

ONE WAY

INC.

One Way Inc Proposal:

Single Hauler Trash, Recycle, & Compost Options

Company: One Way Inc

Contact: One Way Inc ATTN Allison Westfall

101 Martin St

Longmont CO 80501

303-823-0556

RFI Title: Town of Lyons Residential Trash, Recyclables, & Yard Waste Collection

RFI Number: RFP 2019-HAULER

Due Date: September 13, 2019 4pm

9/12/2019

X *Allison Westfall*

Allison Westfall
Director of Operations
Signed by: Allison Westfall

BEFORE



ONE WAY

INC.

AFTER



3. Basis of Proposal

3.1 Unit Based Pricing

Proposed Price Option#1 (One Way owns bins) Trash w/ wkly Recycle (No Compost)

	<i>Flat Fee</i>	<i>Per Can Fee</i>	<i>Monthly</i>
32 Gallons	\$9.80	\$13.80	\$23.60
64 Gallons	\$9.80	\$27.60	\$37.40
96 Gallons	\$9.80	\$41.40	\$51.20

Proposed Price Option#1 (One Way owns bins) Trash w/ biwkly Recycle (No Compost)

	<i>Flat Fee</i>	<i>Per Can Fee</i>	<i>Monthly</i>
32 Gallons	\$7.40	\$13.80	\$21.20
64 Gallons	\$7.40	\$27.60	\$35.00
96 Gallons	\$7.40	\$41.40	\$48.80

Proposed Price Option#1 (One Way owns bins) Trash w/ biwkly Recycle & Compost

	<i>Flat Fee</i>	<i>Per Can Fee</i>	<i>Monthly</i>
32 Gallons	\$9.80	\$13.80	\$23.60
64 Gallons	\$9.80	\$27.60	\$37.40
96 Gallons	\$9.80	\$41.40	\$51.20

Proposed Price Option#2 (Town of Lyons lease/purchase bins) Trash w/ wkly Recycle (No Compost)

	<i>Flat Fee</i>	<i>Per Can Fee</i>	<i>Monthly</i>
32 Gallons	\$8.80	\$13.80	\$22.60
64 Gallons	\$8.80	\$27.60	\$36.40
96 Gallons	\$8.80	\$41.40	\$50.20

*****Town of Lyons can lease/purchase bins from One Way at \$64/bin***

Proposed Price Option#2 (Town of Lyons lease/purchase bins) Trash w/ biwkly Recycle (No Compost)

	<i>Flat Fee</i>	<i>Per Can Fee</i>	<i>Monthly</i>
32 Gallons	\$6.40	\$13.80	\$20.20
64 Gallons	\$6.40	\$27.60	\$34.00
96 Gallons	\$6.40	\$41.40	\$47.80

*****Town of Lyons can lease/purchase bins from One Way at \$64/bin***

Proposed Price Option#2 (Town of Lyons lease/purchase bins) *Trash w/ biwkly Recycle & Compost*

	<i>Flat Fee</i>	<i>Per Can Fee</i>	<i>Monthly</i>
32 Gallons	\$8.80	\$13.80	\$22.60
64 Gallons	\$8.80	\$27.60	\$36.40
96 Gallons	\$8.80	\$41.40	\$50.20

*****Town of Lyons can lease/purchase bins from One Way at \$64/bin***

*****Optional Compost services can be discussed***

Proposed Price Bag Customers AKA Colored Bag

32 Gallon Bag			
<i>Customer Type</i>	<i>Minimum Order</i>	<i>Per Bag</i>	<i>Per Roll</i>
Lyons	15	\$7.00	\$105.00

****No compost or recycling services will be included for colored bag customers***

Weekly curbside refuse & single stream recycling

One Way, Inc. proposes options to provide collection of trash, recycle, & compost for 900 homes found in the Town of Lyons; commercial accounts excluded from this proposal.

A unique and alternative option to the RFP for composting is the following. One Way Inc proposes to offer a monthly town-wide curbside pickup of compost as necessary for residents to replace weekly/biweekly services of compost. This would allow the town to opt for weekly recycle services.

Containers

Containers with wheels can be provided by and delivered by One Way Inc. for 64 gallon and 96 gallon services selected. Services limited to 32 gallons that are selected by residents will need to be supplied by the resident and/or town.

Each residential home subscribed to trash service of limits from 64 gallons + would be provided with one trash container appropriate to the service level selected. Each residential home subscribed to recycle service would be provided with one recycle container. Each residential home subscribed to recycle service would be provided with one recycle container.

Residential homes would have the option to rent additional containers to suit their individual household needs; There is no fee to have containers delivered.

It is our intent to keep all regular trash volumes contained inside of a container. If sizeable amounts of trash are out for collection, we will only collect material inside of our containers unless appropriate arrangements with the resident or management have been made.

Special Collections/Excess

Residents may schedule special collections of sizeable amounts of discards and large or bulky items. Special collections will be billed directly to the resident. Residents will need to contact One Way to schedule collections in advance.

3.2 Ownership of Trash, Recycle and Organics Containers

In the Pricing the cost of the containers is imbedded into the fees

Bear proof containers will be offered to the residents at a fee of \$150/cart should they choose to purchase one. Lead time will be necessary for these accounts as containers can take 2+ weeks to obtain.

Pricing provided in the RFP has the two options requested. Option #1 One Way retains ownership of the containers. Option #2 the Town of Lyons retains ownership of the containers after seven years.

Default on the agreement and ownership of the containers is understood.

3.3 Recyclable Material

Collection of recyclables will be on the same day as trash services.

Once collected, One Way will assume all responsibility to transport trash, recycling, and compost to an approved disposal site; trash is hauled to the Front Range Landfill located at 1830 Weld County Rd 5, Erie. Recycling is hauled to the Boulder County Recycling facility at 1901 63'4 St, Boulder.

Contaminated Recycle : Residents are responsible for proper sorting and preparing of material. To protect our recycling load, we cannot accept material inside recycle containers that is contaminated. Acceptable material is determined by the Boulder County Recycling Center and Ecocycle.

3.4 Organic Material

Collection of Organics will be on the same day as trash services.

Compost is hauled to the Western Disposal Services Compost Facility at 5880 Butte Mill Rd, Boulder.

3.5 Hours and Days of Operation

Collections will occur between the hours of 8:00 AM to 7:00 PM on Mondays & Tuesdays. Saturday and Sunday collections will only occur as permitted by the Town of Lyons or per Section 3.6 Holiday Schedules.

One Way Inc reserves the right to change collection days no later than 30 days prior to start in services for the Town of Lyons given the contract is approved.

Inclement Weather

Servicing many mountain communities, One Way is no stranger to snow and ice covered roads. In the event of snow and ice our operators will chain up to ensure that routes are completed to the absolute best of their abilities. If weather prohibits the company's ability to safely proceed with the scheduled route, the town will be notified of a delay in the schedule and when collection is to be rescheduled.

3.6 Holiday Schedules

No routes will be run on Labor Day, Memorial Day, Independence Day, Thanksgiving Day, Christmas Day, or New Year's Day. On these holidays and the subsequent days of that week routes will be completed one day late. Friday routes will be run on Saturday.

3.7 Curbside Service

Collections will be at the street, curbside and alleys where applicable. Customers requesting 'driveway' services will need to pay for said service independently.

Unlike most standardized trash haulers, One Way does not use automated systems. To proficiently manually empty containers we dispatch two to three employees per route truck. This allows us the unique opportunity to return the container to the resident's garage area. Removing containers from the street keeps neighborhoods clean and clear of clutter.

Return service is limited to driveways no more than two traditional cars in length.

3.8 Customer Service

Customer service will be available Monday through Friday 8:00 a.m. to 4:00 p.m. to assist customers with their service. Office staff is trained to assist with trash/recycle/compost questions, service increases and service reductions, service suspensions, special collections, opt outs, and various other service inquiries.

Restricted Items / Policies

Restricted Items list is available and can be sent by hauler to customer base. One Way will request that the Town of Lyons posts said policies and procedures on town utilities website along with a posting at town hall to increase the effectiveness. One Way strives to haul clean recycling/compost as well as meet the landfill regulations and would like to eliminate as many errors as possible.

3.9 Trucks and Equipment

One Way operates single axle equipment. These trucks are smaller and have a lower weight limit than standard trash trucks. This means less wear and tear on neighborhood roads. This also means less equipment capacity.

We have GPS units for monitoring services.

One Way logos are on all of our trucks

Our staff will have company uniforms

We would welcome visitors from the Town of Lyons at any time.

3.10 Use of Subcontractors

No subcontractors will be used.

3.11 Public Information Meetings

One Way will gladly send a representative to any public meetings that the Town of Lyons will be having.

3.12 Term of Contract and Cost Escalation

We understand the contract is for seven years with three one-year extensions possible.

Cost escalations will be on an annual basis utilizing the Denver/Boulder/Greeley All Urban CPI for the 6 month period preceding the rate increase date.

3.13 Additional Services

At this time we are not proposing any other recommendation for increasing its diversion rate from landfills. We would be glad to work with the Town of Lyons to address ideas to increase diversion.

4.0 Qualifications of Contractor

1. Satisfactory evidence that the contractor possesses not less than 5 years of experience providing trash and/or recycling collection services in the Front Range.

One Way has been in business since November 1993, originating in the Town of Lyons. For the last 26 years, we have provided Lyons with quality services and garnered a strong customer base. We strongly hope to continue servicing the area. Our business model is to exceed expectations and offer personalized services from drivers going that extra mile for a disabled customer or administration routing a special pickup for special scenarios. Our customers understand that one size does not fit all and appreciate the personal touch that each one of our employees brings to the company.

2. Evidence of good standing in the State of Colorado.

See Attachment B: Certificate of good standing attached

3. Copy of latest available financial statement.

See Attachment C: 2018 Tax Return(Confidential)

4. Principal officers, and responsible administrators

Philip Mahoney, PhD. – Owner/Founder – Started company in 1993 in Lyons, CO and has expanded throughout Boulder County. Mr Mahoney continues to take part in daily operations presently.

Carolann Mahoney – Board President – Wife of Mr Mahoney. Has continued to work alongside Mr Mahoney since 1993 on an administrative level. Mr & Mrs Mahoney currently reside in Lyons.

Allison Westfall – Director of Operations – 7 Years' experience with the company working administration as well as operations, accounting, scheduling, & (but not limited to) customer service. Allison was a previous resident as well as having a 12 year old daughter who attended Lyons Elementary since 1st grade and now attends Lyons Middle/Senior.

5. Additional info.

Training: All employees operating equipment are required to hold a Commercial Driver's License. Trainees undergo training on safe operation of equipment and approved execution of routes by our route manager. Drivers remain under constant supervision until they can demonstrate the ability to safely maintain and operate equipment while completing routes in a timely fashion. One Way Inc complies with all CDOT and FMCSA rules/regulations to ensure we are compliant and safe as we conduct business in various neighborhoods

6. References

LIBERTY RANCH
C/O FOSTER MANAGEMENT
KEVIN LUCAS
700 KEN PRATT BLVD STE 111
LONGMONT CO 80501
KEVIN@FOSTERMGMT.NET
(303)532 4148

ECOCYCLE
RODGER KEEP
P.O. BOX 19006
BOULDER CO 80308
RODGER@ECOCYCLE.ORG
(303)961 8337

MARGIL FARMS II HOA
JOE DOLLARHIDE
1719 9TH ST
GREELEY CO 80631
JDOLLARHIDE@DOLLARHIDEPM.COM
(970)590 7032

6.1 Monthly Billing Data Reporting

Town of Lyons bills: Monthly invoices will be submitted to the Town of Lyons at the beginning of each month. Service is billed one month in advance. One Way begins service as a courtesy, but expects payment in full within 30 days. If past due balances remain unpaid, One Way holds the right to interrupt service and an interruption fee will be assessed. Delinquent accounts will be charged an interest fee and may be turned over to a third-party collection agency.

Town billed for Individuals: Individual invoices will be submitted to residents. Service is billed three months in advance. We begin service as a courtesy, but expect payment in full within 15 days. If payment is not received within the grace period and rebilling is necessary, your account will be charged a rebilling fee. If payment is not received service will be interrupted and an interruption fee will be assessed to the account. Delinquent accounts will be charged an interest fee and may be turned over to a third-party collection agency.

6.2 Annual Reporting of Material Collected, Distributed of Cart Sizes and Other Information

We currently are a part of the Boulder County reporting system, uploading our information via ReTrac. Using this along with any other reporting the Town of Lyons may require will be no problem.

Attachment A. Responder's Certification Attached

Attachment B. Article of Good standing

Attachment C: 2018 Tax Return