



# County of Fairfax, Virginia

## AMENDMENT

FEB 12 2018

### AMENDMENT NO. 3

CONTRACT TITLE: Recycling Processing for Paper, Cardboard, and Single Stream

CONTRACTOR  
American Recycling  
10220 Residency Road  
Manassas, VA 20110

SUPPLIER CODE  
1000031890

CONTRACT NO.  
4400006733

By mutual agreement, contract 4400006733 is amended as follows:

1. To renew for an additional two years through March 31, 2020.
2. To expand the description on Item No. 8 on the Memorandum of Negotiations as follows:

The 200 hours of outreach support can consist of equivalency dollars at the rate of 200 hours equals \$20,000.00 or \$100.00 per hour. American Recycling Center will spend the funds to buy educational materials, giveaways, or other items that enhance recycling countywide and provide them to the County recycling staff, if requested.

ACCEPTANCE:

BY: \_\_\_\_\_  
(Signature) *J.C. Foy*

\_\_\_\_\_ *PLANT MGR.*  
(Title)

\_\_\_\_\_ *John C. Foy*  
(Printed)

\_\_\_\_\_ *1-26-18*  
(Date)

All other prices, terms, and conditions remain the same.

*for* Patricia Innocente  
Cathy A. Muse, CPPO  
Director/County Purchasing Agent  
DISTRIBUTION

Department of Finance -- Accounts Payable/e  
Solid Waste Management Program -- Linda Boone/e  
Assistant Contract Specialist, Team 2

Contractor -- [jfoy@adsimail.com](mailto:jfoy@adsimail.com)  
Contract Specialist -- Cindy Joy

Department of Procurement and Management  
12000 Government Center Parkway, Suite 427  
Fairfax, VA 22035-0013  
Website: [www.fairfaxcounty.gov/dpmm](http://www.fairfaxcounty.gov/dpmm)  
Phone (703) 324-3201, TTY: 711, Fax: (703) 324-3681



# County of Fairfax, Virginia

## NOTICE OF AWARD

APR 08 2016

**CONTRACT TITLE:** Recycling Processing for Paper, Cardboard, and Single Stream  
**SOLICITATION NUMBER:** RFP 2000001762  
**CONTRACT NUMBERS:** See below  
**NIGP CODE:** 92677  
**CONTRACT PERIOD:** Date of Award through March 31, 2018  
**RENEWALS:** Two (2) two-year renewal options  
**SUPERSEDES:** N/A  
**PRICES:** See Pricing Schedule  
**DELIVERY:** FOB Destination

**CONTRACTOR:**  
American Recycling Center  
10220 Residency Road  
Manassas, VA 20110

**SUPPLIER CODE:**  
1000031890

**CONTRACT NO:**  
4400006733

Contact: Jim Langemeier  
Telephone: (703) 361-0700  
Mobile (571) 364-4878  
E-mail: [jiml@adsimail.com](mailto:jiml@adsimail.com)  
Payment Terms: Net 30 days

**CONTRACTOR:**  
National Paper Recycling of Manassas LLC  
14811 Dumfries Road  
Manassas, VA 20112

**SUPPLIER CODE:**  
1000032782

**CONTRACT NO:**  
4400006734

Contact: Jeff Randazzo  
Telephone: (804) 359-1080  
Mobile: (215) 817-0820  
Fax: (301) 725-7336  
E-mail: [jeff@Nationalpaperrecycling.com](mailto:jeff@Nationalpaperrecycling.com)  
Payment Terms: Net 30

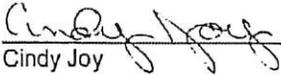
**DPSM CONTACT:** Cindy Joy, Contract Specialist II  
Telephone: (703) 324-3276, TTY: 711  
Fax: (703) 324-3228  
E-mail: [cindy.joy@fairfaxcounty.gov](mailto:cindy.joy@fairfaxcounty.gov)

Department of Purchasing & Supply Management  
12000 Government Center Parkway, Suite 427  
Fairfax, VA 22035-0013  
Website: [www.fairfaxcounty.gov/dpsm](http://www.fairfaxcounty.gov/dpsm)  
Phone (703) 324-3201, TTY: 711, Fax: (703) 324-3228

Notice of Award  
RFP 2000001762  
Page 2

ORDERING INSTRUCTIONS:

Any County Department may enter into FOCUS (Fairfax County Unified Systems) a shopping cart indicating the items required, the quantity, the payment terms and the delivery date. The purchase order must be annotated with the contract number. Requests exceeding the small purchase threshold (\$10k) will be routed to DPSM and a purchase order will be executed.

  
Cindy Joy  
Contract Specialist II

DISTRIBUTION:

Dept. of Finance – Accounts Payable/e  
Solid Waste Management Program – Linda Boone/e  
DPSM, Supplier Diversity – Jason Im/e

Contract Specialist – Cindy Joy  
Asst. Contract Specialist – Team 2

**PRICING SCHEDULE**  
(American Recycling Center)

Item No.	Item Description	Market/Index Price Source	UOM	Cost/Revenue
1	Mixed Paper	PPI Pulp & Paper Week High Side Southeast Region	Per TON	Cost: \$45/Ton Revenue: 85% Rev share
2	Cardboard	PPI Pulp & Paper Week High Side Southeast Region	Per TON	Cost: \$45/Ton Revenue: 85% Rev share
3	Sorted Office Paper (SOP)	PPI Pulp & Paper Week High Side Southeast Region	Per TON	Cost: \$45/Ton Revenue: 85% Rev share
4	Single Stream Collection with Glass	PPI & RecyclingMarkets.net; High Side Southeast Region	Per TON	Cost: \$69/Ton Revenue: 95% Rev share
5	Single Stream Collection without Glass	PPI & RecyclingMarkets.net; High Side Southeast Region	Per TON	Cost: \$57.50/Ton Revenue: 90% Rev share
6	Newsprint	PPI Pulp & Paper Week High Side Southeast Region	Per TON	Cost: \$45/Ton Revenue: 85% Rev share
7	Metal Food Cans	RecyclingMarkets.net; High Side Southeast Region	Per TON	Cost: \$45/Ton Revenue: 85% Rev share
8	Plastic Bottles and Containers	RecyclingMarkets.net; High Side Southeast Region	Per TON	Cost: \$45/Ton Revenue: 85% Rev share
9	Aluminum Cans	RecyclingMarkets.net; High Side Southeast Region	Per TON	Cost: \$45/Ton Revenue: 85% Rev share
10	Glass	RecyclingMarkets.net; High Side Southeast Region	Per TON	Cost: \$45/Ton Revenue: 85% Rev share

**American Recycling Center (ARC) General process/procedures for resolving issues**

**ARC's Issue Resolution Objectives:**

1. The resolution process is not about winning
2. Develop a "Win, Win" Solution for both parties
3. Minimize time wasted and ultimately cost to both parties
4. "Need for Speed" We strive to address and resolve issues within 24 hours from notification

**Operational Issue Resolution:**

1. Call Jim Langemeier at 571-364-4878/ e-mail: [jiml@adsimail.com](mailto:jiml@adsimail.com). Available 24/7
2. The back up to Jim is John Foy at 571-436-2261/ e-mail: [jfoy@adsimail.com](mailto:jfoy@adsimail.com)
3. State the issue in the voice mail or email and if immediate action is required
4. Initial response, call back, to the voice mail confirming receipt will be generated within 1 hour.
5. Discuss issue with all parties involved
6. Determine a clear future acceptable to all parties
7. Implement the agreed upon solution to resolve the issue.

**Financial Issue Resolution:**

1. E-mail an explanation and documents to Jim Langemeier, [jiml@adsimail.com](mailto:jiml@adsimail.com), at ARC. For Accounts Receivable issues CC: Chris Radcliff, [cradcliff@adsimail.com](mailto:cradcliff@adsimail.com), and for Accounts payable issues CC: Andrea Oswald, [aoswald@adsimail.com](mailto:aoswald@adsimail.com).
2. Jim will confirm receipt with 1 hour and proceed to schedule a same day or next day conference call with County staff to discuss and resolve the issue.
3. Determine an acceptable resolution
4. Implement the agreed upon solution

**ADDITIONAL SERVICES:**

- Provide up to 200 hours of free recycling education and outreach support per year.
- Off-hour receipt of loads, up to five loads each day (after closing at 19:00 or 7:00 p.m.)
- Willing to modify the contract terms later, to offer different terms and processing paths for glass.

PRICING SCHEDULE  
(National Paper Recycling of Manassas LLC)

Item No.	Item Description	Market/Index Price Source	UOM
1	Mixed Paper	PPI – Less \$20/ton off of SE Low Mixed Paper (2)	Per TON
2	Cardboard	PPI – Less \$32.50/ton off of SE Low OCC (11)	Per TON
3	Sorted Office Paper (SOP)	PPI – Less \$15/ton off of SE Low SOP (37)	Per TON
6	Newsprint	PPI – Less \$20/ton off of SE Low Mixed Paper (2)	Per TON

**NOTE: No cost to Fairfax County as long as the contamination limit is within 10%.**

**National Paper Recycling of Manassas LLC General process/procedures for resolving issues**

- NPR (National Paper Recycling) will contact Fairfax County within 48 hours of the incident/occurrence excluding holidays and weekends.
- NPR and Fairfax County will try to resolve the matter within a 24 hour period by either a phone call or e-mail.
- Contact information provided below:
  - Main Contact: Jeffrey Pitkow, Sales Associate  
Mobile: 215-817-0820  
Office: 302-325-9998  
E-mail: [jeff@nationalpaperrecycling.com](mailto:jeff@nationalpaperrecycling.com)
  - 2<sup>nd</sup> Contact: Jeff Randazzo, Plant Manager  
Mobile: 804-564-1080  
Office: 804-359-1080  
E-mail: [jeffr@nationalpaperrecycling.com](mailto:jeffr@nationalpaperrecycling.com)
  - 3<sup>rd</sup> Contact: Jon Chase, VP of National Paper Recycling  
Mobile: 515-518-8371  
Office: 856-366-1903  
E-mail: [jon@nationalpaperrecycling.com](mailto:jon@nationalpaperrecycling.com)

**ADDITIONAL SERVICES:**

- Other materials accepted by NPR:
  - Sorted White Ledger .....per PPI Less \$25/ton off of SE Low SWL (40)
  - Used Books .....per PPI Less \$35/ton off of SE Low mixed (2)
- NPR will accept the following at their recycling facility (must be source separated):
  - A. Metal/Light Iron.....per Market price
  - B. Clear Shrink Wrap.....per Market price
  - C. Shredded Office Paper .....This item can be included with SOP
- NPR can offer other Marketing Options if Fairfax County bales their waste paper.
  - A. Broker Mill Direct Paper Shipment on Full Trailer Load lots of baled material with a minimum of 20tons/load. Pricing TBD for the following items below.
    - 1. Cardboard Shipments only
    - 2. Mixed Paper Shipments only
    - 3. SOP Paper Shipments only
  - B. NPR can also either provide a drop trailer or pick up a live load of the above bales which can be placed on the same trailer. These loads would have to go to our recycling facility before being shipped to a mill. Pricing TBD.

4400006733

Listing Of Local Public Bodies

REFERENCE PARAGRAPH 29 OF THE SPECIAL PROVISIONS, "USE OF CONTRACTS BY OTHER PUBLIC BODIES." You may select those public bodies that this contract may be extended to; a "blank" will signify a "NO" response:

	Alexandria Public Schools, VA		Manassas Park, Virginia
	Alexandria Sanitation Authority		Maryland-National Capital Park & Planning Commission
	Alexandria, Virginia		Maryland Transit Administration
	Arlington County, Virginia		Metropolitan Washington Airports Authority
	Arlington Public Schools, Virginia		Metropolitan Washington Council of Governments
	Bladensburg, Maryland		Montgomery College
	Bowie, Maryland		Montgomery County, Maryland
	Charles County Public Schools, MD		Montgomery County Public Schools
	College Park, Maryland		Northern Virginia Community College
	Culpeper County, Virginia		Omni Ride
	District of Columbia		Potomac & Rappahannock Trans. Commission
	District of Columbia Courts		Prince George's County, Maryland
	District of Columbia Public Schools		Prince George's County Public Schools
	DC Water and Sewer Authority		Prince William County, Virginia
	Fairfax County Water Authority		Prince William County Public Schools, VA
X	Fairfax, Virginia (City)		Prince William County Service Authority
X	Falls Church, Virginia		Rockville, Maryland
	Fauquier County Government and Schools, Virginia		Spotsylvania County Schools, Virginia
	Frederick, Maryland		Stafford County, Virginia
	Frederick County Maryland		Takoma Park, Maryland
	Gaithersburg, Maryland		Upper Occoquan Sewage Authority
	Greenbelt, Maryland	X	Vienna, Virginia
X	Herndon, Virginia		Virginia Railway Express
	Leesburg, Virginia		Washington Metropolitan Area Transit Authority
	Loudoun County, Virginia		Washington Suburban Sanitary Commission
	Loudoun County Public Schools		Winchester, Virginia
	Loudoun County Sanitation Authority		Winchester Public Schools
	Manassas, Virginia		
	Manassas City Public Schools, Virginia		

Complete and return this form with your proposal.

American Recycling Center  
Vendor Name



# County of Fairfax, Virginia

To protect and enrich the quality of life for the people, neighborhoods and diverse communities of Fairfax County

APR 08 2016

American Recycling Center  
10220 Residency Road  
Manassas, VA 20110

Attention: Kevin Edwards

Reference: RFP 2000001762, Recycling Processing for Paper, Cardboard, and Single Stream Materials

Dear Mr. Edwards:

## Acceptance Agreement

**Contract Number: 4400006733**

This Acceptance Agreement signifies a contract award to American Recycling Center for the referenced RFP. The period of the contract is from the Date of Award through March 31, 2018, with two (2) additional two-year renewal options.

The contract award shall be in accordance with:

- 1) This Acceptance Agreement; and
- 2) The attached Memorandum of Negotiations.

Please note that this is an order to proceed. Either an authorized individual will contact the contractor or a Purchase Order, which constitutes your notice to proceed, will be issued to your firm. Please provide your Insurance Certificate according to Special Provisions, Section 17, within 10 days after receipt of this letter. All questions in regards to this contract shall be directed to the Contract Specialist, Yong Kim at 703-324-3217 or via e-mail at [yong.kim@fairfaxcounty.gov](mailto:yong.kim@fairfaxcounty.gov).

Sincerely,

Cathy A. Muse, CPPO  
Director/County Purchasing Agent

Department of Purchasing & Supply Management  
12000 Government Center Parkway, Suite 427  
Fairfax, VA 22035-0013

Website: [www.fairfaxcounty.gov/dpsm](http://www.fairfaxcounty.gov/dpsm)  
Phone 703-324-3201, TTY: 711, Fax: 703-324-3228



# County of Fairfax, Virginia

To protect and enrich the quality of life for the people, neighborhoods and diverse communities of Fairfax County

## MEMORANDUM OF NEGOTIATION RFP 2000001762

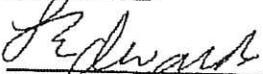
The County of Fairfax (hereinafter called the County) and American Recycling Center (hereinafter called the Contractor) hereby agree to the following in the execution of Contract 4400006733. The final contract contains the following items:

- a. County's Request for Proposal RFP 2000001762 and all Addenda;
- b. Contractor's Technical and Business proposal dated December 2, 2015;
- c. Cover sheet (DPSM32) and Appendix B;
- d. The Memorandum of Negotiations;
- e. Fairfax County request for negotiations letter dated February 29, 2016;
- f. Contractor's response to Fairfax County request for negotiations letter dated March 08, 2016.

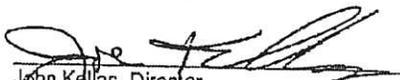
In addition, the County and the Contractor agreed to the following:

1. Single Stream Collection with Glass is changed to a Processing Fee of \$69 per ton and a 95% revenue share.
2. Single Stream Collection without Glass is changed to a Processing Fee of \$57.50 per ton and a 90% revenue share.
3. The back up to Jim Langemeier is John Foy, e-mail: [jfoy@adsimail.com](mailto:jfoy@adsimail.com), cell phone # 671-436-2261.
4. Will extend the Contract to the following public bodies: City of Fairfax, Falls Church, Hemdon, and the Town of Vienna, but must be the primary service provider.
5. Willing to modify the contract terms later, to offer different terms and processing paths for glass.
6. Provide a very short turnaround times for transfer trailers – typically 18 minutes or less.
7. Off-hour receipt of loads, up to five loads each day (after closing at 19:00).
8. Up to 200 hours of free recycling education and outreach support per year.
9. This contract is not exclusive; the Solid Waste Management Program (SWMP) reserves the right to collect and manage its recyclables (including sending them to either contractor or even another market) as it see fit, within the constraints and required noticing required by the contract and County policy.

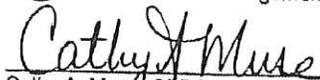
ACCEPTED BY:

  
Kevin Edwards  
American Recycling Center

3-29-16  
Date

  
John Kellas, Director  
DEWES, Solid Waste Management Program

3/29/16  
Date

  
Cathy A. Muse, CPPO  
Director/County Purchasing Agent

4/8/16  
Date



# County of Fairfax, Virginia

## ADDENDUM

DATE: November 20, 2015

### ADDENDUM NO. 4

TO: ALL PROSPECTIVE OFFERORS

REFERENCE: RFP 2000001762

TITLE: Recycling Processing for Paper, Cardboard, and Single Stream Materials

DUE DATE/TIME: December 2, 2015 @ 10:30 a.m. (REVISED)

The following is an answer to a question received via email:

- Q1. Provide the tonnage figures for the recyclables delivered to all entities listed Addendum No. 1 A1?  
 A1. From January 1, 2015 through November 14, 2015, the County has provided the following:

Name	Commodity	Tons	Rate/Ton
American Recycling	Paper	50.77	Revenue to County: \$10 to \$40
	Old Corrugated Cardboard (OCC)	52.49	Revenue to County : \$5 to \$10
	Comingle	622.29	Revenue to County : \$5 to \$10
	Single stream	6,123.96	Revenue to County: \$5 to \$10
	Paper/OCC	61.08	Revenue to County: \$5 to \$10
National Paper Recycling	Paper	642.76	Revenue to County: \$5 to \$50
	OCC	219.82	
	Paper/OCC	62.88	
Waste Management	Paper	999.14	Paid to Vendor: \$5 to \$11.16
	OCC	65.1	
	Comingle	138.1	Paid to Vendor: \$35.06 to \$40.15
	Single stream	7,819.14	
World Recycling	Paper	63.61	Revenue to County: \$0 to \$25
	OCC	42.83	
	Single stream	48.57	\$0
	Paper/OCC	63.71	

All other terms and conditions remain the same.

Yong Kim  
Contract Specialist

THIS ADDENDUM IS ACKNOWLEDGED AND IS CONSIDERED A PART OF THE SUBJECT REQUEST FOR PROPOSAL:

\_\_\_\_\_  
Name of Firm

\_\_\_\_\_  
(Signature)

\_\_\_\_\_  
(Date)

A SIGNED COPY OF THIS ADDENDUM SHOULD BE INCLUDED IN THE PROPOSAL PACKAGE OR RETURNED PRIOR TO DUE DATE/TIME. FAILURE TO DO SO MAY RESULT IN THE REJECTION OF THE PROPOSAL.

NOTE: SIGNATURE ON THIS ADDENDUM DOES NOT SUBSTITUTE FOR YOUR SIGNATURE ON THE ORIGINAL PROPOSAL DOCUMENT. THE ORIGINAL PROPOSAL DOCUMENT MUST BE SIGNED.

Department of Purchasing & Supply Management  
 12000 Government Center Parkway, Suite 427  
 Fairfax, VA 22035-0013  
 Website: [www.fairfaxcounty.gov/dpsm](http://www.fairfaxcounty.gov/dpsm)  
 Phone 703-324-3201, TTY: 711, Fax: 703-324-3228



# County of Fairfax, Virginia

## ADDENDUM

DATE: November 16, 2015

### ADDENDUM NO. 3

TO: ALL PROSPECTIVE OFFERORS  
REFERENCE: RFP 2000001762  
TITLE: Recycling Processing for Paper, Cardboard, and Single Stream Materials  
DUE DATE/TIME: December 2, 2015 @ 10:30 a.m. (REVISED)

The referenced request for proposal is amended as follows:

1. The due date is changed to December 2, 2015 at 10:30 a.m.

All other terms and conditions remain the same.

Yong Kim  
Contract Specialist

**THIS ADDENDUM IS ACKNOWLEDGED AND IS CONSIDERED A PART OF THE SUBJECT REQUEST FOR PROPOSAL:**

\_\_\_\_\_  
Name of Firm

\_\_\_\_\_  
(Signature)

\_\_\_\_\_  
(Date)

**A SIGNED COPY OF THIS ADDENDUM SHOULD BE INCLUDED IN THE PROPOSAL PACKAGE OR RETURNED PRIOR TO DUE DATE/TIME. FAILURE TO DO SO MAY RESULT IN THE REJECTION OF THE PROPOSAL.**

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Department of Purchasing & Supply Management  
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Fairfax, VA 22035-0013  
Website: [www.fairfaxcounty.gov/dpsm](http://www.fairfaxcounty.gov/dpsm)  
Phone 703-324-3201, TTY: 711, Fax: 703-324-3228



# County of Fairfax, Virginia

## ADDENDUM

DATE: November 13, 2015

### ADDENDUM NO. 2

TO: ALL PROSPECTIVE OFFERORS

REFERENCE: RFP 2000001762

TITLE: Recycling Processing for Paper, Cardboard, and Single Stream Materials

DUE DATE/TIME: November 19, 2015 @ 10:30 a.m.

The following are answers to questions received via email:

- Q1. Paragraph 4.2, references recycling for 44,000 households, it is understood that private companies pick up the collections from the households. Will these be consolidated before arriving at the Material Recycling Facility OR will we be receiving the product from the private company truck directly?
- A1. **Currently, County employees using County trucks collect the County sanitary districts and no private companies do pickups. The materials may be consolidated from the small collection vehicle into trailers prior to being transported to MRF or the collection trucks may drive directly to the processor.**
- Q2. Paragraphs 4.4, Collection of County agencies, are these pickup estimates (3,000 tons of mixed paper, 500 tons of SOP, and 600 tons of cardboard) included in the total estimate of 16,000 tons in paragraph 4.2?
- A2. **Yes, the pickups are estimates and they are not included in the total estimate of 16,000 tons in paragraph 4.2.**
- Q3. Paragraph 16.6 b1; please clarify "financially appropriate market indices"?
- A3. **An appropriate market index for recycling materials would be listed on RecyclingMarkets.net or a similar recycling markets list.**
- Q4. Paragraph 20.3, is understood that invoices must be submitted by the 10<sup>th</sup> of each month following the month the service is provided. If we offer a revenue payment to the County, this would also be due by the same date? Can we show this revenue payment as a reduction to the invoice rather than processing a separate transaction?
- A4. **Yes, the check would be cut for the net sale (less costs to process, sell, profit, etc.) to the County on the same date. If there is a cost for handling the recycling material part of the business proposal then yes it could be shown as a reduction to the invoice to offset the processing costs. The offeror can also provide an innovative way of doing payments as well, which can be addressed in their business proposal.**

- Q5. Business Proposal, page 37, Can you verify that the definition of Cost represents the proposal of what we would charge the County and that the definition of Revenue represents the revenue payment (rebate) offered to the County?
- A5. Refer to Special Provisions, paragraph 8 and 9. Page 37 is set up for the offeror to provide a revenue based contract or a cost based contract.
- Q6. In the current RFP, will the paper/cardboard coming in separate from the single stream materials?
- A6. This will depend on the best interest of the County.

All other terms and conditions remain the same.



Yong Kim  
Contract Specialist

**THIS ADDENDUM IS ACKNOWLEDGED AND IS CONSIDERED A PART OF THE SUBJECT REQUEST FOR PROPOSAL:**

\_\_\_\_\_  
Name of Firm

\_\_\_\_\_  
(Signature)

\_\_\_\_\_  
(Date)

**A SIGNED COPY OF THIS ADDENDUM SHOULD BE INCLUDED IN THE PROPOSAL PACKAGE OR RETURNED PRIOR TO DUE DATE/TIME. FAILURE TO DO SO MAY RESULT IN THE REJECTION OF THE PROPOSAL.**

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# County of Fairfax, Virginia

## ADDENDUM

DATE: November 9, 2015

### ADDENDUM NO. 1

TO: ALL PROSPECTIVE OFFERORS

REFERENCE: RFP 2000001762

TITLE: Recycling Processing for Paper, Cardboard, and Single Stream Materials

DUE DATE/TIME: November 19, 2015 @ 10:30 a.m.

The following are answers to questions received via email and at the pre-proposal conference:

- Q1. Who is the current service provider(s)?  
A1. **Waste Management, American Recycling Center, Inc., National Paper Recycling, and World Recycling.**
- Q2. Does Fairfax County currently perform the requested recycling processing services themselves?  
A2. **No.**
- Q3. What is the deadline for submitting questions regarding this RFP?  
A3. **Refer to Paragraph 20, General Conditions and Instructions to Bidders.**
- Q4. Is the pre-proposal meeting mandatory?  
A4. **No, it was optional.**
- Q5. What is the specific contract start date?  
A5. **The contract will start on the date of award.**
- Q6. Estimated start date?  
A6. **The estimated start date is March 1, 2016.**
- Q7. Can you extend the due date by two weeks?  
A7. **No, the due date will not be extended.**
- Q8. **Pg. 6. Section 16.1.** How does the County envision the potential splitting of an award? By Tons? By Commodity? Geographically due to location of the acceptance facility?  
A8. **This will depend upon the proposals that are received and what is in the best interest of the County.**

---

Department of Purchasing & Supply Management  
12000 Government Center Parkway, Suite 427  
Fairfax, VA 22035-0013  
Website: [www.fairfaxcounty.gov/dpsm](http://www.fairfaxcounty.gov/dpsm)  
Phone 703-324-3201, TTY: 711, Fax: 703-324-3228

- Q9. Pg. 2. Section 4.2. Where/who are the processors/markets in the area that the tractor/trailer units of single stream material are currently transported to?  
A9. **American Recycling.**
- Q10. Pg. 2. Section 4.3. The total % of the Material items listed equals 51.5%. What does the other 48.5% of the single stream material collected consist of?  
A10. **Mostly newsprint - 47.2 %.**
- Q11. Pg. 2. Section 4.4 a. Does the County have any current plans to expand the recycling collection services to include the additional materials listed?  
A11. **This will depend on the proposals received.**
- Q12. Does the County have an estimated annual amount of tons for this additional material? Estimated timeframe?  
A12. **No.**
- Q13. Pg. 4. Section 9.1. What does the County mean by "fully justified" if a fixed revenue price is proposed?  
A13. **"Fully justified" means that if an Offeror proposes to pay the County a certain percentage of a market index for a material, then the vendor costs that go into the offer need to justify the percentage. If the Offeror is proposing to charge for processing, then the vendor costs need to justify that charge.**
- Q14. Pg. 7. Section 16.6 a. 11. How are the 30 points for the location and distance from the County to be determined? Are the points awarded on a graduated basis, e.g. 30 points if the receiving location is located within a total distance of 10 miles from the addresses listed in Question 3 on pg. 34, and 20 points if total distance is within 20 miles, and so on?  
A14. **The Selection Advisory Committee members will assign points based upon a combination of factors to include the distance of the recycling facility from a county transfer location and the ease of getting to the site.**
- Q15. Are the 2-year renewal options based on mutual agreement, or solely the County's option?  
A15. **Renewal options are based on mutual agreement.**
- Q16. If the renewal periods are exercised, will the Contractor be allowed to adjust the pricing in place at that time?  
A16. **Pricing for any renewal periods exercised will be based on mutual agreement.**
- Q17. Para, 16.6., Proposal Evaluation Criteria. Do the total # of points available for the Proposal Evaluation Criteria = 450 Pts? Technical Proposal 270 pts. + Business Proposal 180 pts. = 450 Total?  
A17. **Yes.**
- Q18. Are there any bonding requirements or fees that need to be submitted?  
A18. **No.**
- Q19. What is the Prime Contractor Classification?  
A19. **It is the Contractor's Business Classification.**

- Q20. How do you apply for an SCC number?  
A20. For information, go to: <http://www.scc.virginia.gov/>
- Q21. If one applies for a SCC license, can you bid on the Proposal?  
A21. Refer to Special Provisions, Para. 32, State Corporation Commission Identification Number.
- Q22. Can you provide Attachment 1 and II in editable format?  
A22. Yes, the documents can be found on the current solicitation webpage under the RFP 2000001762 at <http://www.fairfaxcounty.gov/solicitation/>. The document will be named Attachment I and II.
- Q23. If the County has current contracts, when do they expire?  
A23. The County does have two contracts for processing recycling materials; Contract 400004227 expires on 9/28/2018 and Contract 4400004177 expires on 9/28/2018.
- Q24. How is the County allowed to put out a proposal if a current contract is in place?  
A24. The County does not have a contract in place that covers the services sought by this RFP. As the recycling industry evolves, the County is seeking proposals that will provide innovative solutions to the County's current recycling program, enhance revenue, and potentially expand the County's program.

All other terms and conditions remain the same.



Yong Kim  
Contract Specialist

**THIS ADDENDUM IS ACKNOWLEDGED AND IS CONSIDERED A PART OF THE SUBJECT REQUEST FOR PROPOSAL:**

\_\_\_\_\_  
Name of Firm

\_\_\_\_\_  
(Signature)

\_\_\_\_\_  
(Date)

**A SIGNED COPY OF THIS ADDENDUM SHOULD BE INCLUDED IN THE PROPOSAL PACKAGE OR RETURNED PRIOR TO DUE DATE/TIME. FAILURE TO DO SO MAY RESULT IN THE REJECTION OF THE PROPOSAL.**

**NOTE: SIGNATURE ON THIS ADDENDUM DOES NOT SUBSTITUTE FOR YOUR SIGNATURE ON THE ORIGINAL PROPOSAL DOCUMENT. THE ORIGINAL PROPOSAL DOCUMENT MUST BE SIGNED.**