

## **Attachment 1 – Hauling & Disposal Combined Cost Analysis**

July 27, 2016

Note to Reader:

The following five tables present pricing information from the City of Greensboro's recent RFP #2016-10419 for Municipal Solid Waste Hauling Services and GePS Event #8214 for Municipal Solid Waste Disposal Services. Hauling proposals were initially received May 6, 2016 from Atomic Transport, LLC, Stafford Transport of North Carolina doing business as Custom Ecology, Inc. (CEI) and Hilco Transport, Inc. Following initial review, the City shortlisted the hauling proposers to CEI and Hilco and revised per-mile pricing was requested based on City-provided routes to area landfills. CEI and Hilco provided the revised pricing on June 8, 2016. Disposal proposals were received July 12, 2016 from Republic Services of North Carolina, LLC, Waste Connections of North Carolina, Inc., and Waste Management of the Carolinas, Inc. Following is a summary of the content of the tables:

Table 1 – Round trip mileage to area landfills based on City-approved routes

Table 2 – Hauling prices from revised Price Form 1 of the Hauling proposals as received June 8, 2016

Table 3 – Estimated per-ton hauling costs to each landfill based on assumed 23.5 tons per load

Table 4 – Disposal fee from Price Form 1 of the Disposal proposals received July 12, 2016

Table 5 – Estimated per-ton total (hauling and disposal costs combined) to each landfill based on assumed 23.5 tons per load

The hauling and disposal proposals remain under review at this time.

<b>Table 1 - City Approved Round Trip Truck Miles per Landfill Option</b>		
	<b>Truck Miles (Round-Trip)</b>	
	<b>HILCO TRANSPORT, INC.</b>	<b>CUSTOM ECOLOGY, INC.</b>
Uwharrie Environmental Landfill	138.2	138.2
Anson County Landfill	220.0	220.0
Sampson County Landfill	256.0	256.0
Charlotte Motor Speedway Landfill	166.4	166.4
Randolph County Landfill	80.4	80.4
Upper Piedmont Regional Landfill	160.0	160.0
Note: The data presented in this table was taken from Price Form 1 of each hauling proposal and does not address any clarifications, exceptions, or alternates, if any, offered by the proposer. Information reflects the revised city approved routes and Hilco's and CEI's revised pricing information submitted on 06/08/2016.		

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Table 2 - Service Fee from Price Form 1 (Revised 06/08/2016)		
	\$/Mile (Round-Trip Mile)	
	HILCO TRANSPORT, INC.	CUSTOM ECOLOGY, INC.
<b>50 - 100 Miles</b>		
<b>Annual Tonnage</b>	<b>130 cu. yd. trailer</b>	<b>125 cu. yd. trailer</b>
60,000 - 100,000	2.679	2.148
100,001 - 150,000	2.586	2.148
150,001 - 200,000	2.544	2.148
200,001 - 250,000	2.504	2.148
<b>101 - 150 Miles</b>		
<b>Annual Tonnage</b>	<b>130 cu. yd. trailer</b>	<b>125 cu. yd. trailer</b>
60,000 - 100,000	1.888	1.628
100,001 - 150,000	1.828	1.628
150,001 - 200,000	1.813	1.628
200,001 - 250,000	1.769	1.628
<b>151 - 200 Miles</b>		
<b>Annual Tonnage</b>	<b>130 cu. yd. trailer</b>	<b>125 cu. yd. trailer</b>
60,000 - 100,000	1.839	1.990
100,001 - 150,000	1.820	1.990
150,001 - 200,000	1.791	1.990
200,001 - 250,000	1.754	1.990
<b>Over 200 Miles</b>		
<b>Annual Tonnage</b>	<b>130 cu. yd. trailer</b>	<b>125 cu. yd. trailer</b>
60,000 - 100,000	1.833	1.980
100,001 - 150,000	1.796	1.980
150,001 - 200,000	1.758	1.980
200,001 - 250,000	1.744	1.980
Note: The data presented in this table was taken from Price Form 1 of each hauling proposal and does not address any clarifications, exceptions, or alternates, if any, offered by the proposer. Information reflects the revised city approved routes and Hilco's and CEI's revised pricing information submitted on 06/08/2016.		

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Table 3 - Price per Ton Hauling Estimates (Revised 06/08/2016)					
Randolph County Landfill			Charlotte Motor Speedway Landfill		
Annual Tonnage	Hilco (\$/Ton)	CEI (\$/Ton)	Annual Tonnage	Hilco (\$/Ton)	CEI (\$/Ton)
60,000 - 100,000	9.166	7.349	60,000 - 100,000	13.022	14.091
100,001 - 150,000	8.847	7.349	100,001 - 150,000	12.887	14.091
150,001 - 200,000	8.704	7.349	150,001 - 200,000	12.682	14.091
200,001 - 250,000	8.567	7.349	200,001 - 250,000	12.420	14.091
Uwharrie Environmental Landfill			Anson County Landfill		
Annual Tonnage	Hilco (\$/Ton)	CEI (\$/Ton)	Annual Tonnage	Hilco (\$/Ton)	CEI (\$/Ton)
60,000 - 100,000	11.103	9.574	60,000 - 100,000	17.160	18.536
100,001 - 150,000	10.750	9.574	100,001 - 150,000	16.814	18.536
150,001 - 200,000	10.662	9.574	150,001 - 200,000	16.458	18.536
200,001 - 250,000	10.403	9.574	200,001 - 250,000	16.327	18.536
Upper Piedmont Regional Landfill			Sampson County Landfill		
Annual Tonnage	Hilco (\$/Ton)	CEI (\$/Ton)	Annual Tonnage	Hilco (\$/Ton)	CEI (\$/Ton)
60,000 - 100,000	12.521	13.549	60,000 - 100,000	19.968	21.569
100,001 - 150,000	12.391	13.549	100,001 - 150,000	19.565	21.569
150,001 - 200,000	12.194	13.549	150,001 - 200,000	19.151	21.569
200,001 - 250,000	11.942	13.549	200,001 - 250,000	18.998	21.569
<p>Note: The data presented in this table was taken from Price Form 1 of each hauling proposal and does not address any clarifications, exceptions, or alternates, if any, offered by the proposer.</p> <p>Information reflects the revised city approved routes and Hilco's and CEI's revised pricing information submitted on 06/08/2016.</p> <p>The per ton price is found by dividing the product of the round trip truck miles and the \$/mile rate by the assumed value of 23.5 tons per load.</p>					

Table 4 - Disposal Fee from Price Form 1			
	\$/ton (2016)		
	Waste Management	Republic Waste	Waste Connection
Annual Tonnage			
60,000 - 100,000	19.50	21.00	24.50
100,001 - 150,000	17.88	21.00	24.50
150,001 - 200,000	17.88	21.00	19.00
200,001 - 250,000	17.88	21.00	15.00
<p>Note: The data presented in this table was taken from Price Form 1 of each disposal proposal received July 12, 2016 and does not address any clarifications, exceptions, or alternates, if any, offered by the proposer.</p>			

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Table 5 - Price per Ton Total Estimates					
Randolph County Landfill (Waste Management)			Charlotte Motor Speedway Landfill		
Annual Tonnage	Hilco (\$/Ton)	CEI (\$/Ton)	Annual Tonnage	Hilco (\$/Ton)	CEI (\$/Ton)
60,000 - 100,000	28.666	26.849	Not submitted for disposal		
100,001 - 150,000	26.727	25.229			
150,001 - 200,000	26.584	25.229			
200,001 - 250,000	26.447	25.229			
Uwharrie Environmental Landfill (Republic Waste)			Anson County Landfill (Waste Connection)		
Annual Tonnage	Hilco (\$/Ton)	CEI (\$/Ton)	Annual Tonnage	Hilco (\$/Ton)	CEI (\$/Ton)
60,000 - 100,000	32.103	30.574	60,000 - 100,000	41.660	43.036
100,001 - 150,000	31.750	30.574	100,001 - 150,000	41.314	43.036
150,001 - 200,000	31.662	30.574	150,001 - 200,000	35.458	37.536
200,001 - 250,000	31.403	30.574	200,001 - 250,000	31.327	33.536
Upper Piedmont Regional Landfill			Sampson County Landfill		
Annual Tonnage	Hilco (\$/Ton)	CEI (\$/Ton)	Annual Tonnage	Hilco (\$/Ton)	CEI (\$/Ton)
Not submitted for disposal			Not submitted for disposal		
Note: The data presented in this table represents the sum of hauling and disposal prices taken from Price Form 1 of each proposal and does not address any clarifications, exceptions, or alternates, if any, offered by the proposer. Information reflects the revised city approved routes and Hilco's and CEI's revised pricing information submitted on 06/08/2016 combined with the disposal pricing received on July 12, 2016.					