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Requests for Proposals

GBB assists many communities in procuring facilities and services that yield increased efficiency, reduce and stabilize costs and/or provide revenue enhancement, and substantially elevate waste diversion to reuse and recycling. Below are RFPs currently active by GBB clients:

City of Santa Monica, CA

- Solid Waste Transfer Design/Build and/or Services for recycling and disposal of residential, multi-family, and commercial materials
- Collection of Municipal & Commercial Solid Waste smgov.net/cmo/solid_waste/index.htm

Connecticut Resources Recovery Authority, CT

Design, Upgrade, Retrofit, and Operation / Maintenance Services for the Stratford Intermediate Processing Center www.crra.org/pages/business_opp.htm

GBB Waste Outlook

Allentown Achieves 50% to 70% Lower Collection Rate Increase than Surrounding Municipalities GBB Assists 3rd Largest Pennsylvania City in Successful Procurement Process



In July 2007, a new collection contract will kick in for the City of Allentown, PA, providing improved services, incentives for increased recycling, and a substantially lower rate increase than in surrounding municipalities. GBB assisted the City with strategic planning and the preparation of the Invitation for Bids (IFB), resulting in three competitive bids for the services. A five-year contract, with options to extend, was ultimately awarded to incumbent Waste Management of Kutztown. In addition to promoting increased recycling, the challenge for the City was to limit the impact on resident rates of rising collection prices due to the high cost of fuel, the increases in truck costs due in part to the new, low-emission engines and the increased federal regulation of truck drivers, and rising labor and insurance costs. Those have added to haulers' expenses in the years since Allentown and area municipalities last signed trash contracts.

The final result is a rate increase 50% to 70% lower than in surrounding municipalities that recently had contract renewals. Based on the budget approved by the

City Council, residents of Allentown will see their annual solid waste bill increase 26%, from \$228 to \$287, while Easton, (16 miles to the northeast), and Bangor (30 miles to the northeast) saw increases of 60% and 100%, respectively.

"I'm pleased — it could have been a lot higher," said Betsy Levin, the City's Director of Community Development. "Frank Bernheisel of GBB was extremely knowledgeable and helpful in the City of Allentown's collection contract bid revision process which resulted in a substantially lower increase than expected. He was also able to meet some very tight deadlines in our process. I highly recommend GBB."

In order to minimize the cost increase but make other desired improvements, the City and GBB introduced changes to the current collection system as specified in the IFB, the most substantive being:

- Twice-a-week trash collection reduced to once-a-week with a limit on the size of the set-out;
- Promoting recycling by transitioning from

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Facing Sharp Increase in Population, City of Ontario, CA, Implements GBB's FleetRoute™ Collection Route Optimization Solution City Expects to Double Refuse/Recycling Collection Customer Base over Next 15 Years

Expecting to double its customer base over the next 15 years due to residential, commercial and industrial development on annexed agricultural land, the City of Ontario was proactive and selected GBB to implement FleetRoute™ to increase collection efficiency and prepare for the growth. The City of Ontario provides refuse, commingled recyclable materials, and green waste collection services to the



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Speaker's Corner

"10 million Curbside Carts... But Why Are We Counting? The tagging and accountability achieved in Pasadena, CA"

By Bob Brickner
GBB Executive
Vice President

As part of a panel discussing cutting-edge technologies in collecting recyclables at NRC's 25th Annual Congress and Expo, Bob Brickner presented the case study of the City of Pasadena's Integrated Waste Management Data Collection and Routing System project where technologies are used to provide asset identification, collection route optimization, asset tracking, and GPS-based performance monitoring to catapult the City's collection operation into an efficient, effective system with operational command and control. The Pasadena project is one of the most comprehensive and sophisticated routing and data collection / analysis systems installed by any municipality in the United States. While the individual components (audit, routing, RFID tags, on-board computers with GPS) are not new by themselves, the integration into one seamless system is unique and has never been done before. The presentation is available at:

www.gbbinc.com/speaker/pasadena.pdf

Maryland-based Office Paper Systems, Inc. Celebrates 15 Years of Operations GBB Assists in Project Development, Financing and Marketing of State-of-the-Art MRF

Office Paper Systems, Inc. (OPS) is celebrating 15 years of operations as a comprehensive solution to the needs of business, government and residential customers throughout the entire Washington-Baltimore region. The growing state-of-the-art Materials Recovery Facility provides cost-effective recycling programs and secure disposal of sensitive documents. It has become the largest mixed-paper recycling system in the region, with one of the highest throughput capacities in the United States (200,000 tons per year). Through its contract for residential mixed-paper processing and marketing with Montgomery County, MD, OPS has helped increase the county's diversion rate to more than 50%.

GBB's assistance from the beginning included project development, contracting, product marketing, project feasibility report for revenue bond financing, and meetings with investors. GBB continues to serve as Project Consultant and conducts an annual performance and financial audit of the facility including: quantities, prices

and sources of material

to be processed; quantities, prices and grades of recovered materials shipped; facility operations and maintenance elements; and review and concurrence in the annual budget.

"GBB was with us every step of the way as we bid to develop a residential mixed paper processing facility for Montgomery County. Once OPS was selected as the contractor, we relied on GBB's extensive expertise in solid waste management to negotiate contracts and build and finance the facility. I'm happy to say the entire process went smoothly, in large part due to GBB's hard work, experience in the industry, and ability to provide the precise services we needed."

Ron Anderson, President,
Office Paper Systems, Inc.



GBB Develops Orleans Parish Disaster Debris Demolition Plan

In late 2006, GBB made public a study entitled "Orleans Parish Disaster Debris Demolition Plan" that was prepared for the Citizens Coalition, an ad hoc group that opposed the reopening of the Chef Menteur Landfill in New Orleans, LA. One of the study's findings is that there is more than enough space at existing Metro New Orleans landfills to handle debris from Hurricane Katrina, rebutting previous arguments by supporters of the controversial disaster debris landfill operated by Waste Management of Louisiana.

The study, primarily authored by GBB, concludes that the remaining debris from Hurricane Katrina could easily be accommodated at two landfills on the west bank of the Mississippi River in nearby Jefferson Parish. The GBB report also says that state officials' claims drastically underestimated available space at those locations. In addition to proving that new landfill

capacity is not needed, GBB's report highlights that the delays in moving debris out of New Orleans can be reduced by more rapidly processing the City-related permits that will be needed for the thousands of building demolitions expected over the next 18 months to two years.

The GBB study, as a proactive measure, lays out an alternative plan to speed up debris collection by creating interim transfer areas in nine of the City's 13 planning districts that contain the most damaged buildings. Smaller trucks would move debris from demolition sites to these interim transfer areas, which could be on concrete parking lots in abandoned strip malls. Much larger trucks would then move the material to landfills, possibly at night when traffic is reduced, resulting in fewer accidents and lower costs.



Facing Sharp Increase in Population, City of Ontario, CA, Implements GBB's FleetRoute™ Collection Route Optimization Solution

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residents and businesses of Ontario. City crews service all residential units for refuse and recycling collection (with automated trucks) and commercial customers (with front loaders) within the city limits, accounting for approximately 30,000 residences and 4,100 businesses. Ontario, in San Bernardino County, approximately 38 miles east of the City of Los Angeles, has experienced a 20% growth in population between 1995 and 2005, and now counts 172,679 residents.

To hit the ground running, the City opted to outsource to GBB the development of the initial route drafts for 45 residential refuse collection routes, 50 residential recycling/green waste collection routes, 65 commercial refuse collection routes, and 10 commercial recycling/wood collection routes. The services entailed assisting the City in shifting its collection days for the residential customers. Collection days went from four 10-hour days per week to five 8-hour days per week. The adjustment was intended to not only balance the amount of work on each of the days, but also position more collection days to be adjacent to the growth areas to accommodate the new homes as they come online for service. In analyzing the collection days and developing new routes, GBB worked with the City to assess service level parameters, such as differences in set-out rates and weights in areas of varying demographics.

FleetRoute™ licenses were also pur-

chased. City staff was trained on the software to allow for long-term, in-house creation and modification of optimal routes as the City grows along with demand for residential and commercial collection. The City has since licensed the software for routing its utility meter readers.

"We've been diligently looking into our routing options for a year to ensure that we'd maximize our investment and make the proper decision. Our multi-disciplined selection committee included staff from the operational side, as well as IT and GIS experts, in order to ensure that we cover all bases," said Bob Figoni, City of

Ontario Assistant Utilities Director/Solid Waste. "FleetRoute™ and the GBB Project Team worked closely with our staff to find solutions that resulted in our initial draft routes. Their understanding of the solid waste business was important to us. We feel that we chose a product that will prepare the department for the upcoming challenges facing us."

"Being proactive, the City of Ontario is tackling the issue of route optimization at the perfect time: right before a planned major increase in collection services is to be provided," said Bob

Brickner, Executive Vice President of GBB. "This will ensure a smooth, efficient transition as the City ramps up its services rather than a situation where lots of time is spent building an inefficient system followed by the need to fix it."



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Bob Figoni
City of Ontario
Assistant
Utilities Director/Solid Waste

Recent GBB Assignments

In the past few months, GBB has been selected for several new assignments, including:

- **Cost Model and Rate Review**
City of Fort Smith, AR
- **Consulting Services**
Connecticut Resources Recovery Authority, CT
- **Integrated Solid Waste Management Plan**
County of Maui, HI
- **Technical, Outreach, and Voluntary Program Support**
(as a subcontractor to ICF International)
EPA's Office of Solid Waste and Emergency Response
- **C&D Waste Management Consulting Services**
Fauquier County, VA
- **Solid Waste Management Plan Update Scoping**
(Gwinnett County, GA)
Gwinnett Clean and Beautiful, Inc.,
Lawrenceville, GA
- **Review of Services and Procedures to Improve Quality of Services**
Montgomery County, MD
- **Recycling System and Capacity Study**
(GBB as subcontractor to RRT Design and Construction)
Waukesha County, WI

We appreciate the opportunity to assist these clients with their needs.

Conventions & Tradeshows:

GBB will be present at the following industry events.

We look forward to seeing you there!

- **SWANA Senior Executive Seminar**
Tampa, FL – Feb. 22-24, 2007
Tim Bratton, Moderator
"Identifying Solutions to Your Challenges as a Solid Waste Manager"
- **SWANA Thinking Outside the Blue Box Special Waste & Recycling Conference**
Tampa, FL – Feb. 26-27, 2007
Bob Brickner, Speaker
"RFID tagging and GPS accountability in Pasadena, California"
Frank Bernheisel, Training Instructor
Managing MSW Collections Course (3-day course)
- **Southeast Recycling Conference and Trade Show**
Orange Beach, AL – Mar. 12, 2007
Tim Bratton, Speaker
Pay-As-You-Throw Panel
- **2007 SWANA Georgia Chapter Spring Conference**
Albany, GA – April 4-6, 2007
Frank Bernheisel, Speaker
"Keys to Successful PAYT Program"
- **Virginia Recycling Association 2007 Annual Conference**
Williamsburg, VA – May 1-2, 2007
Bob Brickner, Speaker
"RFID tagging and GPS accountability in Pasadena, California"
- **Waste Expo**
Atlanta, GA – May 7-9, 2007
- **Wastecon**
Reno, NV – October 16-18, 2007
Visit the conference / tradeshow section of our Website for an updated list!

GBB

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Allentown Achieves 50%-70% Lower Collection Rate Increase than Surrounding Municipalities

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a dual-stream paper and newspaper recycling collection to a single mixed-paper collection and by adding cardboard and paperboard;

- Initiating semi-automated cart collection of the expanded mixed paper;
- Residents restricted to 5 bags of trash per collection to reverse a three-year trend of rising trash volumes and reduce solid waste collection time and disposal costs;
- New vehicles, except for yard waste collection, required at start of contract to provide residents with state-of-the-art collection equipment;
- Delivery of recyclables to a City facility rather than directly to a remote Materials Recovery Facility, to reduce travel and waiting time; and
- Fee for collection of Freon-containing appliances.

Allentown, 60 miles north of Philadelphia, encompasses approximately 17 square miles and is Pennsylvania's 3rd most populous City with an estimated 2005 population of 106,992, according to the U.S. Census Bureau. As part of the 5-year agreement, the contractor will provide collection of municipal solid waste, recyclables, appliances and bulky scrap metal, and yard waste from approximately 36,600 households and 470 business / commercial establishments, and disposal of waste collected by the City. Disposal of the approximately 45,000 tons of MSW collected per year will also be the responsibility of the contractor.

Now that the City has successfully completed the collection procurement process, the next challenge will be to closely monitor its recycling rate and take appropriate proactive measures, as required, to ensure the reversal of the trend of rising trash volume.

GBB Sponsors Annual NRC Softball Game!

The annual "Duck Soup" softball game was held Tuesday, October 24, 2006, at Garr Field in Chastain Park, Atlanta, during the National Recycling Coalition's 25th Congress and Expo.

The event, sponsored by GBB and Environmental Packaging International, was once again a great

success despite the unusually cold weather in Atlanta. Spectators and players alike got the opportunity to take a break and join in this networking and social event. The friendly competition was played in the fun "Duck Soup" tournament format, where the rules change from inning to inning.



Thanks to all the participants! We hope to see you at next year's event in Denver!

More pictures at: www.gbbinc.com/nrc06-softball.htm