

# **Contracting for sustainable materials management, recycling, and solid waste services for schools**

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# Know your haulers cost structure

- Cost to provide containers.
- Cost to pick up and transport.
  - Cost of labor
  - Cost of fuel
  - Wear and tear on vehicle.
- Tip fee
  - Cost per ton or rebate per ton

# What's important to you?

- If it's important to you, put it in your bid specs and your contract.
  - Contractors need to know exactly what they are bidding on.
  - Laying out those expectations ahead of time can avoid a lot of conflict later in a contract.
- Examples
  - Timing of pickup
  - Aesthetics of bins.
  - Destination Facility

# Remember the total system

- How does your hauling contract tie to your indoor collection by the custodians or student volunteers.
- How will stuff from their collection barrels end up in your dumpsters or compactors?





# **CONTRACTING FOR RECYCLING**

**Landfill or WTE**

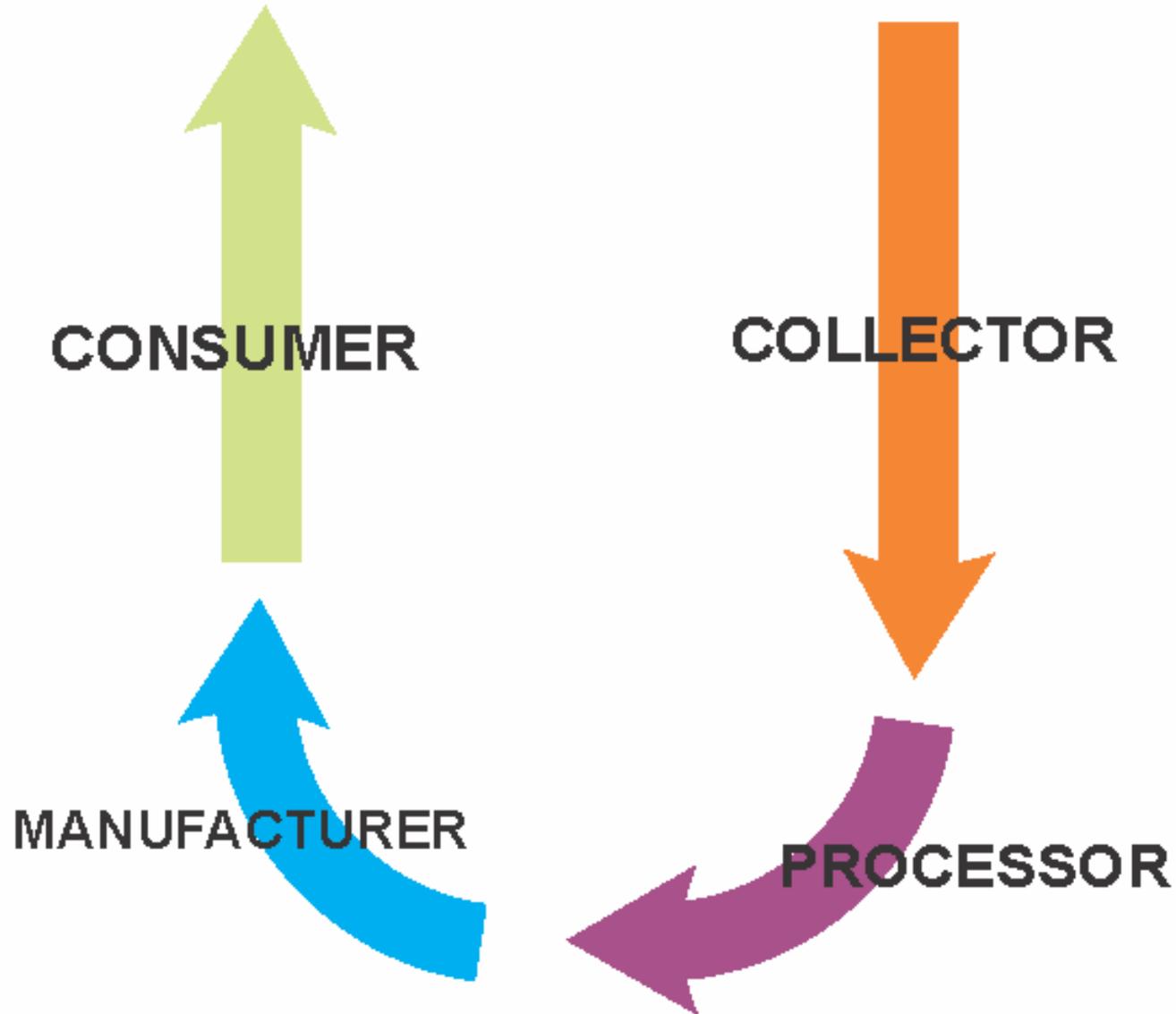
**CONSUMER**

**MANUFACTURER**

**Natural Resources**

**COLLECTOR**

**PROCESSOR**



**Landfill or WTE**

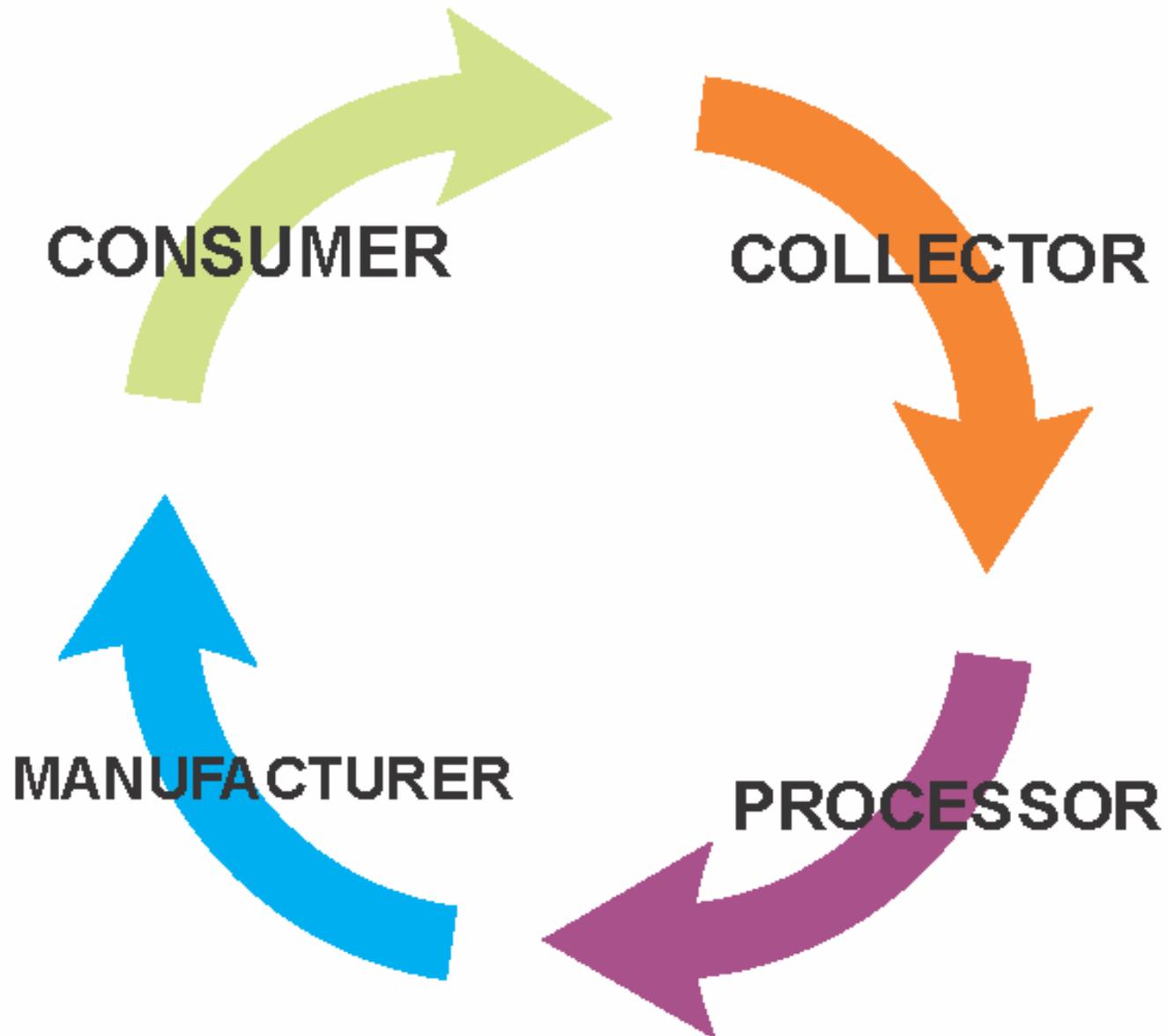
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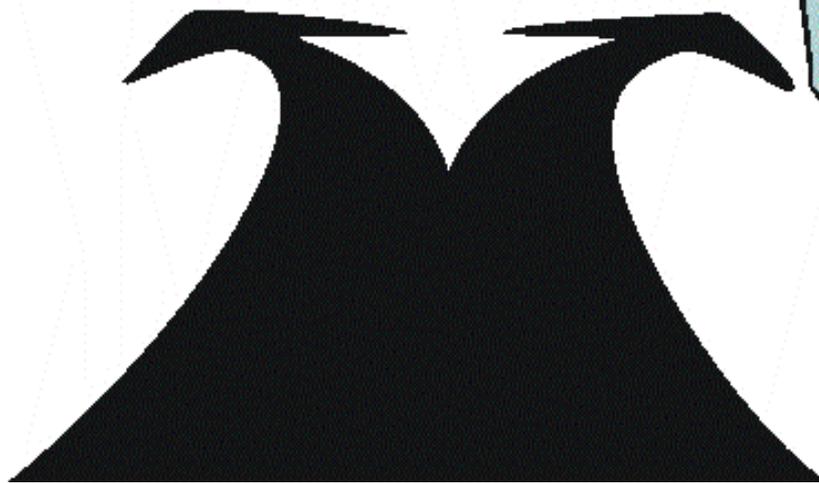
**CONSUMER**

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**PROCESSOR**





# Know what you have

- Recycling is a commodity. Familiarize yourself with ISRI scrap specifications.
- What form? Loose? Compacted? Baled?
- What quantity?
- Seasonal fluctuations.
- How is it aggregated? Centralized in one location or spread out through a school or campus?

# Quantities affect options

- To deal directly with most manufacturing mills, you either need to be close to the mill, or have mill quantities of stuff (a tractor trailer load of baled material).
- Whether or not something is recyclable is largely dependent on whether you can aggregate enough of it to cost effectively get it to the mill.
- If you have less than “mill quantity”, you need to partner with someone else to get your stuff to market.
  - Via a hauler.
  - Via a cooperative arrangement with other schools
  - Via your municipality
  - Via hub and spoke approach (MRFs, Transfer stations, etc.)



# PURCHASING AND MATERIALS MANAGEMENT

# You control what you have to discard

- Unlike municipal trash and recycling, schools have a lot of say about what comes into their facilities via their purchasing.
- Consider disposal costs and issues in purchasing decisions.
- Use purchasing power to get both pickup and delivery of products, not just delivery.

# Backhauling through your vendor

- Waste hauling not the only way to get stuff to market.
- Producer responsibility through procurement, not regulation.
- Their delivery trucks already coming to school or campus frequently. What could they take back with them?
- Producer has a financial incentive to offer service because they can make it up in sales.
- By back-hauling, a supplier can aggregate enough similar material that they may be able to access markets that traditional collections cannot.
- Backhauling via a vendor may reduce the amount of space at the school or campus that you need to aggregate enough stuff to ship to market.

# Waste reduction through procurement

- Buy more durable stuff to avoid the frequency with which you have to throw that stuff away.
  - Avoided disposal cost may cover any higher initial costs for the more durable product.
- Buy repairable products
  - Classroom furniture that bolts not rivets
  - Replace desk tablets or chair cushion without replacing whole unit.
- To the extent that your purchasing power allows, use that power to reduce packaging or other difficult to dispose of materials.