

**Salem State University  
RFP 2020-04 Solid Waste, Recycling and Compost  
Addendum III– Questions and Answers  
November 15, 2019.**

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The following represents questions concerning RFP 2020-04 Solid Waste, Recycling and Compost.

**Questions received:**

**Q1: The number of 10 yarders/compactors on the bid does not match up with the number of containers you have on campus. Is there any way you could change that and send me a new copy?**

**A:** Upon review there was one error on page 12 under Recycling Marsh Hall list 20-yard Single stream Compactor it should be 10-yard single stream container.

**Q2: On page 11 & 12 of the RFP document – At Marsh Hall during the site visit there were two compactors. The self-contained (inside) trash compactor and the trash (outside) compactor. In the RFP specs, there is a 20-yardd REC compactor listed that is serviced five times a week for Marsh Hall. During the walk through this seems like it is a 10yd Front-Load REC container that is service five times a week. Can you confirm if it should be priced as a 10-yard front load REC container or a 20-yard REC compactor?**

**A:** Yes, there was an error on the recycling containers. It should be a 10 yd front loader and not a 20- ---yard rec compactor for the back of Marsh hall.

**Q3: On page 14 of the RFP document – There are 3 columns for the first 3 years of the contract. Are you looking for the annualized cost for each line item or the unit cost? For example: line 1 – Rental charge for each 30-yard container cost per week. Would you like the unit cost per week for each year or the annualized cost of that service for year 1.**

**A:** We would like the weekly cost for each line item.

**Q4: On page 14 of the RFP document – When you say “Charge for pick-up and disposal 30-yard container at 30-yard per ton” are you referring to a 30-yard container with 1 ton of material in it?**

**A:** Yes, we would like the cost per ton for disposal

**Q5: Is there the ability to bid at the haul rate and disposal rate separately, given that the specs do not include estimated tonnage for disposal?**

**A:** No. We have added the current tonnage report from current vendor.

**Q6: For the total at the bottom of page 15, 16, & 17. Are you looking for the Annual total cost of service for each service category?**

**A:** Yes, we are.

**Q7: Please confirm all the appropriate contacts for submittal, where Evelyn is not involved with this project any longer looking to confirm we are addressing the submittal to the correct person.**

**A:** Joseph Donovan is the current point of contact for RFP’S please forward all Bids to this email: [PurchasingDirector@salemstate.edu](mailto:PurchasingDirector@salemstate.edu).

**Q8: Please confirm the term of the contract. Although a three-year term with (2) one-year options was discussed there are conflicting terms in sections 1. and 6. of the RFP?**

**A:** Yes, the contract period is for 3 years with a 2 one-year options.

**Q9: Please confirm the walk through held on 11/5 was mandatory and the only respondents will be those present on the 5th?**

**A:** Yes, that is correct.

**Q10: Although the bids will be opened publicly, we anticipate an award will be made some time after opening due to the award being made on best value and not low price. When do you anticipate a formal award will be made?**

**A:** We are hoping to award the new contract by December 1.

**Q11: When was the wooden structure added?**

**A:** The glass and steel entry vestibule, the gabled, wood framed kitchen and restroom were added around 1950.

**Q12: Will there be an evaluation team assigned to review each proposal to determine the best overall value? And if so, what departments will be part of the evaluation team?**

**A:** The proposal will be reviewed by the finance and facilities department.

**Q13: Please confirm the following information for each of the roll off sites.**

**A:** They has been a tonnage report attached for trash, recycling and compost that was provided by current vendor.

**Q14: Marsh Hall is listed as having a 20 Yard Compactor for Single Stream picked up 5 x week. On the walk through we observed a 10 YD FEL that we were told is picked up 5 x week. Can you please confirm there is NO 20 YD compactor at Marsh for single stream recycling?**

**A:** That is correct we have found that error. It is a 10yd Dumpster and not a 20yd single stream compactor.

**Q15: Please clarify the following statement that was part of item 7. in the RFP? How will the option years pricing be determined?**

**A:** If Salem State University elects to exercise the option to extend the contract for each additional one-year period, the contract price(s) for the additional year shall be the contract prices of the fifth year of the original period.

**Q16: Item 12. on page 13 contradicts item 5. on page 1 regarding the method of award. Will SSU be selecting the vendor based on best value or lowest cost?**

**A:** SSU will be awarding on best value to the university.

**Q17: Is the University currently experiencing contaminated loads?**

**A:** Yes.

**Q18: If yes can you please provide a list of instances that describe the type of contamination and photos?**

**A:** We have been informed that are recycling at times has been with trash.

**Q19: Will the university consider alternative proposals as part of an addendum that would enhance the program or create a more efficient system?**

**A:** All respondents should reply as stated in the RFP. Any observations may be included as an appendix, but it is at the sole discretion of the university whether such observations are appropriate and/or feasible.

**Q20: There are discrepancies between some service descriptions for similar services in the cost sheets. Please confirm that you are requesting costs.**

**A:** We are requesting cost of the following: per haul, per ton, and monthly/weekly rentals for all roll off.

**Q21: There are only 8, 10-yard containers on the bid, but during the walkthrough, the containers I photographed were labeled "11" and "12" as if there were more than 8 containers?**

**A:** After reviewing all the containers, we did find one error. On the recycling section we have listed a 20-yard single stream container at Marsh hall. That is a 10-yard dumpster. The rest of the compactors and 10-yard compactors are correct.

**Q22: Are the 18 totters in the bid being dumped by the drivers? or are those just for the faculty to use to dump in to the compactors?**

**A:** These totters will be used on campus and will not be emptied by drivers.

**Q23: Can you provide tonnage (annual or per pickup) for the compactors on site?**

**A:** See below.

**Q24: Can you provide tonnage (annual or per pickup) for any of the other services?**

**A:** See below.

		O Keefe Center (Site #1) - 10yd Trash Dumpster	Bowditch Hall (Site #2) - 10yd Trash Dumpster	Peabody Hall (Site #3) - 10yd Trash Dumpster	Bates Hall (Site #4) - (3) 10yd Trash Dumpsters	Central Campus (Site #8) - (2) 10yd Trash Dumpsters	Salem Diner (Site #16) 2yd Trash Dumpster CLOSED	Viking Hall (Site #19) - 10yd Trash Dumpster	Meier Hall - 352 Lafayette Street (Trash Compactor)- Site #7	Marsh Hall - Outside - 71B Loring Avenue (Trash Compactor) - Site #14	Marsh Hall - Inside - 71B Loring Avenue (Trash Compactor) - Site #15	Stanley Roll-off Dumpster #OT-1	7 Open-tops at move-out	TOTAL TRASH
<b>2017</b>														
	January	6.5	6.5	6.5	13	8.5	1.5	0	25.24	7.78	6.77			
	February	6.5	6.5	6.5	13	8.5	1.5	0	27.55	6.54	7.31			
	March	6.5	6.5	6.5	13	8.5	1.5	0	22.74	0	7.66			
	April	6.5	6.5	6.5	13	8.5	1.5	6.5	36.39	0	6.61			
	May	6.5	6.5	6.5	13	8.5	1.5	6.5	26.49	11.65	8.77			
	June	2.5	2.5	2.5	8.5	8.5	1.5	2.5	23.98	0	7.74			
<b>FY17</b>	<b>Incomplete Total</b>	<b>35</b>	<b>35</b>	<b>35</b>	<b>73.5</b>	<b>51</b>	<b>9</b>	<b>15.5</b>	<b>162.39</b>	<b>25.97</b>	<b>44.86</b>		missing	<b>487.22</b>
	July	2.5	2.5	2.5	8.5	8.5	1.5	2.5	22.78	0	0			
	August	2.5	2.5	2.5	8.5	8.5	1.5	2.5	21.36	0	0			
	September	6.5	6.5	6.5	13	8.5	1.5	6.5	42.17	0	6.96			
	October	6.5	6.5	6.5	13	8.5	1.5	6.5	33.76	10.88	8.42			
	November	6.5	6.5	6.5	13	8.5	1.5	6.5	33.31	13.3	7.72			
	December	6.5	6.5	6.5	13	8.5	1.5	6.5	36.74	0	8.61			
<b>2018</b>	<b>January</b>	<b>6.50</b>	<b>6.50</b>	<b>7.00</b>	<b>14.00</b>	<b>9.50</b>	<b>1.40</b>	<b>7.00</b>	<b>28.53</b>	<b>18.23</b>	<b>8.62</b>	<b>8.24</b>		
	February	6.00	6.00	6.00	12.00	8.00	1.20	6.00	32.06	0.00	8.70	8.70		
	March	7.00	6.50	6.50	13.00	8.50	1.30	6.50	37.10	11.10	8.03	4.93		
	April	6.00	6.50	6.50	19.50	9.00	1.30	6.50	25.39	0.00	6.37	6.71		
	May	7.00	6.50	6.50	19.50	8.50	1.30	6.50	22.83	0.00	12.30	2.12	29.39	
	June	3.00	3.00	3.00	10.50	8.50	0.40	6.50	27.44	0.00	0.00	13.01		
<b>FY18</b>	<b>TOTAL</b>	<b>66.50</b>	<b>66.00</b>	<b>66.50</b>	<b>157.50</b>	<b>103.00</b>	<b>15.90</b>	<b>70.00</b>	<b>363.47</b>	<b>53.51</b>	<b>75.73</b>	<b>43.71</b>	<b>29.39</b>	<b>1,111.21</b>
	July	0.00	0.50	0.50	0.50	9.00	0.00	0.00	16.31	12.50	0.00	3.77		
	August	0.00	0.50	0.50	1.50	9.00	0.10	0.00	16.10	5.96	6.66	8.05		
	September	5.00	5.50	5.50	12.00	11.00	0.90	4.50	21.64	15.99	3.96	4.61		
	October	7.00	6.50	6.50	13.00	13.00	1.30	6.50	36.70	17.53	11.73	7.11		
	November	6.5	7	7	14	14	1.4	7	20.69	20.9	8.04	0		
	December	6.5	6.5	6.5	13	13	1.3	6.5	28.88	19.75	8.72	3.16		
<b>2019</b>	<b>January</b>	<b>7.00</b>	<b>6.50</b>	<b>6.50</b>	<b>13.00</b>	<b>13.00</b>	<b>1.30</b>	<b>6.50</b>	<b>22.39</b>	<b>25.37</b>	<b>5.92</b>	<b>7.73</b>		
	February	6	6	6	12	12	1.2	6	24.98	27.13	7.5	0		
	March	6.5	6.5	6.5	13	13	1.3	6.5	31.48	19.27	5.96	7.03		
	April	6.5	6.5	6.5	13	13	1.3	6.5	24.62	33.56	6.31	3.52		
	May	6.5	1.5	2.5	14	14	1.4	7	17.62	18.92	13.4	0	34.77	
	June	4.5	0	0	7.5	8	0.4	3.5	28.07	7.29	0	9.5		
<b>TOTAL</b>	<b>FY2019</b>	<b>62.00</b>	<b>53.50</b>	<b>54.50</b>	<b>126.50</b>	<b>142.00</b>	<b>11.90</b>	<b>60.50</b>	<b>289.48</b>	<b>224.17</b>	<b>78.20</b>	<b>54.48</b>	<b>34.77</b>	<b>1192.00</b>
	July	2.5	0	0	4	6	0	1	12.5	4.05	0	10.57		
	August	2.5	0	0	4	9	0	1.5	23.74	13.46	10.73	15.38		
	September	2.5	6.5	6.5	16.5	9.5	0	5.5	27.03	24.41	19.17	4.98		
	October													
	November													
	December													

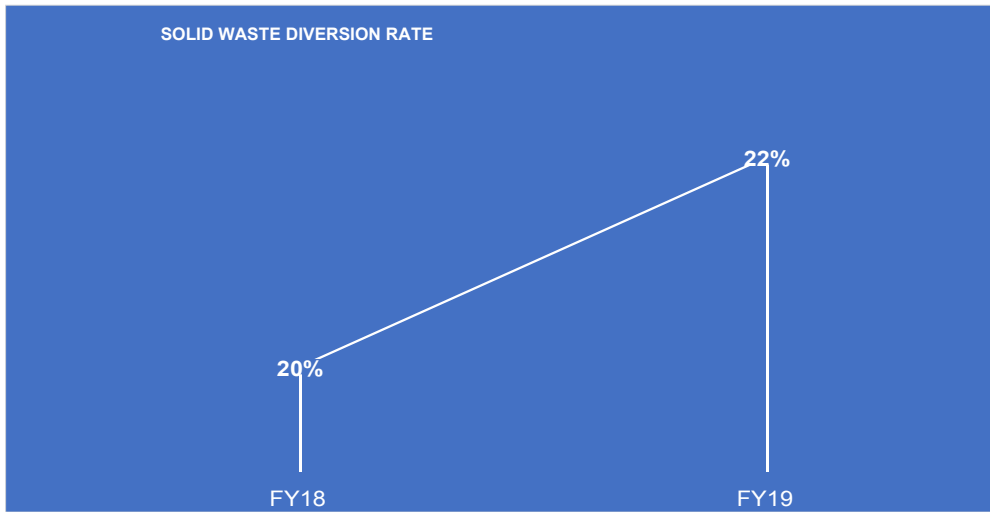
**Conversion Notes:**  
 (1YD = 100 LBS) (2YDS = 200 LBS) (2 TOTERS = 100LBS)  
**Formula** (Dumpster Size \* # of pickups in Month \* 100 pounds) / 2000  
**Cardboard** (1YD = 139 LBS) (2YDS = 278 LBS) (2 TOTERS = 139 LBS)  
**Formula** (Dumpster Size \* # of pickups in Month \* 139 pounds) / 2000



Totals

Tons	FY18	FY19
Recycling	157.63	191.21
Compost	127.42	139.5
Textiles	0	0.88
Trash	1,111.21	1,192
Diversion Rate: (Compost + Recycling+Textiles)/(Compost+Recycling+Textiles+Trash)	285.05/ 1396.26 = 20.4%	331.59/ 1523.59 = 21.8%

FY18	FY19
20%	22%



in pounds	South Campus (Bates)	Central Campus (Viking)	North Campus (Peabody)	Move-out Trailer (Marsh)	Money Received (\$ .05/100 pounds)	Total pounds
May-19	610	330	220	150	\$58.00	1310
19-Jun	335	90	20		\$22.25	445
FY19 Total					\$80.25	1755
19-Jul	215	175	0		\$19.50	390
19-Aug	50	45	155		\$12.50	250
19-Sep	125	160	155		\$22.00	440
19-Oct	115	145	70		\$16.50	330

2145

2835  
\$134.25

missing one pickup?

3165

Yearly Compost Reporting														
Locations									Compost	tons				
	2018	Site #4 -- Bates Hall	Site #7 -- Meier Hall	Site #11 -- 71 Loring Avenue	Site #14 -- Marsh Hall	Site #16 -- Salem Diner	Site #19 Viking Hall	Total		FY15	FY16	FY17	FY18	FY19
January		0.00	0.23	0.45	0.34	0.68		1.69		<b>124.63</b>	<b>132.57</b>	<b>133.68</b>	<b>127.42</b>	139.5
February		0.00	0.11	0.68	0.68	0.00		1.46						
March		0.00	0.23	0.68	0.68	0.00		1.58						
April		0.00	1.58	1.13	9.90	0.11		12.71						
May		0.00	3.94	0.23	6.30	0.00		10.46						
June		0.00	4.39	0.45	5.63	0.11		10.58	FY19	D	E	F		
July		0.00	3.94	0.56	4.39	0.00		8.89		3.94	0.56	4.39		
August		0.00	3.49	0.23	4.84	0.00		8.55		3.49	0.23	4.84		
September		0.00	4.50	0.45	6.53	0.11		11.59		4.5	0.45	6.53		
October		0.00	5.85	0.56	8.21	0.23		14.85		5.85	0.56	8.21		
November		0.00	5.96	0.45	6.75	0.00		13.16		5.96	0.45	6.75		
December		0.00	5.18	0.00	6.30	0.11		11.59		5.18	0	6.3		
January	2019	0	4.5	0.23	6.08	0.11	0			4.5	0.23	6.08		
February		0	5.18	0.45	6.19	0.11	0.23			5.18	0.45	6.19		
March		0	5.74	0.34	6.75	0.11	0.34			5.74	0.34	6.75		
April		0	5.85	0.45	7.31	0.23	0.23			5.85	0.45	7.31		
May		0	4.39	0.45	4.61	0.34	0.45			4.39	0.45	4.61		
June		0	1.46	0.34	6.75	0.11	0.23			1.46	0.34	6.75		
FY19 TOTAL		0	56.04	4.51	74.71	2.81	1.48	139.545						
July		0	1.01	0	0.11	0	0							
August		0.34	3.15	0	3.15	0	0.11		CY15	CY16	CY17	cY18	CY19	
September		0	6.98	0	7.88	0	0.45		131.06	146.38	78.17	107.10		
October														
November														
December														
Calculation:														
225 pounds per toter														
Formula:														
((225 lbs * # of toters picked up in month)) / 2000														