

Town of Reading Meeting Posting with Agenda

Board - Committee - Commission - Council:

Select Board

Date: 2025-10-16

Time: 7:00 PM

Building: Reading Town Hall

Location: Select Board Meeting Room

Address: 16 Lowell Street

Agenda:

Purpose: General Business

Meeting Called By: Madeleine Baptiste on behalf of Chair Chris Haley

Notices and agendas are to be posted 48 hours in advance of the meetings excluding Saturdays, Sundays and Legal Holidays. Please keep in mind the Town Clerk's hours of operation and make necessary arrangements to be sure your posting is made in an adequate amount of time. A listing of topics that the chair reasonably anticipates will be discussed at the meeting must be on the agenda.

All Meeting Postings must be submitted in typed format; handwritten notices will not be accepted.

Topics of Discussion:

	Zoom Option:	PAGE
	Join Zoom Meeting https://us06web.zoom.us/j/84828552653 Meeting ID: 848 2855 2653 Dial by your location <ul style="list-style-type: none">• +1 646 558 8656 US (New York)• +1 646 518 9805 US (New York)	#
7:00	Pledge of Allegiance	
	Overview of Meeting	
7:05	Discuss and Vote on Trash and Recycling Contract	3

Select Board

Draft Motions

October 16, 2025

Discuss and Vote on Trash & Recycling Contract

Move to approve the Trash and Recycling Contract with [INSERT NAME HERE] for a term of five years as presented today, and to authorize the Town Manager to execute said contract.

	Waste Management				Republic Services					
	Pricing Options	Annual Cost (FY27)	% Inc.	5-Year Total	Annual Cost (FY27)	% Inc.	5-Year Total	Difference - Annual	Difference - Total	
Weekly trash, Weekly recycling, 1 burnable bulky item, 1 metal item		N/A			\$ 2,417,396	5%	\$ 13,357,640	N/A	N/A	
Weekly trash, Weekly recycling, 1 burnable bulky item, no metal item		\$ 2,548,764	5%	\$ 14,083,531	\$ 2,412,815	5%	\$ 13,332,327	\$ 135,949	\$ 751,204	
Weekly trash, Weekly recycling, no burnable bulky item, no metal item		\$ 2,350,764	5%	\$ 12,989,456	\$ 2,289,279	5%	\$ 12,649,713	\$ 61,485	\$ 339,743	
Weekly trash, Bi-weekly recycling, 1 burnable bulky item, 1 metal item		N/A			\$ 2,001,031	5%	\$ 11,056,959	N/A	N/A	
Weekly trash, Bi-weekly recycling, 1 burnable bulky item, no metal item		\$ 2,174,850	5%	\$ 12,017,420	\$ 1,996,449	5%	\$ 11,031,641	\$ 178,401	\$ 985,779	
Weekly trash, Bi-weekly recycling, no burnable bulky item, no metal item		\$ 1,976,850	5%	\$ 10,923,345	\$ 1,872,913	5%	\$ 10,349,027	\$ 103,937	\$ 574,319	
	Bulk Options	Unit Price	% Inc.		Unit Price	% Inc.				
Burnable Bulky Item		\$ 30.00	5%		\$ 75.00	MKT				
Small Metal Item		\$ 35.00	5%		\$ 80.00	MKT				
Large Metal Item		\$ 35.00	5%		\$ 80.00	MKT				
White Goods		\$ 45.00	5%		\$ 80.00	MKT				
CRT TV's and monitors		\$ 60.00	5%		\$ 80.00	MKT				
Sinks, Bathtubs, and Toilets		\$ 35.00	5%		\$ 80.00	MKT				



Sustainability in Action

October 9, 2025

VIA EMAIL DELIVERY

Town of Reading
Matthew Kraunelis
Jayne Wellman
Christopher Cole
16 Lowell Street
Reading, MA 01867

**RE: (2) REVISED PROPOSAL – 25-25
Trash & Recycling Collection Services**

Dear Sirs/Madams,

Republic Services is pleased to submit for the Town of Reading's consideration a revised proposal to continue providing Trash and Recycling Collection Services for the Town of Reading. We greatly value our partnership with the Town and remain committed to supporting program goals while building a strong, long-term partnership.

On July 29, 2025 we submitted an initial proposal for the Town's review, which included a cover letter and bid price sheet. This revised proposal, along with the attached updated bid price sheet dated October 3, 2025, supersedes and replaces such materials provided in our July submission.

We are confident that Republic Services offers the best value, backed by our nationwide leadership and decades of experience partnering with municipalities. We look forward to continuing our work with the Town of Reading by delivering reliable, cost-effective, and sustainable solutions to meet your evolving recycling, solid waste, disposal, and processing needs.

In summary, the attached bid price sheet outlines a budget-friendly proposal as we recognize the financial challenges the Town is currently navigating as it works to balance its municipal and school budgets. Our revised total price for weekly recycling collection is lower \$128,901 annually than our initial proposal, and every-other-week recycling collection is lower \$125,000 annually. This significant reduction will directly cut costs for the Town and its taxpayers.

Republic Services' proposal does not include any costs for rental trucks, as they are not required because we currently service the Town of Reading.

Other key advantages of the Town of Reading and Republic continuing our partnership we would like to highlight from our proposal submission include:

Continuing our partnership means that at the start of the next contract in July 2026, Republic Services will have served the Town for four years since our acquisition. By avoiding a transition to a new hauler, the Town bypasses the six or more months of inevitable frustrations- including increased

resident complaints, missed pick-ups, and route delays- that occur as any new company learns the specifics of the Town's routes and service requirements.

Republic Services currently uses GPS functionality to provide both our management teams and the Town with more visibility. Residents can create an online account for 24/7 access to:

- Use Track My Truck, track their truck on their service day, and view upcoming collection days
- Receive real-time service alerts by signing up for updates on service changes, disruptions or scheduling
- Manage their preferences to choose how they receive personalized communications on services via either phone call, text, or email
- Directly report online to Republic, a missed pick up, request a cart repair, or report another concern

This provides residents quick issue reporting and another option to calling our Customer Resource Center, for customer service with us directly.

We understand the Town's sustainability goal to improve waste diversion and create convenience for its residents through the addition of a sole-purposed container for cardboard. We can integrate this with our current service now and place a container within Town which is slotted for flattened cardboard.

We also currently have the ability to create a localized website or a "micro-site" as we call them, providing Reading residents a one-stop resource for updates, collection information and educational tools. An example of a microsite may be found here: www.republicservices.com/municipality/santa-ana-ca.

Through our Recycling Simplified program, Republic offers residential, municipal, business, and media resources. We also offer lessons and activities for both educators and at-home learning for grades Pre-K through Grade 12. This includes quick and easy ways to make a difference in the community, simple guidelines, activities, virtual field trips, and holiday sustainability tips. To view these resources, you may visit: <https://recyclingsimplified.com>.

For the Town's review, I have attached additional information relative to converting from rear-load to automated front-load trucks, technology innovations, Track My Truck, and municipalities which have converted to Electric Vehicles.

Furthermore, we are proud to be recognized for bringing the following benefits to your community:

- We service New England from eight collections operations - locally including Haverhill and Tyngsborough, six transfer stations - including Devens Transfer Station and Peabody Transfer Station, and two recycling centers – in Brockton and Peabody
- We can offer competitive collections, transportation, and processing services from our extensive network of local facilities and industry relationships
- Republic has numerous additional service offerings that can support the Town's efforts to protect the environment, meet sustainability goals, and waste diversion goals including public education and outreach, organics collection and processing, emergency response/cleanups, disaster response, household hazardous waste collections, electric route

- vehicles, plastic circularity, and medical waste, electronics and light bulbs and batteries collections
- Our operations are run locally by our seasoned industry veterans who are backed by the strength and experience of Republic's national team with \$14 billion in revenue and 42,000 employees
 - We have been recognized in the top 10% of all companies globally for our commitments and investments in sustainability
 - Republic Services was designated as one of the World's Most Ethical Companies by the Ethisphere Institute

Operational Approach, Plan of Services, and Equipment: please see sections in proposal package, "Operations", "One Fleet", "Safety", and "Sustainability". Specific service plans include but are not limited to:

- Weekly MSW with bulk: serviced in accordance with schedule and routes in bid with two (2) front load curtotto trucks less than one (1) year old and will be brought to the town's contracted end site. Trash and bulk will be collected together by the same truck similar to the Town's current collections program. This truck will also service the Town and School MSW small containers
- Weekly MSW no bulk: serviced in accordance with schedule and routes in bid with two (2) automatic side load trucks less than one (1) year old and will be brought to the town's contracted end site
- Weekly or bi-weekly recycling: serviced in accordance with schedule and routes in bid with two (2) automatic side load trucks less than one (1) year old and will be brought to our Peabody Recycling Center located at 109 Newbury Street, Peabody, MA
- Yard waste collection: serviced in accordance with schedule and routes in bid with a rear-load truck and be brought to the Town's compost yard as referenced in the bid
- Rigid Plastics and C&D: 30-yard containers will be serviced upon request and will be brought to either our Devens Transfer Station located at 45 Independence Drive, Devens, MA or our Peabody Transfer Station located at 300 Forest Street, Peabody, MA
- Metal collection if not included in the Town's contract: residents may call our Customer Resource Center to arrange payment and collection
- Burnable bulky items if not included in the Town's contract: residents may call our Customer Resource Center to arrange payment and collection
- Bulk and metal collection events: the Town may request additional roll off containers at any time throughout the year as another options for residents to dispose of these items
- White goods, CRT, TV's and monitors, sinks, bathtubs, and toilets: residents may call our Customer Resource Center to arrange payment and collection
- Cart Replacement and Repair: Republic will service replacement and repair requests as need one (1) day per week

Customer Service and Responsiveness: please see sections in proposal package, "Communication with the Community" and "Customer Service". Republic's operation team currently uses with the Town of

Reading, a live spreadsheet to communicate any recovery needs. Republic Operations completed a brief training course on the Town's SeeClickFix and will continue to work with the Town on implementing this as part of customer service.

Experience and Qualifications: please see sections in proposal package, "Your Team" and "References". We have serviced many Massachusetts communities for over 65 years due to the quality of service and our service partnerships. We are the municipal contract services provider for over 55 municipalities in New England and 2,400 communities nationwide.

Safety: please see section in proposal package, "One Fleet" and "Safety". We are the safest company in the waste and recycling industry; our drivers are 38% safer than the industry average.

Financial Responsibility, Bank Reference, and Audited Financial Statements: please see section in proposal package, "Financial Overview".

Bid Bond and Performance Bond: see attached Bid Bond and evidence of ability to acquire Performance Bond.

Insurance Verification: see attached evidence of Certificate of Insurance.

Non-Collusion Form: see attached Non-Collusion Certificate.

Addendums: Republic acknowledges receiving Addendum 1 dated June 25, 2025 and Addendum 2 dated July 15, 2025.

Our proposal is conditional upon the following:

- Recycling Processing Costs: acceptance of our alternative Average Commodity Revenue and Pricing Formula included in the bid package, to process the Town's recyclables. Our proposal includes an 80% market share of the commodity value going to the Town. See section in price proposal "Exhibit E, Appendix B, Average Commodity Revenue & Pricing Formulas";
- Fuel Adjustment: A quarterly Fuel Adjustment (increase/decrease) made monthly based on the previous quarter's Environmental Industry Association (EIA) New England Average Diesel Rate per gallon as compared to the June 30, 2024 Fuel Peg Base of \$3.98 multiplied by the estimated monthly gallons of 2,583. See section in price proposal "Exhibit N";
- Prevailing Wage Rate: Republic Services reserves the right during the contract term to pass through any change in the Prevailing Wage Rates above the rates provided in the Prevailing Wage sheet provided by the Town in the bid;
- Contract Award: Reading awarding one contract for both solid waste and recycling curbside collection, and processing;
- Proposal Expiration: This proposal is valid through December 2, 2025, whereas the Town must notify Republic of an award in writing. Pricing is subject to change thereafter the aforementioned date;
- The Town of Reading and Republic Services entering into a mutually acceptable agreement.

Thank you for the opportunity to submit this proposal to service the Town for your consideration. We look forward to meeting with you and your team to discuss our proposals and to continue to build a service partnership with the Town.

Please feel free to contact me at (978) 727-4872 or sgray@republicservices.com should you have any questions.

Sincerely,



Samantha J. Gray, Manager, Municipal Sales

Enclosures

cc: Josh Mitchell, General Manager
Dan Higgins, Area Manager, Municipal Sales

Attachment C Price Proposal Sheet

Primary Collection Services			Cost in Fiscal Year				
Item #		Units	FY27	FY28	FY29	FY30	FY31
1a	Annual Weekly Curbside Trash Collection Services, including curbside bulk collection (up to 1 burnable bulk item per week) , all supplemental trash collection services, and hauling to the trash disposal facility, as specified within including 7 weeks of yard waste collection	LS	\$ 1,199,813	FY27 + 5%	FY28 + 5%	FY29 + 5%	FY30 + 5%
1b	Annual Weekly Curbside Trash Collection Services, with no bulk collection (residents pay vendor directly for collection/disposal - no quantity limit) , all supplemental trash collection services, and hauling to the trash disposal facility, as specified within including 7 weeks of yard waste collection	LS	\$ 1,076,277	FY27 + 5%	FY28 + 5%	FY29 + 5%	FY30 + 5%
1c	Annual Weekly Curbside Recycling Collection Services, including curbside metal collection (up to 1 metal item per week) , all supplemental recycling collection services, and hauling to the MRF, as specified within **	LS	\$ 1,024,415	FY27 + 5%	FY28 + 5%	FY29 + 5%	FY30 + 5%
1d	Annual Weekly Curbside Recycling Collection Services, with no metal collection (residents pay vendor for collection/disposal - no quantity limit) , all supplemental services, and hauling to the MRF, as specified within **. This pricing option also removes the special curbside metal collection week referenced within.	LS	\$ 1,019,834	FY27 + 5%	FY28 + 5%	FY29 + 5%	FY30 + 5%
1e	Annual Bi-Weekly Curbside Recycling Collection Services, including curbside metal collection (up to 1 metal item per week) , all supplemental recycling collection services, and hauling to the MRF, as specified within **	LS	\$ 608,050	FY27 + 5%	FY28 + 5%	FY29 + 5%	FY30 + 5%
1f	Annual Bi-Weekly Curbside Recycling Collection Services, with no metal collection (residents pay vendor for collection/disposal - no quantity limit) , all supplemental services, and hauling to the MRF, as specified within **. This pricing option also removes the special curbside metal collection week referenced within.	LS	\$ 603,468	FY27 + 5%	FY28 + 5%	FY29 + 5%	FY30 + 5%
** The vendor shall establish a baseline pricing structure for Average Commodity Revenue and Processing Fees effective to the award date of the contract in order to establish a flat rate (not to exceed) pricing structure for each successive year of the contract. If the Average Commodity Revenue is ever greater than the Processing Fee, the Town shall receive a value share credit on the monthly invoice equal to 80% of the difference between the Average Commodity Revenue and the Processing Fee.							

Our rate proposals for item #'s 1a through 1f include the cost of service for the town and school buildings as referenced in the bid document. Modifications to container size or frequency shall result in a prorated increase or decrease to the above rates.

Part 6 - Price Proposal Sheet (continued)

Recycling Services		Cost in Fiscal Year				
Item #	Units	FY27	FY28	FY29	FY30	FY31
2a	Single Stream Processing Fee **	per ton	\$ 125	FY28 + 5%	FY29 + 5%	FY30 + 5%
2b	Excess Contamination Fee	per ton	\$ 110	FY28 + 5%	FY29 + 5%	FY30 + 5%
2c	Initial Residue Fee	per ton	\$ 103	FY28 + 5%	FY29 + 5%	FY30 + 5%
2d	Source Separated Cardboard **	per ton	\$ 50	FY28 + 5%	FY29 + 5%	FY30 + 5%
2e	Rigid Plastics ** See note 1 below.	per ton	\$ 163	FY28 + 5%	FY29 + 5%	FY30 + 5%
2f	Construction & Demolition ** See note 1 below.	per ton	\$ 205	FY28 + 5%	FY29 + 5%	FY30 + 5%
** The vendor shall establish a baseline pricing structure for Average Commodity Revenue and Processing Fees effective to the award date of the contract in order to establish a flat rate (not to exceed) pricing structure for each successive year of the contract. If the Average Commodity Revenue is ever greater than the Processing Fee, the Town shall receive a value share credit on the monthly invoice equal to 80% of the difference between the Average Commodity Revenue and the Processing Fee.						
Pickup and Hauling Per Item Pricing		Cost in Fiscal Year				
Item #	Units	FY27	FY28	FY29	FY30	FY31
3a	Burnable Bulky Item (no quantity limit) - charge to resident, if not included in the Town's annual contract price, which includes curbside collection and hauling services	EA	\$ 75	See note 2 below. See note 2 below.	See note 2 below. See note 2 below.	See note 2 below. See note 2 below.
3b	Small Metal Item (no quantity limit) - charge to resident, if not included in the Town's annual contract price, which includes curbside collection, hauling and disposal services	EA	\$ 80	See note 2 below. See note 2 below.	See note 2 below. See note 2 below.	See note 2 below. See note 2 below.
3c	Large Metal Item (no quantity limit) - charge to resident, if not included in the Town's annual contract price, which includes curbside collection, hauling and disposal services	EA	\$ 80	See note 2 below. See note 2 below.	See note 2 below. See note 2 below.	See note 2 below. See note 2 below.
3d	White Goods (resident arranges payment/pickup with vendor)	EA	\$ 80	See note 2 below. See note 2 below.	See note 2 below. See note 2 below.	See note 2 below. See note 2 below.
3e	CRT TV's and monitors (resident arranges payment/pickup with vendor)	EA	\$ 80	See note 2 below. See note 2 below.	See note 2 below. See note 2 below.	See note 2 below. See note 2 below.
3f	Sinks, Bathtubs, and Toilets (resident arranges payment/pickup with vendor)	EA	\$ 80	See note 2 below. See note 2 below.	See note 2 below. See note 2 below.	See note 2 below. See note 2 below.

Note 1: ACR adjustment does not apply. Costs will be reviewed for potential price adjustment each 7/1 based on market rates and transportation costs.

Note 2: Rates for items #'s 3a-3f are subject to annual rate adjustment effective each July 1 based on market rates and transportation costs.

Part 6 - Price Proposal Sheet (continued)

Auxiliary Pickup Rates				Cost in Fiscal Year						
Roll Off Services - MSW, Single Stream Recycling, Compactors, OCC, Rigid Plastics, and C&D										
Item #		Units	FY27	FY28	FY29	FY30	FY31			
4a	30cy MSW Dumpster	per haul	\$ 341	FY27 + 5%	FY28 + 5%	FY29 + 5%	FY30 + 5%			
4b	30cy Single-Stream Recycle Dumpster	per haul	\$ 275	FY27 + 5%	FY28 + 5%	FY29 + 5%	FY30 + 5%			
4c	35 cy MSW Compactor	per haul	\$ 341	FY27 + 5%	FY28 + 5%	FY29 + 5%	FY30 + 5%			
4d	30cy OCC Dumpster	per haul	\$ 289	FY27 + 5%	FY28 + 5%	FY29 + 5%	FY30 + 5%			
4e	30cy Rigid Plastic Dumpster	per haul	\$ 369	FY27 + 5%	FY28 + 5%	FY29 + 5%	FY30 + 5%			
4f	30cy C&D Dumpster	per haul	\$ 289	FY27 + 5%	FY28 + 5%	FY29 + 5%	FY30 + 5%			
Solid Waste Dumpsters / Town Barrels										
Item #		Units	FY27	FY28	FY29	FY30	FY31			
5a	2cy MSW Dumpster	per pickup	See note 2 below	See note 2 below	See note 2 below.	See note 2 below.	See note 2 below.			See note 2 below.
5b	4cy MSW Dumpster	per pickup	See note 2 below	See note 2 below	See note 2 below.	See note 2 below.	See note 2 below.			See note 2 below.
5c	6cy MSW Dumpster	per pickup	See note 2 below	See note 2 below	See note 2 below.	See note 2 below.	See note 2 below			See note 2 below
5d	8cy MSW Dumpster	per pickup	See note 2 below	See note 2 below	See note 2 below.	See note 2 below.	See note 2 below.			See note 2 below.
5e	10cy MSW Dumpster	per pickup	See note 2 below	See note 2 below	See note 2 below.	See note 2 below.	See note 2 below.			See note 2 below.
5f	Additional Town trash barrel location, including pickup and hauling	per EA	\$ 10	FY27 + 5%	FY28 + 5%	FY29 + 5%	FY30 + 5%			
Auxiliary Pickup Rates										
Recycling Dumpsters										
Item #		Units	FY27	FY28	FY29	FY30	FY31			
6a	2cy Single-Stream Recycle Dumpster	per pickup	See note 2 below	See note 2 below	See note 2 below.	See note 2 below.	See note 2 below.			See note 2 below.
6b	4cy Single-Stream Recycle Dumpster	per pickup	See note 2 below	See note 2 below	See note 2 below.	See note 2 below.	See note 2 below.			See note 2 below.
6c	6cy Single-Stream Recycle Dumpster	per pickup	See note 2 below	See note 2 below	See note 2 below.	See note 2 below.	See note 2 below.			See note 2 below.
6d	8cy Single-Stream Recycle Dumpster	per pickup	See note 2 below	See note 2 below	See note 2 below.	See note 2 below.	See note 2 below.			See note 2 below.
6e	10cy Single-Stream Recycle Dumpster	per pickup	See note 2 below	See note 2 below	See note 2 below.	See note 2 below.	See note 2 below.			See note 2 below.

Note 1: Item #s 4a through 4f, are for haul costs only. The disposal and/or processing for the material will be charged per ton to the Town.

Note 2: Item #s 5a through 6e, with the exception of 5f, rates are included in item #s 1a through 1f.

Part 6 - Price Proposal Sheet (continued)

Additional Services		Cost in Fiscal Year				
Item #	Units	FY27	FY28	FY29	FY30	FY31
7a	Contamination Audit Upon Request	\$ 5,000	FY27 + 5%	FY28 + 5%	FY29 + 5%	FY30 + 5%
7b	Third Party Composition Audit	\$ 5,000	FY27 + 5%	FY28 + 5%	FY29 + 5%	FY30 + 5%
7c	Additional Week of Curbside Leaf or Christmas Tree Collection	\$ 14,790	FY27 + 5%	FY28 + 5%	FY29 + 5%	FY30 + 5%
7d	Additional Week of Curbside Scrap Metal Collection	\$ 6,109	FY27 + 5%	FY28 + 5%	FY29 + 5%	FY30 + 5%
7e	Additional Day (up to 8 hrs.) of Paper Shredding Truck	\$ 4,074	FY27 + 5%	FY28 + 5%	FY29 + 5%	FY30 + 5%
7f	Per diem truck rate - MSW special curbside collection	\$ 211	FY27 + 5%	FY28 + 5%	FY29 + 5%	FY30 + 5%
7g	Per diem truck rate - Single-Stream Recycling special curbside collection	\$ 276	FY27 + 5%	FY28 + 5%	FY29 + 5%	FY30 + 5%

Primary Collection Services		Cost in Fiscal Year					
Item #		Units	FY27	FY28	FY29	FY30	FY31
1a	Annual Weekly Curbside Trash Collection Services, including curbside bulk collection (up to 1 burnable bulk item per week) , all supplemental trash collection services, and hauling to the trash disposal facility, as specified within	LS	\$1,070,082	\$1,123,586	\$1,179,765	\$1,238,754	\$1,300,691

The Town of Reading Primary Services – Part 6 Price Proposal Sheets

Part 6 - Price Proposal Sheet

Primary Collection Services		Cost in Fiscal Year				
Item #	Units	FY27	FY28	FY29	FY30	FY31
1a	Annual Weekly Curbside Trash Collection Services, including curbside bulk collection (up to 1 burnable bulk item per week) , all supplemental trash collection services, and hauling to the trash disposal facility, as specified within	LS	No Bid	See revised pricing for WM's proposal on the previous page.		
1b	Annual Weekly Curbside Trash Collection Services, with no bulk collection (residents pay vendor directly for collection/disposal - no quantity limit) , all supplemental trash collection services, and hauling to the trash disposal facility, as specified within	LS	\$872,082	\$961,471	\$1,009,544	\$1,060,022
1c	Annual Weekly Curbside Recycling Collection Services, including curbside metal collection (up to 1 metal item per week) , all supplemental recycling collection services, and hauling to the MRF, as specified within **	LS	No Bid			
1d	Annual Weekly Curbside Recycling Collection Services, with no metal collection (residents pay vendor for collection/disposal - no quantity limit) , all supplemental services, and hauling to the MRF, as specified within **. This pricing option also removes the special curbside metal collection week referenced within.	LS	\$865,719	\$954,456	\$1,002,179	\$1,052,287
1e	Annual Bi-Weekly Curbside Recycling Collection Services, including curbside metal collection (up to 1 metal item per week) , all supplemental recycling collection services, and hauling to the MRF, as specified within **	LS	No Bid			
1f	Annual Bi-Weekly Curbside Recycling Collection Services, with no metal collection (residents pay vendor for collection/disposal - no quantity limit) , all supplemental services, and hauling to the MRF, as specified within **. This pricing option also removes the special curbside metal collection week referenced within.	LS	\$491,805	\$542,215	\$569,326	\$ 597,792
** The vendor shall establish a baseline pricing structure for Average Commodity Revenue and Processing Fees effective to the award date of the contract in order to establish a flat rate (not to exceed) pricing structure for each successive year of the contract. If the Average Commodity Revenue is ever greater than the Processing Fee, the Town shall receive a value share credit on the monthly invoice equal to 80% of the difference between the Average Commodity Revenue and the Processing Fee.						

Town of Reading Recycling Services and Pay and Picking Permit Program

Part 6 - Price Proposal Sheet (continued)

Recycling Services			Cost in Fiscal Year				
Item #	Units		FY27	FY28	FY29	FY30	FY31
2a	per ton	Single Stream Processing Fee ** See Clarification Page for details	\$78.92	\$85.17	\$91.73	\$98.62	\$105.86
2b	per ton	Excess Contamination Fee	\$225.00	\$236.25	\$248.06	\$260.47	\$273.49
2c	per ton	Initial Residue Fee	\$112.38	\$118.00	\$123.90	\$130.09	\$136.60
2d	per ton	Source Separated Cardboard **	See Clarifications Section for Pricing Formula				
2e	per ton	Rigid Plastics **	Market Rate				
2f	per ton	Construction & Demolition **	\$156.00	\$163.80	\$171.99	\$180.59	\$189.62
<p>The Town shall establish a baseline pricing structure for Average Community Demolition and Recycling Fees effective the year 2027 and use that as the contract rate for subsequent years.</p> <p>For each successful year of the contract - If the Average Community Demolition or Recycling Fee is greater than the Preceding Fee, the Town shall recede such value above credit on the monthly invoice equal to 80% of the difference between the Average Community Demolition or Recycling Fee.</p> <p>Above Recycling Rates are based on July 2025 Commodity Rates</p>							
Pickup and Hauling Per Item Pricing			Cost in Fiscal Year				
Item #	Units		FY27	FY28	FY29	FY30	FY31
3a	EA	Burnable Bulky Item (no quantity limit) - charge to resident, if not included in the Town's annual contract price, which includes curbside collection and hauling services	\$35.00 \$30.00	\$36.75	\$38.59	\$40.52	\$42.54
3b	EA	Small Metal Item (no quantity limit) - charge to resident, if not included in the Town's annual contract price, which includes curbside collection, hauling and disposal services	\$35.00	\$36.75	\$38.59	\$40.52	\$42.54
3c	EA	Large Metal Item (no quantity limit) - charge to resident, if not included in the Town's annual contract price, which includes curbside collection, hauling and disposal services	\$35.00	\$36.75	\$38.59	\$40.52	\$42.54
3d	EA	White Goods (resident arranges payment/pickup with vendor)	\$45.00	\$47.25	\$49.61	\$52.09	\$54.70
3e	EA	CRT TV's and monitors (resident arranges payment/pickup with vendor)	\$60.00	\$63.00	\$66.15	\$69.46	\$72.93
3f	EA	Sinks, Bathtubs, and Toilets (resident arranges payment/pickup with vendor)	\$35.00	\$36.75	\$38.59	\$40.52	\$42.54

Contract Number 25-25 - Trash and Recycling Collection Services

Town of Reading Auxiliary Pickup Rates

Part 6 - Price Proposal Sheet (continued)

Auxiliary Pickup Rates			Cost in Fiscal Year					
Roll Off Services - MSW, Single Stream Recycling, Compactors, OCC, Rigid Plastics, and C&D								
Item #	Units	FY27	FY28	FY29	FY30	FY31		
4a	30cy MSW Dumpster per haul	\$390	\$410	\$430	\$451	\$474		
4b	30cy Single-Stream Recycle Dumpster per haul	\$305	\$320	\$336	\$353	\$371		
4c	35 cy MSW Compactor per haul	\$450	\$473	\$496	\$521	\$547		
4d	30cy OCC Dumpster per haul	\$305	\$320	\$336	\$353	\$371		
4e	30cy Rigid Plastic Dumpster per haul	\$315	\$331	\$347	\$365	\$383		
4f	30cy C&D Dumpster per haul	\$325	\$341	\$358	\$376	\$395		
Solid Waste Dumpsters / Town Barrels								
Item #	Units	FY27	FY28	FY29	FY30	FY31		
5a	2cy MSW Dumpster per pickup	\$18.00	\$18.90	\$19.85	\$20.84	\$21.88		
5b	4cy MSW Dumpster per pickup	\$36.00	\$37.80	\$39.69	\$41.67	\$43.76		
5c	6cy MSW Dumpster per pickup	\$53.00	\$55.65	\$58.43	\$61.35	\$64.42		
5d	8cy MSW Dumpster per pickup	\$71.00	\$74.55	\$78.28	\$82.19	\$86.30		
5e	10cy MSW Dumpster per pickup	\$88.00	\$92.40	\$97.02	\$101.87	\$106.96		
5f	Additional Town trash barrel location, including pickup and hauling per EA	\$3.00	\$3.15	\$3.31	\$3.47	\$3.65		
Auxiliary Pickup Rates								
Recycling Dumpsters								
Item #	Units	FY27	FY28	FY29	FY30	FY31		
6a	2cy Single-Stream Recycle Dumpster per pickup	\$16.00	\$16.80	\$17.64	\$18.52	\$19.45		
6b	4cy Single-Stream Recycle Dumpster per pickup	\$32.00	\$33.60	\$35.28	\$37.04	\$38.90		
6c	6cy Single-Stream Recycle Dumpster per pickup	\$48.00	\$50.40	\$52.92	\$55.57	\$58.34		
6d	8cy Single-Stream Recycle Dumpster per pickup	\$64.00	\$67.20	\$70.56	\$74.09	\$77.79		
6e	10cy Single-Stream Recycle Dumpster per pickup	\$80.00	\$84.00	\$88.20	\$92.61	\$97.24		

Contract Number 25-25 - Trash and Recycling Collection Services

Part 6 - Price Proposal Sheet (continued)

Item #	Additional Services	Units	Cost in Fiscal Year				
			FY27	FY28	FY29	FY30	FY31
7a	Contamination Audit Upon Request	EA	\$1,500	\$1,575	\$1,654	\$1,736	\$1,823
7b	Third Party Composition Audit	EA	No Bid				
7c	Additional Week of Curbside Leaf or Christmas Tree Collection	EA	\$25,280	\$26,544	\$27,871	\$29,265	\$30,728
7d	Additional Week of Curbside Scrap Metal Collection	EA	No Bid				
7e	Additional Day (up to 8 hrs.) of Paper Shredding Truck	EA	\$1,800	\$1,890	\$1,985	\$2,084	\$2,188
7f	Per diem truck rate - MSW special curbside collection	EA	\$220/ hour	\$231/ hour	\$ 243/ hour	\$255/ hour	\$267/ hour
7g	Per diem truck rate - Single-Stream Recycling special curbside collection	EA	\$220/ hour	\$231/ hour	\$ 243/ hour	\$255/ hour	\$267/ hour

Points to Consider When Determining the Next Trash/Recycling Collection Vendor

- **Service Collection Methodology**

- Republic proposes to service dumpsters, bulk items, and residential collection with the same 2 trash trucks. These trucks would require them to remove an attachment on the front of the truck to collect the dumpsters each day.
- Waste Management will provide 2 trash trucks dedicated to residential trash collection only. Dumpsters will be emptied via separate trucks on commercial routes. Bulk items will be collected on a separate day by a dedicated bulk collection truck.
- This means that Republic's trucks would fill up faster and require more frequent trips to the Re-World incinerator in Haverhill, likely leading to missed pickups and a potentially lower level of service for the Town's residents.

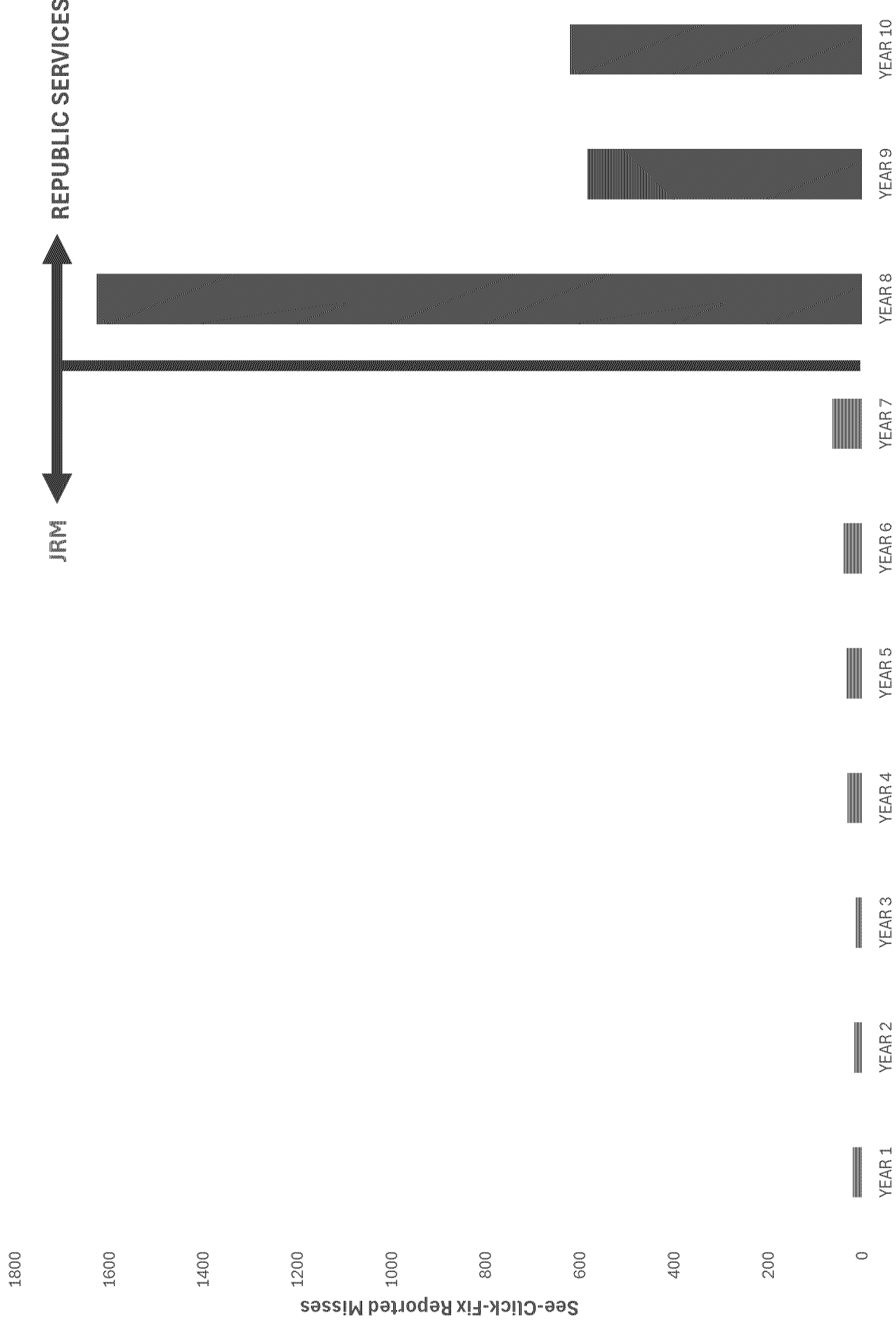
- **Customer Service**

- While Republic Service may provide minimal cost savings over the life of the contract, we believe that based on the technical proposal and what the Town has experienced with past performance, Waste Management would provide the Town with an improved operation and level of customer service for our residents. See the attached chart which illustrates the volume of reported missed pickups historically from Republic Services compared to the former JRM.

- **Budgetary Considerations**

- The FY27 budget was initially developed for a trash/recycling budget increase of 20%. The lowest pricing proposals (bi-weekly recycling, no bulk included) from both vendors would provide an increase between 20% and 25%. Any pricing proposals higher than this option would not be in the best financial interest of the Town, as already identified by Sharon Angstrom.

See-Click-Fix Reported Missed Trash / Recycling Collections (October 2015 through September 2025)



Liquidated Damages for the New Trash and Recycling Collection Contract

1. **\$5,000 / instance** – Using a trash or recycling truck for collecting materials other than trash or recycling, respectively.
2. **\$2,500 / day / truck** – Failure to comply within 10 business days, per an order from the Town, to increase the number of vehicles necessary to fulfill the Contract.
3. **\$1,000 / instance** – Collection of trash, recycling, or any other material covered under this Contract prior to 6:30 AM.
4. **\$1,000 / instance** – Mixing trash/recycling collected from the Town with trash/recycling from another source, when not permitted by the Contract.
5. **\$500 / instance** – Continued violation of traffic laws or regulations during collection and transportation after written notice from the Town.
6. **\$500 / instance** – Failure to comply with state and local waste bans, including but not limited to, accepting items for trash/recycling which should not be collected with trash/recycling.
7. **\$200 / day** – Failure to repair/replace leaky/faulty dumpsters or trash compactors within (7) days of being notified in writing by the Town.
8. **\$100 / instance** – Failure to submit monthly weight slips to the Town in a timely manner, as required by the Contract.
9. **\$100 / instance** – Failure to close and latch a dumpster enclosure gate.
10. **\$100 / instance** – Failure to collect curbside materials covered under this Contract, within 24 hours (Sundays and holidays excluded), when said materials were placed at the curb prior to the daily collection time; or failure to collect dumpsters / carts within 24 hours of the specified collection time / frequency from schools, Town buildings, or select condominium properties, for reasons including but not limited to truck failure or operator error.
11. **\$100 / instance** – Failure by the Contractor to complete missed pickup requests within 24 hours (Sundays and holidays excluded) of being notified about the missed pickup.

Liquidated Damages for the New Trash and Recycling Collection Contract

12. **\$100 / instance** – Failure to comply with other reasonable requests from the Town with respect to the performance of this Contract.
13. **\$100 / instance** – Failure to properly use stickers, tags, or other notices for residents when rejecting unacceptable materials or improperly prepared carts.
14. **\$100 / instance** – Failure to provide and maintain collection vehicles, dumpsters and trash compactors that are in good, clean and functional condition as provided for in the specifications, or failure to clean such vehicles, dumpsters and trash compactors as required in the specifications.
15. **\$100 / instance** – Failure to furnish a daily schedule or a revised schedule of collection and disposal.
16. **\$100 / instance** – Failure to return emptied trash carts, recycling carts, dumpsters, or trash compactors to the location from which they were found during the time of collection or the leaving of carts in locations where they obstruct vehicle or pedestrian traffic. This shall also include any throwing of or causing damage to carts, dumpsters, and trash compactors. Furthermore, this shall also include the leaving of carts in the streets, driveways, sidewalks, or other locations such that they obstruct vehicle or pedestrian traffic or otherwise pose a hazard.
17. **\$100 / instance** – Failure to repair or replace residential property, including but not limited to, mailboxes and fences, which were damaged by the Contractor.
18. **\$100 / instance** – Failure to clean up litter, debris, swill, fluids, or loose materials spilled onto the street or curb during collection.
19. **\$100 / instance** – Collection of Christmas trees containing plastic bags or decorations, or seasonal greenery containing metal wire (or any other material which is not biodegradable).

WASTE MANAGEMENT		
	Annual Cost	Explanation of Calculation
Base trash curbside (includes 1 paper shredding event)	\$ 872,082.00	From price proposal for weekly trash and no bulk collection
Base recycling curbside	\$ 491,805.00	From price proposal for bi-weekly recycling and no metal collection
Recycling Processing Charge	\$ 126,969.96	Formula encompassing blended value calculation and the provided processing fee for the recycling facility (estimated annual cost)
Paper shredding events (2 additional)	\$ 3,600.00	(Unit cost from price proposal) X (2 additional events)
Curbside leaf collections (6 weeks)	\$ 151,680.00	(Unit cost from price proposal) X (6 weeks)
Curbside Christmas tree collection (1 week)	\$ 25,280.00	(Unit cost from price proposal) X (1 week)
Dumpsters - trash	\$ 302,723.20	Formula encompassing unit price per dumpster haul, quantity of dumpsters, and the frequency of pickups
Dumpsters - recycling	\$ 46,583.68	Formula encompassing unit price per dumpster haul, quantity of dumpsters, and the frequency of pickups
Compactor Hauling - Summit Village	\$ 11,700.00	(Unit cost from price proposal) X (frequency of pickup)
Compactor Rental - Summit Village	\$ 5,400.00	(Unit cost from price proposal) X (12 months)
(2) rigid plastic events	\$ 1,260.00	(Unit cost per dumpster haul) X (2 dumpsters per event) X (2 events)
(1) HHW day	\$ 305.00	(Unit cost per dumpster haul) X (1 dumpster per event) X (1 event)
Fuel surcharge	\$ 65,055.92	Formula based on the market rate of diesel as determined by the vendor (estimated annual cost)
WM - sub annual cost	\$ 2,104,445	Actual WM annual total before savings
Less Estimated Re-World disposal costs	\$ (122,818)	Calculation of trash disposal costs from dumpsters (annual)
Less Estimated Recycling Processing Costs	\$ (4,777)	Calculation of recycling processing costs from dumpsters (annual)
WM - adjusted annual cost	\$ 1,976,850	

- WM's base trash curbside price only included 1 paper shredding event in the price
 - All other charges (including dumpster costs) were calculated separately
- Labor for delivery of new carts / swaps and cart repairs was absorbed into the base pricing. No separate pricing was provided for cart deliveries or repairs. The Town will provide all carts and parts to the vendor as needed.
- Price above reflects weekly curbside trash, bi-weekly curbside recycling, no bulk or metal collection included.

REPUBLIC SERVICES		
	Annual Cost	Explanation of Calculation
Base trash curbside	\$ 1,076,277.00	From price proposal for weekly trash and no bulk collection
Base recycling curbside	\$ 603,468.00	From price proposal for bi-weekly recycling and no metal collection
Recycling Processing Charge	\$ 114,988.50	Formula encompassing blended value calculation and the provided processing fee for the recycling facility (estimated annual cost)
Paper shredding events (3)	\$ 12,222.00	(Unit cost from price proposal) X (3 events)
(2) rigid plastic events	\$ 1,476.00	(Unit cost per dumpster haul) X (2 dumpsters per event) X (2 events)
(1) HHW day	\$ 289.00	(Unit cost per dumpster haul) X (1 dumpster per event) X (1 event)
Fuel surcharge	\$ 64,192.72	Formula based on the market rate of deisel as determined by the vendor (estimated annual cost)
Republic - Actual annual cost	\$ 1,872,913	

- Republic Service's base pricing includes costs for all existing dumpsters/compactors, but does not include costs for any special events
 - All other charges were calculated separately
- Labor for delivery of new carts / swaps and cart repairs was absorbed into the base pricing. No separate pricing was provided for cart deliveries or repairs. The Town will provide all carts and parts to the vendor as needed.
- Trash disposal costs and recycling processing fees are NOT included in the unit cost of the dumpsters for Republic Services. Trash disposal costs will still have to be paid to Re-World.
- Price above reflects weekly curbside trash, bi-weekly curbside recycling, no bulk or metal collection included.