

**INVITATION FOR BID SUMMARY REPORT  
AND AWARD**

Date: September 4, 2019

**Bid Number and Title:** IFB 20-08 Construction & Demolition Debris Disposal

**Bid Opening Date and Time:** August 14, 2019 at 11:00 AM

**Bids Opened by:** Gina Gilpin, Purchasing Agent

**Witnessed by:** David Donahue

**Total Bids Received:** Three (3)

Bids were received from three (3) vendors for the subject IFB. See the detailed Bid Tabulation, attached.

While the total low bidder appears to be Waste Management of Virginia, their bid price per ton of \$72 is much greater than the \$55 per ton price of the second lowest bidder, Broad Run Recycling. The discrepancy is due to the fact that a calculation involving the distance from Northside was taken into account on the bid form. The apparent low bidder is also not able to accommodate the needs of the Town on a regular basis, as they can only accept a limited amount of construction debris at one time, while the second lowest bidder has no limits to the amount of materials they can accept, daily.

The Deputy Director of Public Works, David Donahue, has provided a full written justification, attached, for making the primary award of the contract to Broad Run Recycling, and a secondary award to Waste Management of Virginia.

Award is therefore recommended to be made to:

Primary

Broad Run Recycling, LLC  
9220 Developers Drive  
Manassas, VA 20109

Secondary

Waste Management of VA, Inc.  
2801 Dorr Ave.  
Fairfax, VA 22031

<b>THE TOWN OF VIENNA, VIRGINIA</b>  <b>BID NUMBER:</b> IFB 20-08  <b>BIDS DUE:</b> 08/14/19 AT 11:00 AM <b>OPENED BY:</b> Gina Gilpin <b>WITNESS:</b> David Donahue  <b>BID TITLE:</b> <b>CONSTRUCTION &amp; DEMOLITION DEBRIS DISPOSAL</b>			<b>Broad Run Recycling, LLC</b> 9220 Developers Dr Manassas, VA 20109		<b>Waste Management of VA</b> 2801 Dorr Ave Fairfax, VA 22031		<b>M&amp;F Concrete, Inc.</b> 9515 Contractors St, Ste 100 Manassas, VA 20109	
DESCRIPTION	QTY	UNIT	UNIT PRICE	TOTAL	UNIT PRICE	TOTAL	UNIT PRICE	TOTAL
Debris Disposal	2,000	TON	\$55.00	\$110,000.00	\$72.00	\$144,000.00	\$90.00	\$180,000.00
Distance from Northside Roundtrip x 200 x \$5.00/mile			DISTANCE OF 24 MILES	\$48,000.00	DISTANCE OF 4 MILES	\$8,000.00	DISTANCE OF 18.7 MILES	\$37,400.00
				\$158,000.00		\$152,000.00		\$217,400.00

**From:** [Donahue, David](#)  
**To:** [Gilpin, Gina](#)  
**Cc:** [Gallagher, Michael](#); [Pruitt, Katrina](#)  
**Subject:** Construction Debris Contract  
**Date:** Wednesday, September 4, 2019 10:36:34 AM

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Gina, below is my award recommendation for the construction debris contract:

*Our construction debris hauling operations work most efficiently when we are able to haul large amounts of construction debris in a single day or two. This allows us to take advantage of staff and equipment when we are unable to perform normal operations. This could be the result of equipment breakdown or rainy weather. During normal operations, we stockpile construction debris at Northside and haul to our disposal site when we have equipment and staff available. In discussions with Waste Management, we found out that they can only accept limited amounts of construction debris at any one time. Broad Run has no limits on the amount of material they accept daily.*

*The bid price of \$72 per ton by Waste Management vs the bid price of \$55 per ton by Broad Run would result in a \$34,000 extra charge based on a volume of 2,000 CY per year. Waste Management is located approximately 5 miles from Northside Yard while Broad Run is located approximately 26 miles from Northside Yard. This difference in mileage represents about \$13,000 more in equipment operating cost to deliver 2,000 tons to Broad Run. But still results in a net savings of about \$20,000. While it is less costly to haul to Broad Run, there are times that it would benefit the Town to have a site located closer by. This would allow us the operational flexibility to take advantage of times when we have limited staff and equipment to haul. For instance, we could haul directly to Waste Management and have equipment back to the job site for another load within an hour.*

*Our previous contract was with Broad Run, at a unit price of \$47.50 but we cancelled and rebid because the requested price increase to \$55 ton was greater than the CPI-U of 1.6% allowed under the contract. The lowest bid price is now \$55 ton. Therefore, I recommend award of the contract to Broad Run with a secondary award to Waste Management.*

Broad Run, 1500 tons x \$55 ton = \$82,500  
Waste Management, 500 tons x \$72 ton = \$36,000

Thanks.

Dave

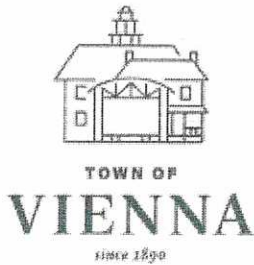
**David Donahue, P.E.**  
**Deputy Director, Department of Public Works**



[david.donahue@viennava.gov](mailto:david.donahue@viennava.gov)

703-319-8610

[viennava.gov](http://viennava.gov)



Town of Vienna, VA  
Purchasing Office  
127 Center Street S  
Vienna, Virginia 22180

**SECTION 10. OFFICIAL TOWN BID FORM**

**IFB 20-08 CONSTRUCTION & DEMOLITION DEBRIS DISPOSAL**

Vendor Name: Broad Run Recycling LLC

Address: 9220 Developers Drive  
Manassas, Virginia 20109

NOTICE TO BIDDERS: The following required services shall be provided according to the contract terms and conditions of **IFB 20-08**.

<u>Unit Price</u>	<u>Est. Tons/year</u>	<u>Total Material Cost</u>
<u>\$55.00</u>	2,000	<u>\$ 110,000.00</u>

Insert distance in miles that your plant is from 600 Mill Street, NE, Vienna, VA 22180:

24 x 2 (round trip) x 200 trips x \$5.00 per mile = \$48,000.00  
Miles From Travel Cost  
600 Mill Street, Vienna

Total Material Cost (prices from Bidder)

Travel Cost (internal Town cost)

**Total Bid Amount**

\$ 110,000.00  
\$ 48,000.00  
\$ 158,000.00

Access Availability: Please state hours of available access to landfill by the Town:

Days: Mon - Fri

Times: 5 AM - 6 PM

Sat.  
6 AM - 2 PM

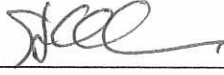
Vendor Name: Broad Run Recycling LLC

RETURN BID FORM IN DUPLICATE. All addendums that have been issued shall be returned with the bid. It is the responsibility of the bidder to ensure that it has received all addendums.

Person to contact regarding this bid (Please print): Andrew Aman

Title: Principal Phone: 703-819-9701

E-mail: andrew.aman90@gmail.com

Signature:  Date: 8-1-19

*By signing and submitting a bid, your firm acknowledges and agrees that it has read and understands the IFB documents and agrees to the Contract Terms and Conditions as contained herein.*

IFB 20-08



Town of Vienna, VA  
Purchasing Office  
127 Center Street S  
Vienna, Virginia 22180

**SECTION 10. OFFICIAL TOWN BID FORM**

**IFB 20-08 CONSTRUCTION & DEMOLITION DEBRIS DISPOSAL**

Vendor Name: Waste Management of VA, Inc.

Address: 2801 Dorr Ave  
Fairfax VA. 22031

NOTICE TO BIDDERS: The following required services shall be provided according to the contract terms and conditions of **IFB 20-08**.

<u>Unit Price</u>	<u>Est. Tons/year</u>	<u>Total Material Cost</u>
<u>\$ 72.00</u>	2,000	<u>\$ 144,000</u>

Insert distance in miles that your plant is from 600 Mill Street, NE, Vienna, VA 22180:

4 x 2 (round trip) x 200 trips x \$5.00 per mile = 8,000  
Miles From Travel Cost  
600 Mill Street, Vienna

Total Material Cost (prices from Bidder)	<u>\$ 144,000</u>
Travel Cost (internal Town cost)	<u>8,000</u>
<b>Total Bid Amount</b>	<u>\$ 152,000</u>

Access Availability: Please state hours of available access to landfill by the Town:

Days: Monday - Friday

Times: 5 AM - 4:30 PM

Vendor Name: Waste Management

RETURN BID FORM IN DUPLICATE. All addendums that have been issued shall be returned with the bid. It is the responsibility of the bidder to ensure that it has received all addendums.

Person to contact regarding this bid (Please print): Robert Clendenin

Title: Public Sector Rep Phone: 757-558-6149

E-mail rclenden@wm.com

Signature: Robert E. Clendenin Date: 8/5/19

*By signing and submitting a bid, your firm acknowledges and agrees that it has read and understands the IFB documents and agrees to the Contract Terms and Conditions as contained herein.*

IFB 20-08