City of Broken Arrow

Request for Action

File #: 20-460, **Version:** 1

Broken Arrow Municipal Authority
Meeting of: 05-05-2020

Title:

Consideration, discussion and possible award the most advantageous bid proposal to Cascade Engineering Company for the purchase, assembly and distribution of refuse and recycling carts for the new curbside refuse and recycling collection system

Background:

On November 5, 2019, the Broken Arrow Municipal Authority (BAMA) approved the recommendations of the Citizens' Recycling Committee with the amendments proposed by the City Manager for curbside refuse and recycling and directed staff to proceed with implementation.

On March 3, 2020, BAMA approved the overall curbside refuse and recycling Operational Plan. In preparation for plan implementation, refuse and recycling carts must be procured along with assembly and distribution to coincide with the start of the program. The number of refuse carts to be purchased is based on projected number of households in 2022 plus 1,000 extra. The quantity ordered takes in to account carts already issued in the pilot areas. Extra recycle carts will not be purchased due to anticipated opt out and future removal rate of approximately 8%. During roll-out we expect to distribute 34,960 recycle carts and 35,500 refuse carts. After delivery we expect to have on hand 2,300 trash and 1,840 recycle carts for future customers, replacements and losses.

Bid proposals for refuse and recycling carts were sent to 15 vendors. Six vendors submitted proposals. In addition to carts, assembly and delivery, each proposal was required to submit a service selection communication strategy that informs Broken Arrow's refuse customers of their cart and recycle service options. Our refuse and recycling Consultant Gershman, Brickner & Bratton (GBB) has reviewed, evaluated and scored all proposals. The pricing and cart details are reflected in the attached bid tabulation. Also attached is the combined scoring GBB used for proposal analysis and a memo from them in reference to their recommendation.

GBB has identified the proposal from Cascade as the most advantageous based on scoring factors that included items such as price, proposed communication and selection plan and assembly/distribution. Proposals from Rehrig Pacific, Schafer and Toter were disqualified based on wind performance of their carts. Cascade, IPL, and Otto met all required specifications. On price alone, of the qualified proposals, IPL was the lowest price being slightly lower than Cascade by $33,820.60. Otto was $185,033.50 higher than Cascade and $218,854.10 higher than IPL. Cascade has by far the best proposal for outreach. Cascade had a detailed and innovative plan, described creating unique web sites; a phone number; mail-back; and SMS messaging for customers to respond. IPL and Otto provided very little detail and rely on one mailing with an undefined mail-back or phone call system for responses. IPL recommended a completely different approach (swap-out instead of pre-ordering) but still did not provide detailed description of their recommended alternative.

Staff and GBB recommend that BAMA award the bid proposal to Cascade Engineering Company for the purchase, assembly and distribution of refuse and recycling carts for the Sanitation Division's new curbside

refuse and recycling program.

Cost: $3,189,034.50 (Based on anticipated quantities of smaller 64 Gallon refuse carts to be selected in lieu of larger 96 Gallon carts)

Funding Source: Broken Arrow Municipal Authority Reserves until funding is secured

Requested By: Lee Zirk, General Services Director

Approved By: City Manager's Office

Attachments: 20.152 bid tabulation, price only
20.152 Refuse and Recycling Proposal Analysis Spread Sheet from GBB
GBB analysis notes and scoring

Recommendation:
Award the most advantageous bid to Cascade Engineering Company for the purchase, assembly and distribution of refuse and recycling carts, including a cart and recycle service selection program, for the new curbside refuse and recycling collection program