April 11, 2005

Ms. Jeryl W. Covington, PE
Environmental Services Director
City of Greensboro
PO Box 3136
Greensboro, NC 27402-3136

Re: MSW Transportation and Disposal Services – Proposal Re-issue Evaluation
City of Greensboro
HDR Project No. 06770-2707-018

Dear Ms. Covington:

HDR Engineering, Inc. of the Carolinas (HDR) has completed a preliminary review of the proposals received for the re-issue of the City of Greensboro's (City) Request for Proposals (RFP) for the Transportation and Disposal of its municipal solid waste (MSW). Proposals were received on March 17, 2005 from contractors to provide the City with transportation, disposal, transfer station operation, or combined services. No proposals were received for operation of the City's transfer station or for combined service of transportation and disposal of waste from the City's transfer station. Using the information as provided in the proposals, HDR has prepared the attached summary of costs for transporting and disposing of the MSW. Table 1 provides information that was included on Form 4-3, for transportation services only. Table 2 provides information that was included on Form 5-3, for combined transportation and disposal services, or disposal services only. Table 3 provides information that was included on Form 6-3, for turn key transfer station operation, transportation, and disposal services. The following summarizes in alphabetical order the proposals received from each contractor, and the key points associated with each proposal.

- <u>BFI Waste Systems of North America, Inc. (BFI)</u>

  BFI proposed to provide disposal services only. Disposal of the City's MSW would be at the CMS landfill in Concord. BFI provided the financial, technical, qualifications, and bonding information required in the RFP. They acknowledged receipt of the addendum. No contractual exceptions were noted. BFI has proposed to provide disposal services for an annual tonnage range from 0 to 250,000 tons. At the maximum tonnage proposed, the CMS landfill has 5.1 years of disposal airspace left in its current permit. The prices for these services range from $26.00 to $30.00 per ton dependent upon the annual quantities.

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- First Tee Transport (FTT)

  FTT proposed to provide transportation services only. Their proposal included experience, qualifications, and equipment information as required by the RFP. They acknowledged receipt of the addendum and noted no exceptions to the contract principles. A price escalation of 0.25 cents for each one cent change in fuel prices was provided. FTT proposed a price for transportation services range from $1.89 to $2.62 per round-trip mile based on distance to the selected disposal site, annual tonnage, and a useable trailer capacity. First Tee uses either East Manufacturing or MAC "tipper" type trailers for hauling MSW.

- HiLCO Transport, Inc. (HiLCO)

  HiLCO proposed to provide transportation services only. Their proposal included experience, qualifications, and equipment information as required by the RFP. They acknowledged receipt of the addendum and noted no exceptions to the contract principles. A price escalation of one percent for every 8 cent change in fuel prices was proposed. HiLCO's proposed prices for transportation services range from $1.53 to $2.758 per round-trip mile based on distance to the selected disposal site, annual tonnage, and a useable trailer capacity. HiLCO proposes to use MAC "tipper" type trailers for hauling MSW.

- Long Brothers of Summerfield (Long Brothers)

  Long Brothers proposed to provide transportation services only. Long Brothers did not submit a proposal on the first issue of this RFP. Their proposal included financial, experience, qualifications, and equipment information as required by the RFP. No contractual exceptions were noted. A price escalation of one percent for every 8 cent change in fuel prices was proposed. They acknowledged receipt of the addendum. They voluntarily disclosed that the company has never transported MSW before as a part of their services. Long Brothers' proposed prices for transportation services range from $1.56 to $2.71 per round-trip mile based on distance to the selected disposal site, annual tonnage, and a useable trailer capacity. Long Brothers proposes to use MAC "tipper" type trailers for hauling MSW.

- Republic Services of NC, LLC (Republic)

  Republic submitted proposals to provide MSW disposal services and transfer station operation services. The disposal of the City's MSW would be at the Uwharrie Regional Landfill in Montgomery County, North Carolina. However, the proposal openly states that Republic currently does not have enough capacity under their current cap to accommodate the City's waste at this landfill. Republic has requested a daily capacity

increase, but if they are unsuccessful, they will be forced to redirect the City's waste to another landfill location. Republic proposed three alternatives for waste disposal: disposal at Upper Piedmont Environmental Landfill in Rougemont, NC; disposal of waste at the East Carolina Environmental Landfill in Aulander, NC; or disposal at an as yet undetermined competitor's landfill. Republic noted that transportation costs should be similar for the first option, would be higher for the second option, and made no mention of how costs would be impacted by the third option.

Republic provided the financial, technical, qualifications, and bonding information required in the RFP. They acknowledged receipt of the addendum. No contractual exceptions were noted. Republic has proposed to provide disposal services for an annual tonnage range from 60,000 to 250,000 tons. The base price for disposal services is $19 per ton. Republic has proposed to provide Contractor owned transfer station service with 20 to 40 cubic yard roll-off containers for a citizen drop-off area. The price for operation of the Contractor owned transfer station is $5.25 per ton. The price for transportation of MSW from the Contractor owned transfer station to Uwharrie Regional Landfill is $8.50 per ton. The total price for operation, hauling, and disposal from the contractor owned transfer station will be a minimum of $32.75, with costs increasing an unspecified amount if Uwharrie Regional Landfill cannot handle the City's waste.

Please feel free to contact me if you have any questions. I suggest that HDR and the City meet at your convenience to review the proposals in more detail.

Sincerely,

HDR Engineering, Inc. of the Carolinas

Joseph C. Readling, PE, VP
Project Manager

JCR/det

Attachments

cc: Greg Dingman

TABLE 1 - Transportation Services

The following information has been taken from Form 4-3 Proposal Price information.

PROPOSED PRICES FOR MSW TRANSPORTATION SERVICES ONLY			
	$/Mile (Round-Trip Mile)		
	LONG BROTHERS OF SUMMERFIELD INC.	HILCO TRANSPORT, INC.	FIRST TEE TRANSPORT
50 - 100 Miles			
Annual Tonnage	130 cu. yd. trailer	122-130 cu. yd. trailer	133 cu. yd. trailer
60,000 - 100,000	2.71	2.758	2.62
100,001 - 150,000	2.71	2.603	2.62
150,001 - 200,000	2.71	2.603	2.62
200,001 - 250,000	2.71	2.603	2.62
101 - 150 Miles			
Annual Tonnage	130 cu. yd. trailer	122-130 cu. yd. trailer	133 cu. yd. trailer
60,000 - 100,000	1.665	1.646	1.98
100,001 - 150,000	1.665	1.629	1.98
150,001 - 200,000	1.665	1.629	1.98
200,001 - 250,000	1.665	1.629	1.98
151 - 200 Miles			
Annual Tonnage	130 cu. yd. trailer	122-130 cu. yd. trailer	133 cu. yd. trailer
60,000 - 100,000	1.56	1.533	1.89
100,001 - 150,000	1.56	1.533	1.89
150,001 - 200,000	1.56	1.533	1.89
200,001 - 250,000	1.56	1.533	1.89
NOTE: The data presented in this table was taken from Form 4-3 of each proposal and does not address any clarifications, exceptions, or alternates, if any, offered by the proposer.			

TABLE 2 - Disposal Services

The following information has been taken from Form 5-3 Proposal Price information.

PROPOSED PRICES FOR DISPOSAL OF MUNICIPAL SOLID WASTE					
BFI Waste Systems of North America, Inc.					
Annual Tonnage Range					Base Price (2005 $/ton)
From	60,000	to	100,000	tons:	$30.00
From	100,001	to	150,000	tons:	$28.66
From	150,001	to	200,000	tons:	$27.33
From	200,001	to	250,000	tons:	$26.00
Republic Services of NC, LLC					
Annual Tonnage Range					Base Price (2005 $/ton)
From	60,000	to	100,000	tons:	$19.00
From	100,001	to	150,000	tons:	$19.00
From	150,001	to	200,000	tons:	$19.00
From	200,001	to	250,000	tons:	$19.00

PROPOSED PRICES FOR MUNICIPAL SOLID WASTE TRANSPORTATION AND DISPOSAL SERVICE PACKAGE					
Annual Tonnage Range					Base Price (2005 $/ton)
From	60,000	to	100,000	tons:	No Bids
From	100,001	to	150,000	tons:	No Bids
From	150,001	to	200,000	tons:	No Bids
From	200,001	to	250,000	tons:	No Bids
NOTE: The data presented in these tables were taken from Form 5-3 of each proposal and does not address any clarifications, exceptions, or alternates, if any, offered by the proposer.					

TABLE 3 - Transfer Station Operations

Option 1 - Operation of the City's Transfer Station

The following information has been taken from Form 6-3 Proposal Price information

2005 PRICES FOR OPERATION OF THE CITY'S PROPOSED TRANSFER STATION	
Annual Tonnage Range	Base Price (2005 $/ton)
From 60,000 to 120,000 tons:	No Bids
From 120,001 to 180,000 tons:	No Bids

2005 PRICES FOR OPERATION OF THE CITY'S TRANSFER STATION, TRANSPORTATION, AND DISPOSAL OF MSW	
Annual Tonnage Range	Base Price (2005 $/ton)
From 60,000 to 120,000 tons:	No Bids
From 120,001 to 180,000 tons:	No Bids

Option 2 - Provision of a Contractor-owned Transfer Station

The following information has been taken from Form 6-3 Proposal Price information

2005 PRICES FOR PROVISION OF A CONTRACTOR-OWNED TRANSFER STATION				TOTAL OFFERING
Republic Services of NC, LLC				
Annual Tonnage Range	Operation of Contractor Owned Transfer Station Base Price (2005 $/ton)	Transportation of MSW to a Subtitle D Landfill Base Price (2005 $/ton)	Disposal of MSW at a Subtitle D Landfill Base Price (2005 $/ton)	Sum of All Services
From 60,000 to 120,000 tons:	$ 5.25	$ 8.50	$ 19.00	$ 32.75
From 120,000 to 180,000 tons:	$ 5.25	$ 8.50	$ 19.00	$ 32.75

NOTE: The data presented in these tables were taken from Form 6-3 of each proposal and does not address any clarifications, exceptions, or alternates, if any, offered by the proposer.