

ARLINGTON COUNTY, VIRGINIA  
OFFICE OF THE PURCHASING AGENT  
2100 CLARENDON BOULEVARD, SUITE 500  
ARLINGTON, VIRGINIA 22201

NOTICE OF AWARD OF CONTRACT

TO:	DATE ISSUED:	December 15, 2016
EnviroSolutions, Inc.	CURRENT CONTRACT NO:	17-038-ITB-LW
9650 Hawkins Drive	CONTRACT TITLE:	DES – Refuse and Recycling Collection from County Facilities
Manassas, VA 20109	PRIOR CONTRACT NO:	

**THIS IS A NOTICE OF AWARD OF CONTRACT AND NOT AN ORDER. NO WORK IS AUTHORIZED UNTIL THE  
VENDOR RECEIVES A VALID COUNTY PURCHASE ORDER ENCUMBERING CONTRACT FUNDS.**

Your firm is awarded the above referenced contract. The contract term covered by this Notice of Award is effective January 1, 2017 and expires on December 31, 2021. The contract may be renewed for three (3) additional 1-year periods until December 31, 2024.

The contract documents consist of the terms and conditions of Invitation to Bid No. 17-038-ITB-LW including any exhibits, attachments or amendments thereto.

CONTRACT PRICING:

- 1) REFER TO CONTRACTOR'S BID FORM
- 2) PRICES FIRM THROUGH DECEMBER 31, 2017. POSSIBLE PRICE ADJUSTMENTS THEREAFTER BASED ON JULY CPI-U IN ACCORDANCE WITH THE FORMULA SPECIFIED IN THE ITB

ATTACHMENTS:


- 1) CONTRACTOR'S BID FORM FOR ITB No. 17-038-ITB-LW

EMPLOYEES NOT TO BENEFIT:

NO COUNTY EMPLOYEE SHALL RECEIVE ANY SHARE OR BENEFIT OF THIS CONTRACT NOT AVAILABLE TO THE GENERAL PUBLIC.

VENDOR CONTACT: <u>Michelle John-Green</u>	TELEPHONE NO.:	<u>703-846-0127</u>
	EMAIL ADDRESS:	<u>mjohn@esiwaste.com</u>
COUNTY CONTACT: <u>Kate Consroe</u>	TELEPHONE NO.:	<u>703-228-6491</u>
	EMAIL ADDRESS:	<u>kconsroe@arlingtonva.us</u>

CONTRACT AUTHORIZATION

  
\_\_\_\_\_  
Krystyna Hepler, CPPB  
Assistant Purchasing Agent

12/15/2016  
Date

DISTRIBUTION

VENDOR: 1  
BID FOLDER: 2

ARLINGTON COUNTY, VIRGINIA  
OFFICE OF THE PURCHASING AGENT

INVITATION TO BID NO. 17-038-ITB-LW

BID FORM

SUBMIT TWO (2) FULLY-COMPLETED AND SIGNED BID FORMS TO THE OFFICE OF THE BID CLERK, SUITE 511, 2100 CLARENDON BLVD., ARLINGTON, VIRGINIA, 22201 (ONE FORM SHALL CONTAIN AN ORIGINAL LONGHAND SIGNATURE; THE OTHER SHALL BE A PHOTOCOPY OF THE SIGNED ORIGINAL)

BIDS WILL BE OPENED AT 3:00 P.M., ON OCTOBER 20, 2016

FOR PROVIDING SOLID WASTE AND RECYCLING COLLECTION SERVICES FROM ARLINGTON COUNTY AND ARLINGTON COUNTY PUBLIC SCHOOLS PER THE TERMS, CONDITIONS AND SPECIFICATIONS OF THIS SOLICITATION:

PLEASE COMPLETE THE PRICING SHEET PROVIDED WITH THE BID DOCUMENTS AS ATTACHMENT I TO ITB NO. 17-038-ITB-LW AND SUBMIT IT WITH YOUR BID.

FAILURE TO SUBMIT THE PRICING SHEET WITH THE BID WILL DEEM THE BIDDER NONRESPONSIVE.

The undersigned understands and acknowledges the following:

The official, true, and complete copy of the solicitation documents, WHICH SHALL INCLUDE ALL ADDENDA THERETO, is the electronic copy of the solicitation documents provided at the County Purchasing Agent's website (<http://www.arlingtonva.us/purchasing>).

Each bidder is responsible for determining the accuracy and completeness of ALL solicitation documents they receive, including documents obtained from the County, and documents obtained from all other sources.

TRADE SECRETS OR PROPRIETARY INFORMATION:

Trade secrets or proprietary information submitted by a bidder in connection with a procurement transaction shall not be subject to public disclosure under the Virginia Freedom of Information Act. However, Section 4-111 of the Arlington County Purchasing Resolution states that the bidder must invoke the protection of this section prior to or upon submission of the data or other materials, and must identify the data or other materials to be protected and state the reasons why protection is necessary.

BIDDER NAME: EnviroSolutions, Inc.

Please mark one:

- No, the bid I have submitted does not contain any trade secrets and/or proprietary information.
- Yes, the bid I have submitted does contain trade secrets and/or proprietary information.

If Yes, you must clearly identify below the exact data or other materials to be protected and list all applicable page numbers of the bid containing such data or materials:

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State the specific reason(s) why protection is necessary:

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If you fail to identify the data or other materials to be protected and state the reasons why protection is necessary in the space provided above, you will not have invoked the protection of Section 4-111 of the Purchasing Resolution. Accordingly, effective upon the award of contract, the bid will be open for public inspection consistent with applicable law.

CERTIFICATION OF NON-COLLUSION: The undersigned certifies that this bid is not the result of, or affected by, any act of collusion with another person (as defined in the Code of Virginia § 59.1-68.6 et seq.), engaged in the same line of business or commerce; or any act of fraud punishable under the Virginia Governmental Frauds Act (Code of Virginia § 18.2-498.1 et seq.).

**CONTACT PERSON AND MAILING ADDRESS FOR DELIVERY OF NOTICES**

Provide the name and address of the person designated by the Bidder to receive notices and other communications (Refer to section headed Notices in the Contract Terms and Conditions of this solicitation for further details):

NAME: Michelle John-Green

ADDRESS: 9650 Hawkins Drive  
Manassas, VA 20109

E-MAIL: mjohn@esiwaste.com

THE PROPER LEGAL NAME OF THE FIRM OR ENTITY SUBMITTING THIS BID MUST BE WRITTEN IN THE SPACE PROVIDED BELOW. THIS BID FORM, AND ALL OTHER DOCUMENTS REQUIRED BY THE INVITATION TO BID TO BE SUBMITTED WITH THIS BID FORM, INCLUDING, BUT NOT LIMITED TO ALL ISSUED ADDENDA, MUST BE FULLY AND ACCURATELY COMPLETED AND SIGNED BELOW BY A PERSON AUTHORIZED TO LEGALLY BIND THE BIDDER, OR THE BID MAY BE REJECTED:

AUTHORIZED SIGNATURE: 

PRINT NAME AND TITLE: Chris Hudnet / VP of Sales

INDICATE THE NAME AND CONTACT INFORMATION OF THE PERSON WHO CAN RESPOND AUTHORITATIVELY TO ANY QUESTIONS REGARDING THIS BID AND THE CONTRACT, IF AWARDED (I.E. PROJECT MANAGER):

NAME (PRINTED): Michelle John-Green TITLE: Government Accounts Manager

E-MAIL ADDRESS: mjohn@esiwaste.com TEL. NO.: 703-846-0127

SUBMITTED BY: (LEGAL NAME OF ENTITY) <b>EnviroSolutions, Inc.</b>	
ADDRESS: <b>9650 Hawkins Drive</b>	
CITY/STATE/ZIP: <b>Manassas, VA 20109</b>	
TELEPHONE NO: <b>703-633-3000</b>	FACSIMILE NO.: <b>703-560-8902</b>
THIS FIRM IS A: • INSERT NAME OF STATE <u>Virginia</u> <input checked="" type="checkbox"/> CORPORATION, ___ GENERAL PARTNERSHIP, ___ LIMITED PARTNERSHIP, ___ UNINCORPORATED ASSOCIATION, ___ LIMITED LIABILITY COMPANY, ___ SOLE PROPRIETORSHIP	
IS FIRM AUTHORIZED TO TRANSACT BUSINESS IN THE COMMONWEALTH OF VA?	<b>YES</b>
IDENTIFICATION NO. ISSUED TO THE FIRM BY THE SCC:	<b>F157860-0</b>
ANY BIDDER EXEMPT FROM SCC AUTHORIZATION REQUIREMENT SHALL INCLUDE A STATEMENT WITH ITS BID WHY THEY ARE NOT REQUIRED TO BE SO AUTHORIZED	
IS YOUR FIRM OR ANY OF ITS PRINCIPALS CURRENTLY DEBARRED FROM SUBMITTING BIDS TO ARLINGTON COUNTY, VIRGINIA, OR ANY OTHER STATE OR POLITICAL SUBDIVISION?	<b>NO</b>
BIDDER STATUS:	MINORITY OWNED: <input type="checkbox"/> WOMAN OWNED: <input type="checkbox"/> NEITHER: <input checked="" type="checkbox"/>

METROPOLITAN WASHINGTON COUNCIL OF GOVERNMENTS (COG)  
RIDER CLAUSE

PERTAINING TO THE USE OF CONTRACT(S) BY MEMBERS OF THE METROPOLITAN WASHINGTON COUNCIL  
OF GOVERNMENTS PURCHASING OFFICERS' COMMITTEE

- A. If authorized by the bidder(s), resultant contract(s) will be extended to any or all of the listed members as designated by the bidder to purchase at contract prices in accordance with contract terms.
- B. Any member utilizing such contract(s) will place its own order(s) directly with the successful contractor. There shall be no obligation on the part of any participating member to utilize the contract(s).
- C. A negative reply will not adversely affect consideration of a bidder's bid/proposal.
- D. It is the awarded vendor's responsibility to notify the members shown below of the availability of the Contract(s).
- E. Each participating jurisdiction has the option of executing a separate contract with the awardee. Contracts entered into with a participating jurisdiction may contain general terms and conditions unique to that jurisdiction including, by way of illustration and not limitation, clauses covering minority participation, non-discrimination, indemnification, naming the jurisdiction as an additional insured under any required Comprehensive General Liability policies, and venue. If, when preparing such a contract, the general terms and conditions of a jurisdiction are unacceptable to the awardee, the awardee may withdraw its extension of the award to that jurisdiction.
- F. The issuing jurisdiction shall not be held liable for any costs or damages incurred by another jurisdiction as a result of any award extended to that jurisdiction by the awardee.

*Continued on next page*

BIDDER'S AUTHORIZATION TO EXTEND CONTRACT:

YES/NO JURISDICTION

- Alexandria, Virginia
- Alexandria Public Schools
- Alexandria Sanitation Authority
- Arlington County, Virginia
- Arlington County Public Schools
- Bladensburg, Maryland
- Bowie, Maryland
- Charles County Public Schools
- College Park, Maryland
- Culpeper County, Virginia
- District of Columbia
- District of Columbia Courts
- District of Columbia Public Schools
- District of Columbia Water and Sewer Authority
- Fairfax, Virginia
- Fairfax County, Virginia
- Fairfax County Water Authority
- Falls Church, Virginia
- Fauquier County Schools and Government, Virginia
- Frederick, Maryland
- Frederick County, Maryland
- Gaithersburg, Maryland
- Greenbelt, Maryland
- Herndon, Virginia
- Leesburg, Virginia
- Loudoun County, Virginia
- Loudoun County Public Schools
- Loudoun County Sanitation Authority
- Manassas, Virginia
- City of Manassas Public Schools
- Manassas Park, Virginia
- Maryland-National Capital Park and Planning Commission

YES/NO JURISDICTION

- Metropolitan Washington Airports Authority
- Metropolitan Washington Council of Governments
- Montgomery College
- Montgomery County, Maryland
- Montgomery County Public Schools
- OmniRide
- Prince George's County, Maryland
- Prince George's Public Schools
- Prince William County, Virginia
- Prince William County Public Schools
- Prince William County Service Authority
- Rockville, Maryland
- Spotsylvania County Schools
- Stafford County, Virginia
- Takoma Park, Maryland
- Upper Occoquan Sewage Authority
- Vienna, Virginia
- Virginia Railway Express
- Washington Metropolitan Area Transit Authority
- Washington Suburban Sanitary Commission
- Winchester, Virginia
- Winchester Public Schools

BIDDER'S LEGAL NAME:

EnviroSolutions, Inc.

DATE OF BID: 10/25/2016

**ITB No. 17-038-ITB - ATTACHMENT I - BID FORM**

**PRICING SHEET**

**PROVISION OF RECYCLING AND SOLID WASTE COLLECTION SERVICES FOR  
ARLINGTON COUNTY GOVERNMENT AND ARLINGTON PUBLIC SCHOOLS FACILITIES**

PLEASE PROVIDE PRICES IN ALL CELLS HIGHLIGHTED IN BLUE. BIDDERS SHALL INCLUDE A BID PRICE FOR ALL ITEMS. FAILURE

*Quantities included on the Pricing Sheet are estimated. The County does not guarantee a minimum or a maximum amount of work under this Contract.*

**ARLINGTON COUNTY GOVERNMENT FACILITIES**

**Section 1: Refuse Collection**

Container Size	Number of Containers	Cost per Pull	Total No. of Pickups per Year	Total Cost
32 Gallon (est.)	10	\$ 4.14	520	\$ 2,152.80
64 Gallon (est.)	10	\$ 4.37	520	\$ 2,272.40
96 Gallon	24	\$ 4.82	1404	\$ 6,767.28
2 CY	3	\$ 17.05	156	\$ 2,659.80
4 CY	21	\$ 17.05	1664	\$ 28,371.20
6 CY	9	\$ 17.05	520	\$ 8,866.00
8 CY	10	\$ 17.05	884	\$ 15,072.20

**Subtotal Section 1:           \$       66,161.68**

**Section 2: Single-Stream Recyclables Collection**

Container Size	Number of Containers	Cost per Pull	Total No. of Pickups per Year	Total Cost
32 Gallon (est.)	10	\$ 3.99	520	\$ 2,074.80
64 Gallon (est.)	10	\$ 4.07	520	\$ 2,116.40
96 Gallon	40	\$ 4.23	2392	\$ 10,118.16
2 CY	4	\$ 16.43	260	\$ 4,271.80
4 CY	21	\$ 16.43	1092	\$ 17,941.56
6 CY	6	\$ 16.43	312	\$ 5,126.16
8 CY	8	\$ 16.43	520	\$ 8,543.60

**Subtotal Section 2:           \$       50,192.48**

**Section 3: Source-Separated Organics Collection**

**3a. Arlington County Justice Center**

Container Size	Number of Containers	Cost per Pull	Total No. of Pickups per Year	Total Cost
32 Gallon	25	\$ 4.14	3900	\$ 16,146.00

**Subtotal Section 3a:         \$       16,146.00**

**3b. Other County Facilities**

Container Size	Number of Containers	Cost per Pull	Total No. of Pickups per Year	Total Cost
32 Gallon	10	\$ 4.14	520	\$ 2,152.80
64 Gallon	15	\$ 4.37	780	\$ 3,408.60

**Subtotal Section 3b:** \$ 5,561.40

**Section 4: Open Top Roll-Off Container Collections**

Container Size	Service	Est. No. of Pickups per Year	Cost per Pull	Total Cost
20 CY	Refuse	1	\$ 194.99	\$ 194.99
30 CY	Refuse	1	\$ 194.99	\$ 194.99
20 CY	Single-Stream Recyclables	1	\$ 194.99	\$ 194.99
30 CY	Single-Stream Recyclables	1	\$ 194.99	\$ 194.99

**Subtotal Section 4:** \$ 779.96

**Section 5: Self-Contained Compaction Units**

Container Size	Service	Number of Containers	Cost per Pull	Est. No. of Pickups per Year	Total Cost
20 CY	Refuse	1	\$ 194.99	1	\$ 194.99
34 CY	Refuse	1	\$ 194.99	1	\$ 194.99
20 CY	Single-Stream Recyclables	1	\$ 194.99	1	\$ 194.99
34 CY	Single-Stream Recyclables	1	\$ 194.99	20	\$ 3,899.80

**Subtotal Section 5:** \$ 4,484.77

**ARLINGTON COUNTY GOVERNMENT TOTAL (SECTIONS 1-5) \$143,326.29**

**ARLINGTON PUBLIC SCHOOLS**

**Section 1: Refuse Collection**

Container Size	Number of Containers	Cost per Pull	Total No. of Pickups per Year	Total Cost
32 Gallon (est.)	10	\$ 4.140	520	\$ 2,152.80
64 Gallon (est.)	10	\$ 4.370	520	\$ 2,272.40
96 Gallon (est.)	10	\$ 4.820	520	\$ 2,506.40
2 CY	1	\$ 17.050	52	\$ 886.60
4 CY	3	\$ 17.050	364	\$ 6,206.20
6 CY	9	\$ 17.050	2288	\$ 39,010.40
8 CY	41	\$ 17.050	7384	\$ 125,897.20

**Subtotal Section 1:** \$ 178,932.00



**ITB No. 17-038-ITB - ATTACHMENT I - BID FORM**

**Section 2: Single-Stream Recyclables Collection**

Container Size	Number of Containers	Cost per Pull	Total No. of Pickups per Year	Total Cost
32 Gallon (est.)	10	\$ 3.990	520	\$ 2,074.80
64 Gallon (est.)	10	\$ 4.070	520	\$ 2,116.40
96 Gallon	103	\$ 4.230	5356	\$ 22,655.88
2 CY	1	\$ 16.430	52	\$ 854.36
4 CY	24	\$ 16.430	1248	\$ 20,504.64
6 CY	11	\$ 16.430	676	\$ 11,106.68
8 CY	5	\$ 16.430	312	\$ 5,126.16

**Subtotal Section 2:**      \$ 64,438.92

**Section 3: Source-Separated Organics Collection**

Container Size	Number of Containers	Cost per Pull	Total No. of Pickups per Year	Total Cost
32 Gallon	25	\$ 4.14	2600	\$ 10,764.00
64 Gallon	60	\$ 4.37	6240	\$ 27,268.80

**Subtotal Section 3:**      \$ 38,032.80

**Section 4: Open Top Roll-Off Container Collections**

Container Size	Service	Total No. of Pickups per Year	Cost per Pull	Total Cost
20 CY	Refuse	1	\$ 194.99	\$ 194.99
30 CY	Refuse	1	\$ 194.99	\$ 194.99
20 CY	Construction and Demolition Debris	10	\$ 417.00	\$ 4,170.00
30 CY	Construction and Demolition Debris	10	\$ 417.00	\$ 4,170.00
20 CY	Single-Stream Recyclables	1	\$ 194.99	\$ 194.99
30 CY	Single-Stream Recyclables	1	\$ 194.99	\$ 194.99

**Subtotal Section 4:**      \$ 9,119.96

**Section 5: Self-Contained Compaction Units**

Container Size	Service	Number of Containers	Cost per Pull	Est. No. of Pickups per Year	Total Cost
20 CY	Refuse	1	\$ 194.99	52	\$ 10,139.48
34 CY	Refuse	1	\$ 194.99	1	\$ 194.99
20 CY	Single-Stream Recyclables	1	\$ 194.99	1	\$ 194.99
34 CY	Single-Stream Recyclables	1	\$ 194.99	1	\$ 194.99

**Subtotal Section 5:**      \$ 10,724.45

**ARLINGTON PUBLIC SCHOOLS TOTAL (SECTIONS 1-5)      \$301,248.13**

**BID TOTAL (ACG and APS)      \$444,574.42**