROPOSER'S EQUIPMENT PLAN**

FILL OUT RELEVANT SECTIONS

1. Describe and provide additional attached information on the Containers to be used.

PLEASE SEE ATTACHMENT  
NEXT PAGES →

2. Provide information on the vehicles to be used (make, models, # in service, age).

PLEASE SEE ATTACHMENT  
NEXT PAGES →

3. Provide information on the backup plans for collection in case of equipment failure.

PLEASE SEE ATTACHMENT  
NEXT PAGES →

4. Provide documentation on end markets that will receive recyclables.

PLEASE SEE ATTACHMENT  
NEXT PAGES →

# FORM D – ATTACHMENT ITEM #1

## Proposed Containers (Single Stream Recycling):

The attached photos from various sites within the region, will show the (Single Stream Recycling Container) design and different site layouts that we have successfully implemented for (Single Stream Recycling).

American Waste have implemented these (Single Stream Recycling Containers) in the following counties that we are currently under contract with for the past several years with positive results in which have increased the amount of recycling for the counties and the residents:

- \* Antrim County
- \* Benzie County
- \* Charlevoix County
- \* Grand Traverse County
- \* Leelanau County

The benefits of Single Stream Recycling makes recycling much easier and simpler for the residents of your county as this eliminates sorting of the material which can all be combined.

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ITEM #1

EXAMPLE #1



ITEM #1

EXAMPLE #8

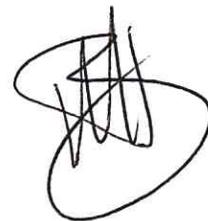


**FORM D - ATTACHMENT  
ITEM #2**

**American Waste - 2019  
Front - Load Trucks - Available for Recycling**

Unit#	Make	Model	Capacity - Yards
532	Autocar	Packer	40
533	Autocar	Packer	40
536	Autocar	Packer	40
537	Autocar	Packer	40
538	Autocar	Packer	40
540	Autocar	Packer	40
544	Autocar	Packer	40
548	Autocar	Packer	40
550	Autocar	Packer	40
551	Autocar	Packer	40
553	Autocar	Packer	40
565	Autocar	Packer	40
566	Autocar	Packer	40
559	Autocar	Packer	40
560	Autocar	Packer	40
592	Autocar	Packer	40
597	Autocar	Packer	40
1120	Mack	Packer	40
1121	Mack	Packer	40
1123	Mack	Packer	40
1135	Mack	Packer	40
1136	Mack	Packer	40
1155	Mack	Packer	40
1156	Mack	Packer	40
1157	Mack	Packer	40

**All Front Load Trucks - Listed above Available For Recycling - (Age is from 1-7 Years old)**

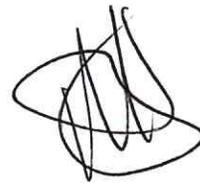


**FORM D – ATTACHMENT  
ITEM #3**

**Backup Plan for Collection (Single Stream Recycling) in Case of  
Equipment Failure:**

American Waste currently has (25) Front Load Trucks that are available for the collection of your single stream material that are located within (50) miles from Otsego County.

Currently, American Waste has (3) Front Load Trucks that are located at our facility here in Gaylord, MI that will be able to service this contact if awarded.

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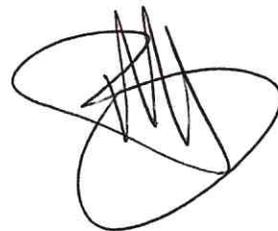
## FORM D – ATTACHMENT ITEM #4

### Provide Documentation on End Markets that will Receive Recyclables:

The recycle materials that we currently collect here in Northern Michigan, American Waste has developed long term relationships with the various mills and end users to use our recycle material 100% here in the Midwest which 80% of the recycle material stays within Michigan.

Current End Market Users of our recycle material with-in the Midwest which we supply include:

Georgia Pacific  
Graphic Packaging  
Pratt Industries  
USG  
Graphic Packaging  
West Rock  
White Pigeon  
Clean Tech / Tabb  
Advanced Drainage  
Green Line Polymers  
Gottlieb Industries  
A & L Iron & Metal  
Padnos Iron & Metal  
Remm Recycling  
Bkl Recycling  
Metro Recycling

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## Bid Submittal Checklist

Bid # RE-BID 2019-01

BIDDER NAME: AMERICAN WASTE

Form A: Transmittal/Certification Letter w/ Signature

Contact Information Appears to be Filled Out

Addendums / Clarifications Acknowledged

Authorized Signature Complete

Form B: Proposed Unit Pricing Schedule

Hauling Section Filled Out and Appears Complete

Processing Section Filled Out and Appears Complete

Bin Rental Section Filled Out and Appears Complete

Overall Cap Section Filled Out and Appears Complete

Form C: Recycling Bin Pull Schedule

Schedule Appears to Meet Requirements in RFP

Otsego West: 2 days/week

Otsego North: 2 days/week

Otsego Central: 4 days/week

Otsego South: 2 days/week

Otsego East: 2 days/week



Form D: Proposer's Equipment Plan

Section 1 Filled Out and Appears Complete

Pictures of Proposed Containers Present

Otsego West: 90 CY Capacity

Otsego North: 60 CY Capacity

Otsego Central: 120 CY Capacity

Otsego South: 60 CY Capacity

Otsego East: 60 CY Capacity

Section 2 (Vehicle Info) Filled Out and Appears Complete

Section 3 (Backup Plan) Filled Out and Appears Complete

Section 4 (End Market) Filled Out and Appears Complete

#### CERTIFICATION STATEMENT

I certify that this is a true and correct representation of the bids received by Otsego County, for RE-BID 2019-01 on Friday, April, 12, 2019.

Signature

Date

4/12

Printed Name:

CHRISTOPHER CHIVETTE S

Title:

DIRECTOR OF CAPITAL PROJECTS & GRANTS