

How to Use the Solid Waste and Recycling Services Statewide Contract

Contract #: FAC86	Contract Duration: 02/14/15 to 02/13/18
MMARS #: FAC86*	Options to renew: Three (3), 3 year options to renew
Contract Manager:	Sara Urato, 617-720-3319, Sara.Urato@state.ma.us
This contract contains: Small Business Purchasing Program (SBPP), Supplier Diversity Office SDO Contractors and Environmentally Preferable Products (EPP)	
Last change date: 6/26/2015	

Contract Summary

This contract covers a wide range of solid waste and recycling services, with each contractor providing one or more of the following services for Free or for a Fee. More detailed information on the availability of services in each region can be found in the FAC86 Contractor Service Chart within the MBPO on COMMBUYS.

SOLID WASTE			
1	Municipal Solid Waste (MSW)	2	Bulky Waste, incl. Mattresses
RECYCLING			
3	White Office Paper	13	Street Sweepings
4	Mixed Paper	14	White Goods
5	Paper Shredding/ Secure Document & Media Destruction	15	Construction & Demo (C & D), including Clean Gypsum Wallboard
6	Old Corrugated Cardboard	16	Asphalt, Brick, Concrete (ABC)
7	Metal Cans & Containers	17	Wood
8	Glass Containers	18	Tires
9	Plastic Bottles & Containers	19	Mattresses
10	Organic--Leaves, Yard Waste, & Floating Vegetation	20	Redeemable Bottles & Cans
11	Organic--Food Waste	21	Scrap Metal
12	Textiles		

Benefits and Cost Savings

- **Contractor Competition** – The contract provides access to a wide range of contractors and services across 9 regions of the State, and enables users to obtain quotes and negotiate competitive rates.
- **Additional Categories over the previous contract-** including wood, scrap tires, floating vegetation, redeemable bottles and cans, and mattress recycling.

- **Bundled Pricing** - Haulers may provide recycling collection with refuse collection as a bundled service (single price) so that the cost of collecting source separated recyclables is embedded in the cost of the collection of refuse.
- **Free Services - As indicated by vendor on the Contractor Service Chart. More free services may be added throughout the duration of the contract.**
- **Rebates** – As indicated by vendor on the Contractor Service Chart. Rebate details must be obtained directly from each vendor.
- **Beneficial Contract Terms: including no surcharges, prompt pay discounts, and allowable agreements 1 year beyond the expiration date of contract.**
- **Event Recycling and Single Stream Recycling.**
- **Resource Management Agreements** – The contract enables users to establish creative “resource management” agreements that incentivize contractors to reduce solid waste disposal through facility assessments resulting in plans to reduce waste at the source, or through increased recycling. The goal of such agreements is to reduce the overall cost of managing waste materials, and share a portion of the savings with the contractor as an incentive to lower the costs further.
- **NAID Certified Vendors** – NAID certification is a voluntary certification, that sets the standards for document destruction, more information on NAID certification can be found online at: <http://www.naidonline.org/nitl/en/cert/history-purpose>

Who Can Use This Contract?

Applicable Procurement Law: MGL c. 7, § 22; c. 30, § 51, § 52; 801 CMR 21.00

Eligible Entities:

1. Cities, towns, districts, counties and other political subdivisions;
2. Executive, Legislative and Judicial Branches, including all Departments and elected offices therein;
3. Independent public authorities, commissions and quasi-public agencies;
4. Local public libraries, public school districts and charter schools;
5. Public hospitals owned by the Commonwealth;
6. Public institutions of higher education;
7. Public purchasing cooperatives;
8. Non-profit, UFR-certified organizations that are doing business with the Commonwealth;
9. Other states and territories with no prior approval by the State Purchasing Agent; and
10. Other entities when designated in writing by the State Purchasing Agent.
For FAC86, “other entities” will include all awarded contractors on DCAMM’s Integrated Janitorial Maintenance Services contract, Document Number: IFM1505-AD1.

Pricing and Purchase Options

Purchase Options: The acquisition method for this contract is fee for service. The contract also allows for the outright purchase of containers and equipment (if applicable).

Pricing and buying details: Service pricing for each facility is established based on the contractors' responses to requests for quotes issued by Eligible Entities.

Quotes: While Eligible Entities are not required to solicit proposals from multiple contractors, OSD strongly encourages Eligible Entities to request pricing and service information from at least three (3) contractors to compare pricing and obtain the best value. In soliciting waste or recycling services, Eligible Entities should, wherever possible, prepare in writing for contractors the following information:

- Specific location of facility or facilities for which service is being requested
- A description of such facilities (e.g. office building, school campus, small home, etc.)
- A detailed list of the types of services and products being requested (e.g. solid waste collection, recycling, paper bins, dumpsters, etc.)
- A description of the materials being targeted for specific services (e.g. collection of MSW, recycling of mixed paper and containers and cardboard)
- The specific time frame for which service and pricing is being requested
- Details on the number of collections being requested from which specific locations within the site
- If available, the number and size of dumpsters or other containers currently in place and/or being requested from the contractor
- Available dates and times for a site visit prior to submission of a proposal (if required by the department)

When soliciting responses from Contractors, Eligible Entities should ask for the following information:

- Total price for the services being requested for the required time frame
- Description of the services being offered
- Description of initial training services being offered
- Any alternative proposals to establish or increase recycling programs
- Any other information required by the department to evaluate contractor proposals

Prior to soliciting proposals from contractors, Eligible Entities should examine the Contractor Service Category Chart found under the MBPO on COMMBUYS to determine which contractors offer services in the region for which the department needs a hauler or recycler, and that the services being requested by the department are actually offered by the contractors being contacted. Please note that Eligible Entities should always check with specific contractors to ensure that the required services are offered.

Eligible Entities may solicit at least three (3) quotes from contractors listed to determine which contractor can provide the best value for the equipment being purchased. All that is needed is that Eligible Entities *contact* the three (3) contractors for quotes; you are not required to receive responses from all three (3) contacted contractors.

Price Adjustments: Once pricing quotes have been submitted and accepted by the contract user department, this pricing, including any escalator clauses agreed to by the contract user department, shall remain in effect for the length of the agreement unless both parties agree to such an amendment in writing. Contract users may also choose to amend the terms of the agreement and either add or delete services provided to their facility at any time during

the term of the contract. Such amendments may be accompanied by a mutually agreed upon price changes by the contractor and contract user.

Additional Information

Contract Regions

Contractors offer services either on a statewide or regional basis. Regions have been delineated on the Contractor Service Chart and regional or statewide service is indicated for each contractor.

Maximizing Recycling

A key component of this contract is the ability of Eligible Entities to select contractors who may provide improved and cost-effective recycling services from one or more of the approved contractors. Eligible Entities should note that some contractors offer specialized services in the recycling arena, focusing on just a few or even one commodity. For example, there are contractors on this contract who specialize in the collection and recycling of food and yard waste, construction and demolition waste, or paper shredding and recycling, as well as in other specific or multiple categories.

While there is no overriding reason to select more than one contractor to provide all of a department's waste and recycling needs, it may be prudent for Eligible Entities to contract with more than one contractor to provide collection services for different materials. In so doing, a department may be able to receive more personal attention for a specific set of recyclable materials and may, in fact, obtain better pricing from certain contractors for identified materials.

When trying to maximize their recycling, Eligible Entities should attempt to adhere to the following guidelines when approaching potential service providers:

- **Designate someone** in your facility to act as the recycling coordinator and identify, if possible, what recyclable items are generated in large quantities that should be the focus of a recycling program;
- Ask your contractor to explain how they might help develop a **recycling program that works and is cost-effective**, including specific suggestions on the types of materials to recycle and the collection and storage system that would work best for you;
- **Include the janitorial staff** when discussing waste management options and ask contractors to propose training and educational activities to promote and sustain a recycling program;
- Ask contractors to **visit your site** prior to providing a quote and proposal;
- Get **top management support** for the recycling program, through a memo, email or other department-wide communication;
- Make sure to request an **initial training session** from your contractor for custodial and facility staff to explain the recycling program, the associated benefits and any specific procedures that need to be followed;
- Work with your contractor to **provide education to all departmental employees**
- **Retain flexibility** with your contractor to alter the recycling program to change or add materials during the agreement time frame;

- Ask contractors to **provide credits** or rebates for recyclable materials that are uncontaminated and have a market value (hint: the more segregated a material the more value it has);
- Even when looking for a single contractor to provide all waste and recycling services, ask them to bid on the waste and recycling components separately to see if pricing might differ between companies;

Eligible Entities should note that there are several state regulations and policies in place which guide all state activities with regard to recycling. These include Massachusetts Waste Ban Regulations, DEP Waste Ban Requirements 310 CMR 19.017, and MA Commercial Organics Waste Disposal Ban. Eligible Entities should make every attempt to begin efforts to reach this statewide goal by or even prior to the deadline set in the plan.

Containers

All contractors offer appropriate containers relevant to the services they provide. However, not all contractors offer all types of indoor and outdoor containers. Eligible Entities should request Contractors to provide information on which containers are available and the cost of such containers as part of a waste and/or recycling service. Alternatively, Eligible Entities may purchase recycling containers and equipment from contractors outright.

When considering such purchasing decisions, Eligible Entities should also refer to Statewide Contract FAC87designatedDEP, which provides a wide range of waste/recycling containers and compost bins. FAC87designatedDEP will be more relevant for municipalities and larger facilities as some of the products on it include minimum order requirements.

Other Contract Provisions

The following terms and conditions were included in this RFR and are part of the contract requirements:

1. Contractors must collect all waste and recyclable materials in accordance with the Massachusetts Waste Ban Regulations, DEP Waste Ban Requirements 310 CMR 19.017, and MA Commercial Organics Waste Disposal Ban and inform Eligible Entities of said regulations and of any incidences of non-compliance.
2. When providing service to any Department of Corrections facility, contractors must **meet all DOC rules** and regulations.
3. Products related to waste collection and disposal/recycling services that may be offered for purchase, rental, or lease through this contract are containers (indoor/outdoor), dumpsters, compactors, food waste disposers, other products or equipment with approval of the SSST.
4. While no specific products will be listed on contract, Contractors may provide quotes to eligible entities upon request.
5. For all appropriate services, **contractors must provide containers** which are fully enclosed, leak proof, fire retardant, labeled and in good condition (for all outdoor containers).
6. Contractors must **clean containers** on a schedule to be agreed upon by the contractor and contracting facility.
7. No contractor may collect **gravel and fill materials** in connection with public construction projects pursuant to M.G.L. chapter 149, S27.

8. The recycling of **street sweepings** must be done in accordance with the Massachusetts “Final Policy for Reuse and Disposal of Street Sweepings” in order to be used for landfill cover, fill in public ways or as compost.
9. For all **white good collections**, contractors must be capable of (either directly or through a subcontractor) fully removing and recovering all CFCs in accordance with all applicable state and federal regulations and have been EPA certified for CFC Handling.
10. All contractors offering **secure document destruction / shredding services** must be able to offer on-site and/or off-site shredding services, and must provide a certificate of destruction to Eligible Entities for all shredded materials; all contractors or subcontractors have **NAID certification** to ensure security of document handling.
11. All contractors must agree to **reduce collection frequency** at department facilities at any time during the agreement period should a facility request such a reduction as a result of greater recycling and/or waste prevention activities. Such reductions in collections should result in associated reductions in price.
12. Contractors must provide a **certificate of recycling**, upon request by a facility or the SSST, which certifies that all materials collected for recycling were actually recycled and not otherwise disposed of.
13. Contractors must be able to provide collection services within **two business days** of a request by a facility and should be prepared to provide on-call collection within 24 hours.
14. Following an agreement to provide waste and/or recycling services to a facility, contractors must provide, at no cost, **initial training/education and assessment services** which include:
 - a. initial facility assessment to identify the most effective and efficient waste and recycling program
 - b. advice on the types of equipment, supplies and other appropriate materials
 - c. an initial training session to explain the collection system(s) to facility staffContractors may offer additional, more in-depth training, for additional fees.
15. **Invoices may be submitted on a monthly or quarterly basis** and the SSST encourages contractors to include copies of weight slips with each invoice, or itemized tonnage weights for each collection or an estimate of such weights based on volume. Invoices should be mailed to Eligible Entities no later than 14 days following the close of the billing period.

16. Purchasing Eligible Entities will issue a statement of work to Contractors and upon receipt of a quote, may submit a Purchase Order form to the Contractor with project parameters (ex. size of containers, frequency of pickup) and price.
17. Contractors are **not allowed** to request or require any signed contractual documents from purchasing entities, and no paperwork generated by the Contractor will be signed by the purchasing entity. Eligible Entities cannot be held to any terms beyond what is specified in the Commonwealth terms and conditions and the RFR.
18. Automatic renewals of services are also **not allowed** on this contract without prior written approval from the purchasing entity.
19. Eligible Entities may at any time terminate a service agreement without penalty. This contract allows purchasing entities to change vendors at any time, and no vendor can restrict an Eligible Entity from changing their service provider.
20. No transportation, fuel, energy, insurance or any other surcharges will be allowed throughout the duration of the contract.
21. Upon request, contractors must provide purchasing entities with weight reports for the types of materials collected.

Vendor List and Contract Information

The available contractors are listed below. Please refer to the MBPO on COMMBUYS for updates on vendor contact information, and to the Attachments tab for the "Contractors' Service Category Chart" document.

Company Name	Contact Name	City	State	Phone	Email
A1 Datashred, LLC	Joseph Jeffres	Tewksbury	MA	978-858-0200	info@a1datashred.com
Capital Paper Recycling, Inc.	Daniel P. Buonagurio	East Weymouth	MA	781-340-9425 x331	danb@cprecycling.com
Casella Waste Management Of Massachusetts, Inc.	Liza Casella	Charlestown	MA	802-772-2282	elizabeth.casella@casella.com
Cavossa Disposal Corporation	Scott MacNevin	East Falmouth	MA	508-563-5070	scott.macnevin@cavossa.com
Charter Environmental, Inc.	Jon Simpson	Boston	MA	857-246-6801	jsimpson@charter.us
Dave Wickles Trucking	Stephanie Moynihan	Hatfield	MA	413-247-9231	stephtm18@gmail.com
E. L. Harvey & Sons, Inc.	Robert Berthiaume	Westborough	MA	508-836-3051	rberthiaume@elharvey.com
EOMS Recycling, Inc.	Robert A. Boucher Jr	Brockton	MA	508-587-9686	bboucher@eomsrecycling.com
EOS Approach dba Proshred Security	Joseph A. Kelly	Wilbraham	MA.	413-596-5479 or 877-767-4733	joe.kelly@proshred.com
Favreau Forestry	Brian Favreau/Lee Laflamme	Sterling	MA	978-706-1038	Office@FavreauForestry.com
J.P. Routhier & Sons Recycling	Jessica Figueroa	Littleton	MA	978-772-4251	Jessica@jprouthier.com
Mayer Tree Service Inc.	Michael Duchemin	Essex	MA	978-768-6999	michaeld@mayer-tree.com

Company Name	Contact Name	City	State	Phone	Email
Mid City Scrap Iron & Salvage	Maggie D'Aguiar	Westport	MA	508-675-7831	mdaguiar@midcityscrap.com
OPRSystems, Inc.	Michael Ames	Wilmington	MA	978-694-1450	mames@oprsystems.com
Organic Waste Management, LLC	Laura Heffernan	North Andover	MA	978-685-2000	lheffernan@owaste.com
Republic Services, Inc.	Sandra Etre	Auburn	MA	508-832-9001	setre@republicservices.com
Shred-It Boston	Lisa Delgado	Woburn	MA	781-937-0888	lisa.delgado@shredit.com
Universal Shredding, LLC	Steve Rando	Georgetown	MA	978-882-1515	steve@universalshredding.com
Waste Management of MA., Inc.	Cyndie Leonard	Foxboro	MA	508-549-8066	cleonard2@wm.com
Wolpert Disposal Inc.	Michael Wolpert	Salisbury	MA	978-463-5400	wolpertdisposal@aol.com

Strategic Sourcing Services Team Members

Name	Department
Dana Cerrito	Operational Services Division
David O'Neill	Department of Conservation & Recreation
Dmitriy Nikolayev	Operational Services Division
John Bianchi	Department of State Police
Julia Wolfe	Operational Service Division
Max Feldpausch	Department of Transportation
Ruth Alfasso	Department of Public Health
Sara Urato	Operational Services Division

Summary of Where to Obtain Important Contract Information in COMMBUYS

To obtain in depth contract information please go to the COMMBUYS website, click on Advanced Search (magnifying glass icon), search for Contracts/Blankets, and type FAC86 into the Brief Description field. Then click Find It. In the search results, click on the MBPO to access:

- **Contract User Guide** – the latest version of this document
- **Contractors' Service Category Chart** – information on the materials collected and geographic area covered by each contractor.
- **Request for Response (RFR) FAC86** – the original bid document containing complete service specifications for this contract.
- **Purchase Order Form for Cities and Towns** – a form designed to help Eligible Entities document their service relationships with Contractors.

How to use this contract in COMMBUYS

Contract Structure

This contract has been set up as a distributor model Master Blanket Purchase Order in COMMBUYS. All vendors may be found under the MBPO, on the Vendor tab, Distributor sub-tab.

There is one general category line item for all vendors, for the full range of waste & recycling services offered. Pricing can be obtained directly from the vendor based on the project scope, and entered into this general category line item for ordering.

How to place an order

1. Start with a New Requisition, on the General Tab, Fill in all required information and **make sure** to check off the Solicitation Enabled check box.

2. Within the requisition, Click on the Items tab, click 'Search Items'; then click the plus sign next to Advanced Search to do an advanced search. Use FAC86 in the *Description* field; or enter the MBPO number in the *Contract / PO#* field, or in the *Item Description* field search "Solid Waste"
3. Once item is added to the requisition, COMMBUYS will bring you to the Items tab and have an error message saying that the line item needs to have a value greater than 0. Click on **Enter Info** under the **Catalog Price/ Unit Cost** and enter in the **estimated cost**. This can be hidden from the bid before sending it to the vendors.
4. Next click on the Distributor tab and select the vendors you want to solicit quotes from.
5. Attach your Statement of Work and any other pertinent documents in the Attachment tab, making sure to check the box that says Show to Vendor.
6. The Reminders tab can be used for internal reminders.
7. Review the Summary Tab, and then Submit for Approval.
8. Once Approved, the Requisition will turn into a bid ready for purchasing, once it is in this status, you will need to click Convert to Bid.
9. Once it is converted to a bid, you will go through the tabs and enter in the required information. On the Items tab you can delete the cost that was previously entered on the requisition so no estimated cost shows to the vendor, or if you leave the previously entered cost this will show to the vendor as an estimated cost.
10. Once everything is reviewed, it is then submitted for approval and sent to the vendors.
11. The vendors will then do a walk through as specified in the SOW and submit their response through COMMBUYS and the bid can then be awarded.