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**PRESENT:** E. B. Beattie, Vice Chairman; L. Gargiulo, Selectman; M. R. Lane, Selectman;  
L. A. Ruest, Town Administrator, L. A. Jordan, Town Secretary

**SOLID WASTE RFP PRESENTATIONS AND BOS WORK SESSION**

Chairman Beattie stated the purpose of this work session is to hear information relating to proposals received for a five- and one-half-year contract for solid waste and recycling collection and disposal. This work session is to hear from proposers and not intended for the purpose of public comment. It is anticipated that a decision will be made at the Selectmen’s meeting of May 20, 6 p.m.

**BOS QUESTIONS FOR PRESENTERS:**

Representatives from four companies presented today: Jimmy S. Motzkin of JRM Hauling and Recycling (presenting telephonically), Tony Belanger of Pinard Waste (incumbent), Brian Groshon and David Allen of Casella Waste Systems, and Jim Ziolkowski of E.L.M. Services, Inc.

After presenting, L. Gargiulo asked each proposer several questions. Additionally, M. R. Lane asked each petitioner to approximate the percentage of recycling that is actually recycled. The following table reflects proposer response:

<b>BOS Questions</b>	<b>JRM</b>	<b>Pinard</b>	<b>Casella</b>	<b>ELM</b>
# years provide curbside MSW removal?	Over 25	57	45	0
# towns serviced MSW?	20	9	Salem 8, 11 region, 100 company	0, Cambridge public parks
# towns serviced recycling?	25	8		0
# employees?	350	100	Salem 112, 2,200 Casella	12-16 seasonally
# packer trucks? #roll offs?	300; 50+	15	45,30	1,0
Any OSHA violations previous 3 years?	No	No	No	No
Any property damage, injury, previous 3 years?	No	No	No	No
Able to meet the insurance requirements of the Town, including the \$10 million umbrella?	Yes	Yes	Yes	Yes, cost to town
Have any other legal matters that interfere with ability to provide service to the Town?	No	No	No	No
% of recycling is not recycled?	5% +	9-15%	Up to 20%	N/A

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**Additionally, the BOS asked vendors specifically which towns, particularly in New Hampshire, they serviced currently:**

JRM	Saugus, Melrose, North Reading, Beverly, Plaistow, Ipswich, Malden, Arlington, Reading
Pinard	Hampton Falls, Tilton, Bow, Dover, Hudson, Hampstead
Casella	Salem, Atkinson, Merrimac, Allenstown, Pelham, Windham, Danville
ELM	No towns

**Disposal locations available and transfer stations:**

<b>JRM</b>	Covanta and Wheelabrator, preference for incineration
<b>Pinard</b>	Turnkey/North Andover, Covanta, Concord, Nashua, JRM, Eco Maine, Casella/Boston
<b>Casella</b>	Covanta, Allenstown, Bethlehem Transfer stations: Belmont, Concord, Raymond, Charlestown
<b>ELM</b>	Covanta only (town account)

**PRESENTATIONS:**

1. 8 a.m.: Jimmy S. Motzkin of JRM Hauling and Recycling (presenting telephonically)

JRM highlighted its reputation and extensive experience in Massachusetts and New Hampshire. He discussed that in the current municipal solid waste (MSW) and recycling market environment, five years can be hard to predict. M. Lane asked as to the percentage of recycling actually being recycled. JRM responded that this metric is dependent on the level of contamination in the recycling. He stated that his drivers visually assess contamination before recycling is again inspected at the facility. He mentioned working with the Massachusetts Department of Environmental Protection on the extensive Mass DEP “Recycle Smart” campaign. L. Gargiulo asked which towns he services, reflected in the table above.

2. 8:20 a.m.: Tony Belanger of Pinard Waste (incumbent)

E. Beattie asked T. Belanger if, as the current MSW servicer for the past five years, he wished to clarify anything. Pinard has been in business since 1963 and has agreements with North Andover, Concord, Nashua and Manchester for transfer.

M. Lane asked as to the percentage of recycling that actually gets recycled. Hampton Falls is above average in terms of how clean the recycling is, with about 9-15% contaminants on average. He said his drivers visually assess contamination at the curb. It is then inspected again at the facility. M. Lane asked if the trucks arrive empty to Hampton Falls, and Pinard answered affirmatively, and that 14-16 tons fit into his packer truck. He mentioned that the cost of MSW will continue to increase, and that it is

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inadvisable for towns to eliminate recycling programs, in spite of recent changes in the market. The market price of cardboard, (T. Belanger referred to it as “the golden goose”) has increased by \$30/ton since COVID19 from nearly worthless, which affects profit margin and is reflected in his proposal pricing. Reduction in cardboard supply has occurred due to COVID19 shutting down restaurants hence increasing the value. He mentioned his history and enjoyment working with the town.

3. 8:40 a.m.: Brian Groshon and David Allen of Casella Waste Systems

Casella was founded by four New Hampshire brothers interested in recycling. It is now a large, publicly-traded company with operations in Massachusetts, New Hampshire, Vermont, New York, Pennsylvania and Maine. Casella utilizes vertical process integration between collection, transfer and disposal sites, enabling seamless transfer and flexibility. B. Groshon and D. Allen manage an eleven municipality region, with eight towns serviced out of Salem, but broader Casella corporation services approximately 100 municipalities. Casella has six material recovery facilities, including Charlestown, MA, which is one of the largest in the United States. Casella provided a PowerPoint presentation. The Board of Selectmen requested the slides be sent to the Town Administrator.

Casella attributed the higher proposal price to a variance in MSW and recycling tons from Hampton Falls that made it difficult to ascertain if one or two trucks would be necessary. Using only one truck reduces the proposal amount. Casella offered a “recycling only” price of \$84,000.

- Line A. Solid Waste Pick-Up Only per Year
- Line B. Recycling Pick-Up only per Year

All other pricing remains the same:

	<b>Original</b> <i>900 Tons</i>	<b>Updated</b> <i>667 Tons</i>
<b>Solid Waste Pick-Up per Year</b>	\$120,000.00	\$94,000.00
<b>Recycling Pick-Up per Year</b>	\$60,000.00	\$60,000.00
	\$180,000.00	\$154,000.00

Casella has automated pick up, with trucks that pick up the carts. Casella offered an alternative priced proposal that utilized automated collection of MSW and Recycling. This would require the Town to lease/purchase approximately 925 96-gallon carts. The Cart Lease cost to the Town would be \$19,897.24/year for five years, before grant money, and the carts would be lease to own. Funds are available for the town to apply through the Recycling Partnership Grant program to be subtracted from the Cart Lease cost. B. Groshon recommended the Board of Selectmen contact Atkinson Town

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Administrator to discuss how the system works for them. Casella mentioned that an extensive public information campaign would be necessary to educate the public on automated pick up and smart recycling. D. Allen highlighted advantages of automation.

4. 9:15 a.m.: Jim Ziolkowski of E.L.M. Services, Inc.

J. Ziolkowski presented previously at the April 22, 2020 BOS work session. ELM serviced a 450 public barrel, 3 times a week, contract for the City of Cambridge, MA, from 2000-2012.

J. Ziolkowski suggested separating cardboard from the single stream recycling process to save the town money. He would deliver the cardboard to OPR, a paper and cardboard processor based out of Wilmington, MA. He expressed he feels ELM has the lowest proposal cost. Also, he uses smaller trucks which limit the wear and tear of oversized trucks on town roads.

M. Lane asked ELM to elaborate on the benefits of a “hometown approach” aside from cost. ELM suggested “white goods” days each Saturday at the town yard from April through November in lieu of the current two time a year “white goods” day. He mentioned his masterful knowledge of the roads, the history of resident complaints regarding curbside pickup, and that he served previously as a selectman. He proposed perks like pick up of Christmas trees and an Earth Day event. He promised a consistent Friday pickup regardless of weather, etc. He has never defaulted on a contract. He stated his calculations of the proposals indicated he could provide \$228,000 in savings to the town.

This matter will be part of the May 20 Selectmen’s meeting agenda. E. Beattie stated that public comment would be heard at that time. It is the Board’s plan to be in a position to make a decision on May 20 in time to implement the new contract and services by July 1, 2020.

E. Beattie announced as a reminder to the public audience that the “white goods” day for Hampton Falls is May 30<sup>th</sup>, 2020.

**MOTION:** To adjourn the meeting at 9:35 a.m.

**MOTION: L. GARGIULO**

**SECOND: M. LANE**

**UNANIMOUS**