



2 West Lafayette Street | Norristown PA 19401 | 610-755-9300 | www.mciu.org

DATE: February 20, 2024

TO: Sandra Edling, Chief Financial Officer/Director of Business Services

FROM: Ashley Weber, Purchasing Coordinator

RE: Solid Waste & Recycling RFP

Attached are the results of the Montgomery County Joint Purchasing Consortiums Solid Waste & Recycling RFP for July 1, 2024 to June 30, 2027. The RFP is for a three year term with the option to renew for an additional two years at the discretion of the individual School Entities. Three vendors responded to the request.

Due to the fact that this was a Request for Proposal, the School Entities do not have to choose the vendor with the lowest proposal. No proposal or contract shall be binding on a School Entity unless and until the Board of School Directors of such School Entity accepts the proposal and issues a Purchase Order to the vendor of their choice.

Please let myself or Jonathan Alessi know if you have any questions regarding the attached results.

Solid Waste and Recycling RFP

Attached are the results of the MCIU Solid Waste and Recycling RFP. Three vendors responded to the RFP. The lowest bidders are highlighted on the award document (see attachment). Please note this was an RFP and you do not have to contract with the lowest bidder.

J.P. Mascaro

- Sam Augustine, Director of Sales, will be the single point of contact for all districts.
- There will be no additional charges of any kind for recyclables or overfilled containers.
- Districts will not be bill for missed pickups however they work closely with each district to insure service.

Republic Services

- Avi Mindlin, Sales Supervisor, will be the single point of contact for all districts.
- Avi will work with the MCIU to establish a strong communication as per the RFP time period.
- All pricing in RFP is a flat rate, no other fees will be charged.

Waste Management

- Jennifer Smith, Senior Account Executive, will be the Single Point of Contact for all districts.
- All communications will be returned within 24 hours and any issues raised will be promptly resolved.
- There will be no charges for contamination and all recycling will be picked up. There will also be no charges for use of trash bags or disposed Styrofoam waste.
- A district will not be billed the unit cost for each failure to make a collection as specified.

**Montgomery County Intermediate Unit
Solid Waste & Recycling Services RFP Tally 2024-2027**

SCHOOL ENTITY	PRIOR BID RATES		J.P. MASCARO	REPUBLIC	WASTE MGMT	LOW BID	DIFFERENCE
	Vendor 2021-2024	Estimated 3-Year Total	3-YEAR TOTAL	3-YEAR TOTAL	3-YEAR TOTAL	3-YEAR TOTAL	FROM PRIOR BID
<u>CENTRAL REGION</u>							
Central Montco Tech	Waste Mgmt.	\$ 10,233.12	\$ 31,591.00	\$ 18,924.46	\$ 11,939.76	\$ 11,939.76	\$ 1,706.64
Colonial	Republic	139,119.90	462,135.00	502,246.84	267,295.38	267,295.38	128,175.48
Lower Merion	Waste Mgmt.	90,592.02	274,211.00	255,573.18	124,150.50	124,150.50	33,558.48
Montgomery County IU	Waste Mgmt.	37,973.52	106,483.00	129,832.56	46,375.68	46,375.68	8,402.16
Norristown	Waste Mgmt.	185,437.68	576,610.00	460,164.12	308,763.60	308,763.60	123,325.92
Upper Merion	Republic	113,635.20	348,467.00	262,086.24	177,360.96	177,360.96	63,725.76
SUBTOTAL		\$ 576,991.44	\$ 1,799,497.00	\$ 1,628,827.40	\$ 935,885.88	\$ 935,885.88	\$ 358,894.44
<u>EASTERN REGION</u>							
Abington	Waste Mgmt.	\$ 228,410.04	\$ 660,800.00	\$ 2,933,925.70	\$ 483,147.12	\$ 483,147.12	\$ 254,737.08
Cheltenham	Waste Mgmt.	191,974.92	377,772.00	NO BID	252,738.96	252,738.96	60,764.04
Eastern Center	Waste Mgmt.	20,617.02	61,620.00	89,611.70	30,704.16	30,704.16	10,087.14
Hatboro-Horsham	Waste Mgmt.	147,521.46	388,200.00	549,300.68	205,218.36	205,218.36	57,696.90
Jenkintown	N/A	N/A	73,629.00	53,482.16	36,897.24	36,897.24	N/A
Lower Moreland	Waste Mgmt.	82,530.36	311,088.00	433,377.45	181,672.08	181,672.08	99,141.72
Springfield	Waste Mgmt.	77,014.50	213,304.00	NO BID	101,198.34	101,198.34	24,183.84
Upper Dublin	Waste Mgmt.	164,350.65	388,238.00	820,900.41	223,810.80	223,810.80	59,460.15
Upper Moreland	N/A	N/A	198,242.00	29,743.46	19,393.92	19,393.92	N/A
SUBTOTAL		\$ 912,418.95	\$ 2,672,893.00	\$ 4,910,341.56	\$ 1,534,780.98	\$ 1,534,780.98	\$ 622,362.03
<u>NORTHERN REGION</u>							
Methacton	Waste Mgmt.	\$ 158,844.09	\$ 397,305.00	NO BID	\$ 240,088.02	\$ 240,088.02	\$ 81,243.93
North Montco TCC	Waste Mgmt.	20,930.40	51,905.00	38,933.38	29,480.40	29,480.40	8,550.00
North Penn	Waste Mgmt.	287,124.33	807,291.00	1,074,848.03	379,149.60	379,149.60	92,025.27
Perkiomen Valley	Waste Mgmt.	166,112.76	395,952.00	NO BID	259,592.16	259,592.16	93,479.40
Souderton	Waste Mgmt.	152,132.67	436,144.00	509,002.65	233,690.40	233,690.40	81,557.73
Wissahickon	Waste Mgmt.	133,865.28	386,122.00	281,221.92	197,269.92	197,269.92	63,404.64
SUBTOTAL		\$ 919,009.53	\$ 2,474,719.00	\$ 1,904,005.98	\$ 1,339,270.50	\$ 1,339,270.50	\$ 420,260.97
<u>WESTERN REGION</u>							
Pottsgrove	Waste Mgmt.	\$ 113,619.96	\$ 244,655.00	NO BID	\$ 152,349.60	\$ 152,349.60	\$ 38,729.64
Pottstown	Waste Mgmt.	145,398.24	202,580.00	NO BID	146,640.00	146,640.00	1,241.76
Upper Perkiomen	Republic	69,834.24	226,379.00	229,653.81	113,713.56	113,713.56	N/A
Western Center	Republic	10,392.00	47,142.00	NO BID	21,048.12	21,048.12	10,656.12
SUBTOTAL		\$ 339,244.44	\$ 720,756.00	\$ 229,653.81	\$ 433,751.28	\$ 433,751.28	\$ 94,506.84

Low Bids Submitted (3-Year)

\$ -	\$ -	\$ 4,243,688.64	\$ 4,243,688.64
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Roll-Offs

15 Yards

Changes Yearly	Changes Yearly	\$490.00/Haul & \$91.00/Ton
Changes Yearly	Changes Yearly	\$490.00/Haul & \$91.00/Ton

30 Yards