

Cost Proposal Narrative

In an effort to provide our best pricing during submission of our proposal, we have based our per bin quote on two items: labor and capacity in our truck. It is relatively the same amount of work for our drivers to service a small bin (28-32 Gal) and medium bin (60-70 Gal) and for a plant-based truck, they take up the same amount of space – allowing for more services to be completed on one route and more of an area to be saturated on that route.

The large bins (90-100 Gal) are much heavier for our drivers to handle and take up more space in our truck. It is for this reason that we have priced them higher.

We have priced On-Site slightly higher than Facility-Based to allow for the extra time it takes our driver to perform the service and because our truck remains running the entire duration of the service. There is additional time for our driver to wait for shredding to be completed and for the multiple trips in and out of the facility since the same toter is returned to the Agency. For example: an Agency with one toter to be serviced On-Site requires two trips inside the Agency (one trip to get the full equipment and one trip to return the empty). For an Agency with one toter to be serviced Facility-Based this requires one trip inside the Agency (one trip with an empty toter to be left and grabbing the full toter while they are inside).

