



Essex-Windsor Solid Waste Authority Regular Board Meeting Supplementary Agenda

Meeting Date: Tuesday, October 03, 2017

Time: 4:30 Regular Session

Location: Essex County Civic & Education Centre – Room C
360 Fairview Avenue West, Essex Ontario

List of Business

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8. Waste Diversion

D) Waste Reduction Week October 16 – 22, 2017



Essex-Windsor Solid Waste Authority Administrative Report

October 3, 2017

To: The Chair and Board of the Essex-Windsor Solid Waste Authority
From: Cameron Wright, Manager of Waste Diversion
Meeting Date: Tuesday, October 03, 2017

Subject: Results of the Second RFP for the Purchase of Recyclable Newsprint

Purpose

To provide the results of the Request for Proposals, which closed on October 3, 2017, for the sale by the Authority of recyclable newsprint from the Blue Box Program and recommend awarding to the high bidder Waste Management/ Recycle America for the period December 1, 2017 – November 30, 2020 with the possibility of 2 one year extensions at the sole discretion of the Authority.

Background

The Essex-Windsor Solid Waste Authority markets approximately 13,500 tonnes of recyclable newsprint from its “Red Box” recycling program each year. This represent more than 50% by weight of all material recycled in Essex Windsor. In order to ensure that the material is successfully marketed, the Authority maintains contracts for the majority of this tonnage. The remaining portion is spot marketed.

Earlier this year a contract was awarded to Recyclable Materials Marketing (ReMM) for 400 tonnes per month. The second contract expires Nov 30, 2017. As a result, a second RFP for 500 tonnes per month of ONP was issued in September 2017.

Discussion

Pricing is based on a standard industrial index published by an organization known as RISI and called Pulp and Paper Week and referred to as the “Yellow Sheet” for both Buffalo and Chicago (the markets that the Authority’s newsprint material is tied to). RFP respondents were requested to provide a price linked to one or both of these markets plus a premium.

The following RFP responses were received:

Company Name	Index and Premium/Discount Proposed
Waste Management /Recycle America	The higher price of Buffalo or Chicago (+)plus a premium of \$10.30 U.S. Per Ton
Royal Oak Recycling – Royal Oak, Michigan	The high for Chicago (+) plus a premium of \$10.00 U.S. Per Ton.
Recyclable Materials Marketing (ReMM)	The higher for Chicago or Buffalo(+) plus \$6.00 U.S. Per Ton.
GLR Solutions Inc.	The high for Buffalo (-) minus \$10.00 U.S. Per Ton

The proposal from Waste Management/ Recycle America offers the highest price and contains the best possible index since it is tied to the higher of Buffalo or Chicago. They have been the contractor for 500 tonnes of newsprint for Essex-Windsor for several years already and the relationship has been a positive one.

Recommendation

That the Board award the RFP for the purchase of 500 tonnes per month of newsprint to Waste Management/Recycle America as per the price contained in their RFP response dated October 1, 2017.

Submitted By



Cameron Wright, Manager of Waste Diversion