



**SOLID WASTE
MANAGEMENT
CONSULTANTS**

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WASTE OUTLOOK

Gershman, Brickner & Bratton, Inc. • WINTER 2014/15

GBB Assisting Clients with Procurement Processes

Procurements are not without challenges and usually require extensive planning, intense focus, and a tireless effort from the many stakeholders involved. As a change agent with a deep understanding of the waste management and recycling industry, GBB has helped numerous clients navigate the procurement obstacles and advance into successful win-win implementations that yielded considerable benefits. This past fall, GBB has been working closely with clients on procurement assignments:

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Prince George's County, MD

GBB was tasked to assist the County with procurement for waste processing and an alternative energy facility public-private partnership infrastructure. This is part of the County's ongoing efforts to plan for its future solid waste management system while the primary in-County disposal location, Brown Station Road Sanitary Landfill in Upper Marlboro, reaches its scheduled closing date in 2020.

"This is an exciting time for Prince George's County. We look forward to reviewing the best technologies to help us divert waste from the landfill and recover this valuable resource for renewable energy. The private public partnership will be beneficial to our County, our communities, and the environment."

Adam Ortiz

Director for the Department of the Environment
Prince George's County

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It's a Winter Wonderland – Is Your Collection Program Ready?

It's getting cold here in Virginia where we're based, and in many of our clients' communities. Sometimes the cold brings with it snow and ice that may challenge collection services. Safety is paramount, and knowing how to manage safety properly during ice and snow events can lead to a safer workforce and better provision of services.

Coordination is key

Many public works departments provide both snow and refuse services and are able to manage the schedules of both services (sometimes even using the same drivers), but when the same public or private group does not manage both refuse and snow removal services, communication becomes the key to completing routes safely. Some agencies shift schedules on these days to complete collection a few hours early, and then



use emergency communication channels to make sure residents move their carts away from the curb quickly so the carts are not damaged by plows. In areas that experience heavy snowfall, some communities arrange a snowplow

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Upcoming Events

GBB will be present at the following industry events. We look forward to seeing you there!

SWANA Senior Executive Seminar
San Diego, CA
January 28-29, 2015

Harvey Gershman, Attendee
www.swana.org/Events/SeniorExecutiveSeminar

Infocast Waste to Biogas & Clean Fuels Financing & Investment Summit
Santa Clara, CA
March 3-4, 2015

Harvey Gershman, Panelist
"The Waste Management Industry's Investment Plans for Biogas"
"Opportunities in Bond Financing & PPP"
www.infocastinc.com/events/waste-biogas-clean-fuels

The Road to Zero Waste Conference
New Orleans, LA
March 16-19, 2015

Samantha Villegas, Attendee
www.swana.org/Events/RoadtoZeroWaste

North American Waste-to-Energy Conference
Tampa, FL
April 29-May 1, 2015

GBB, Exhibitor (Booth #207)
www.wastecon.org

Visit the conference/tradeshow section of our website for an updated list!

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GBB Assisting Clients with Procurement Processes

In November, a Request for Qualifications (RFQ) was issued, aimed at evaluating alternative waste processing and recovery technologies and services that will be implemented as one or more public-private partnerships to ensure a long-term, comprehensive, sustainable solid waste management system for the County. The deadline for submissions is March 2015, at which point GBB and the County will evaluate the responses.

Emerald Coast Utilities Authority (ECUA) and Escambia County, FL

In the fall, GBB assisted the ECUA with the development of a RFQ for an experienced contractor to provide the design, permitting, financing,

recycling of metals and/or other valuable materials from Ash produced continually by the operation of the Susquehanna Resource Management Complex (SRMC), formerly known as the Harrisburg Resource Recovery Facility. As a number of Ash processing and metals recovery technologies are present in the marketplace, the Authority wants to take advantage of the additional revenue generation and landfill diversion that the use of these technologies may provide. The LCSWMA's goals, in part, are to reduce the amount of material landfilled, recover marketable recyclable materials, maintain stable tipping fees for MSW, unlock value opportunities, and promote economic activity within Lancaster and Dauphin counties.

Amman, Jordan

Due to the desire for better energy security, Jordan is pursuing long-term initiatives such as improved energy efficiency and alternative energy supplies. The U.S. Agency for International Development (USAID) is supporting Jordan with these initiatives, and GBB is assisting through a subcontract with Deloitte Consulting LLP, USAID's implementing partner for the Energy Sector Capacity Building Project. Through this assignment, GBB is helping the Greater Amman Municipality to

"We're providing contractors the opportunity to showcase their capability and experience to creatively address the needs of ECUA and the County, and we expect to evaluate responses that incorporate new technologies that have been successfully demonstrated elsewhere."

Randy Rudd

ECUA's Project Manager and Deputy Executive Director of Shared Services

construction, and long-term operation of a source separated recyclables and solid waste processing plant to be located in Escambia County. The primary objective of the procurement was to identify a shortlist of qualified contractors, negotiate term sheets with each, and then select the most appropriate private contractor to negotiate a minimum 20-year Service Agreement. Both the ECUA and the County will each guarantee 100,000 tons per year of feedstock to the project. Commercial operations of the facility are slated to begin within 24 months of signing the Service Agreement with the selected contractor, which is scheduled to take place during the first quarter of 2015.

Lancaster County Solid Waste Management Authority (LCSWMA), PA
With the assistance of GBB, the LCSWMA is looking to select a contractor to provide Ash Reclamation and Recycling Services to maximize recovery and

develop "results-oriented" procurement documents for a municipal waste processing facility for the approximately 2,000 tons per day of solid waste generated, which are currently delivered to a transfer station and transported to a landfill approximately 40 miles from Amman. This procurement process follows the Request for Expressions of Interest issued by the Ministry of Energy and Mineral Resources of Jordan in 2013 that resulted in about 40 companies worldwide expressing interest. 🇯🇴



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It's a Winter Wonderland – Is Your Collection Program Ready?



route the night before the collection day, mirroring the collection route.

The right containers and vehicles save money and time

Using the right containers and vehicles improves safety and increases efficiency. An 18-gallon recycling bin can easily become lost under a snowbank or filled with ice so the lid doesn't close. Using a larger container may cause a delay in collection due to weather events. Many communities have found success by converting to automated collection, and communities GBB has worked with have indicated that they rarely have to cancel or slide collection due to snowfall since implementing automated collection. Because workers do not have to walk around on slippery streets, negotiate a snow bank with a trashcan, or otherwise risk their safety, they can operate on more days without schedule changes.

Training, training, training

Training is always important, but during a snow or ice event, it can be the difference between safe and scary circumstances for a collection crew. GBB recommends that organizations in locations where snow or ice are possible incorporate severe weather practice training into standard driver training procedures. If snow is not cleared, then ice-pack conditions, icy ruts, drifts or piles of shoveled snow can

obstruct roadways and walking areas, and crews need to be prepared to make the right decisions that reduce risk when encountering these conditions.

Training doesn't just apply to collection crews. Many communities successfully incorporate snow training into their outreach to residents, asking them to shovel out an appropriate spot to set their carts, or instructing them to set out their carts on the outside of any snowbank. Keeping open communication channels and informing customers about collection schedule changes can help to minimize missed collection or 311 non-emergency dispatch calls during a weather event.

When collection is attempted during unsafe and slippery conditions, costs can increase due to lost operational efficiency, downtime from increased accidents and injuries, and the resulting insurance and other costs. Coordination with snow removal crews, selecting the best equipment, and providing ongoing training for workers that may experience these conditions can help clear the way for providing efficient services and protecting workers' safety. GBB has worked with communities across the country to ensure that collection operations, equipment, and public information channels are prepared and adaptable for managing weather events. 🌱

News



Passionate For the Environment!

In 2002, GBB proudly adopted a stretch of Route 669 (Prosperity Avenue) from Route 50 to Gallows Road in Fairfax, Virginia, near GBB's headquarters. Since then, litter collection has been performed on a regular basis. Pictured here, from the cleanup performed in the fall, are (left to right): Roshawn Tyson, Ljupka Arsova, Eric Weiss, Brad Kelley, Caroline Friend, and Elizabeth Rice. Behind the camera, and part of the cleanup team: Kate Vasquez!



Bob Brickner: Recycled Robot Creator

GBB co-founder and Executive Vice President Bob Brickner became a grandfather for the 4th time in September and was given the important task of entertaining the grandkids. So, he built something fun with random items found in the garage. Always creative and up for a challenge, Bob used nuts, bolts, cans, springs, wheels, and other knick-knacks he didn't even know were in the garage to create two little robots. Just proof that recycling isn't just part of Bob's work, it's part of his play, too. Hopefully his inventions will inspire another generation of recyclers.

Speaker's Corner

"The Role of Solid Waste Management in Eco-Cities of the Future"



In October 2014, John Carlton, PE, BCEE, GBB Senior Vice President, was at the Eco-Cities of the Mediterranean Forum in Jordan and made a presentation entitled *"The Role of Solid Waste Management in Eco-Cities of the Future."*

View a PDF of the presentation:

www.gbbinc.com/CarltonEcoCities2014



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App Spotlight

This feature of the GBB Waste Outlook showcases one of the growing number of free or low-cost apps related to recycling, the solid waste management industry, or the environment in general. Readers are encouraged to contact gbb@gbbinc.com to suggest interesting apps that may be featured in a future newsletter.

Read Environment is a free app that provides news stories about environmental topics. It's a great way to skim recent articles about a wide variety of subjects from well-regarded web sites

Read Environment's Top-level Navigation



List of articles about "Pollution," sourced from ENN

such as Environmental News Network, The Guardian, and Science Daily. You can read a summary of the article within the app or go straight to the full version on the web.

The content is organized by topic, such as "Pollution," "Green Living," "Fossils and Ruins," and "Energy." Tapping one of the topics takes you to a thumbnail list of available articles. Read Environment is available through the Windows Store for computers and tablets running Windows 8.1.

**Featured apps are not endorsed by GBB... we just think they're cool! 🍏*

Article summary



Split-screen view of Read Environment (left) and source web site (right)

Recent GBB Assignments

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

- **Regional Transfer and Disposal Costs/ Feasibility Analysis**
Albemarle County, VA (subcontractor to Draper Aden Associates)
- **Study of Mixed Waste Processing Facilities**
American Chemistry Council
- **Waste-to-Energy Procurement Assistance**
Amman, Jordan (subcontractor to Deloitte Consulting LLP)
- **Operations Review**
Cecil County, MD
- **Consulting Services for Waste/ Recycling Collection and Disposal Contracts**
City of Allentown, PA
- **Landfill Analysis**
City of Baton Rouge/Parish of East Baton Rouge, LA
- **Procurement Assistance**
City of Fort Smith, AR
- **Mixed Waste Processing Facility and Recycling Services Procurement Assistance**
Emerald Coast Utilities Authority, FL
- **Landfill Closure and Photovoltaic Project Procurement**
McManimon, Scotland & Baumann, LLC; Township of Edison, NJ
- **Solid Waste Rate Study**
Montgomery County, OH (subcontractor to Raftelis Financial Consultants, Inc.)
- **On-going public outreach and engagement services**
Virginia and Maryland American Water

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