



TOWN OF DUNDEE

IFB 26-02, FY 2025-26 Sanitation Department Commercial Solid Waste Collections

Q: Do you have a list of all of your current customers and what they have?

A: Yes see attached file sent with response email from Town of Dundee

Q: In the packet we noticed a lot of construction stuff, will that be included?

A: That will not be included in the bid this is a standard IFB packet that is used for all bids for the Town of Dundee

Q: You will negotiate a contract with the winning bidder?

A: Once contract is awarded the price can only be negotiated to a lower price, not a higher price, a bidder will be awarded on what is presented in a bid packet.

Q: On the bid sheet, can you put the yardage price?

A: The bidder will need to include there current per cubic yd price

Q: Whoever wins the contract will do the customer billing?

A: Yes

Q: Do you want to see the fluctuation in price increase/decrease monthly or annually?

A: Annually

Q: What are the insurance requirements?

A: It would be the liability insurance that covers damages to town or private property.

Q: For total yard pricing do you want it broke down by yardage and how many times it's picked up a week?

A: Yes

Q: Do you want the bid packets paper or digital and how many copies?

A: On Paper and sealed.



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Commercial Solid Waste Collections

Q: Is there a minimum number of years that a proposer must have been continuously engaged in commercial solid waste collection services to be considered responsive?

A: *We would recommend at least 3-5 years*

Q: Does the Town require proposers to currently hold or have previously held an exclusive municipal or franchise commercial collection agreement of similar size and scope?

A: *Bidder would be required to prove that they are capable of providing services without interruptions due to drivers or equipment. Experience would be taken in high consideration. They would also need to provide that they have the staff to handle the call and request volume in a timely manner with a correction or a response within 24hrs back to commercial customers.*

Q: Will the Town establish a minimum number of commercial customers currently serviced by the proposer as evidence of operational capacity?

A: *We have attached a list of current customers for bidder to be able to use to determine the start capacity of proposed bid request, if customers have both dumpsters and carts they would have to choose at the time of the contract to choose one or the other as the town will collect all 95/96 gallon carts to prevent several trucks from travel through the alleys and causing repairs to alleys contractor would only be responsible for 2yd, 4yd, 6yd and 8yd dumpsters.*

Q: What criteria will the Town use to evaluate the adequacy of the required three references?

A: *Years of experience, number of drivers, and quality of trucks and would the bidder be able to have a backup plan with a truck that goes down to complete route the same day.*

Q: Will the Town consider the successful performance of comparable municipal franchise agreements when determining the "best interests of the Town" and bidder responsibility?

A: *This would be entertained*

Q: Does the Town require a contingency plan for hurricanes, severe weather events, or major fleet failures?



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A: *Yes, will need to be included in the bid packets*

Q: Will bidders be required to identify their designated disposal and recycling facilities?

A: Yes

Q: Will bidders be required to provide audited financial statements or other documentation demonstrating financial strength?

A: *Yes, and they would be required to show proof of revenue from the collection of the Town of Dundee's Commercial collections though out the contract period which will be provided during the agreement/ contract phase once bid is awarded.*

Q: Will the Town require proof of sufficient operating capital to absorb startup costs associated with an exclusive franchise agreement?

A: Yes

Q: Is a bidder required to disclose any pending litigation, bankruptcy proceedings, or regulatory enforcement actions?

A: Yes

Q: Since the bid form is blank and does not identify pricing categories, can the Town clarify exactly how proposals will be priced and compared?

A: *The town would like to see a price breakdown for what each dumpster would cost per Cubic yard and it is services 1x, 2x, 3x, 4x or 5x a week for example if I have a 2yd and its serviced 1x a week for \$250 per services than I want to change it to 2x week I want to be able to reference this is the bid packet of what the cost difference would be but there should be an estimate annual cost for an overall amount provided from the list included in this response.*

Q: Will pricing be evaluated based on:

- Cost per cubic yard? *Yes*
- Container size? *Yes*
- Service frequency? *Yes*
- Roll-off rates? *Yes*
- Municipal services included in the proposal? *Yes, for the following locations only (communications center 8x1, Dundee Wastewater Plant 8x1, Riner Water Plant 2x1 and Hickory Walk Treatment Plant 8x1).*



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Q: Can the Town clarify whether bidders should include a proposed annual rate adjustment mechanism as part of their bid submission?

A: Yes, this would be required in order to be transparent with staff and commission

Q: The IFB states that past performance on similar contracts will be heavily weighted. Can the Town clarify whether past performance on previous contracts with the Town itself will be evaluated, and whether such evaluation will include affiliated entities, successor companies, acquisitions, or substantially similar management teams?

A: Yes, this would be taken in consideration

Q: Can the Town confirm that all bidders are required to acknowledge and incorporate the 15% franchise fee on commercial revenues into their proposed pricing and financial assumptions?

A: Yes, this will be required in the bid package, and the bidder will be required to acknowledge that they agree to the 15% franchise fee.

Sec. 42-13 - Solid waste franchise fee. (a)

The Town shall charge a 15 percent franchise fee to any private company that collects and disposes of any type of solid waste as defined in this section within the municipal limits of the Town of Dundee. Any such private company must register with the Town of Dundee on forms provided by the town prior to providing any collection and/or disposal services.

(Ord. No. 09-12, § 1(Ex. A), 12-28-09)

Q: Additionally, will the Town require bidders to specifically identify in their proposal that this franchise fee has been considered in their pricing model to ensure consistency in bid evaluation?

A: Yes, this will be required

Q: Will the Town accept an annually renewable bond form?

A: We are looking for a 3 year agreement the bond should be good for the full 3-year term



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Q: The current IFB has information that is not applicable to a solid waste franchise agreement and is written for a construction proposal. There are sections that discuss Lines and Grades (pg. 30), Shop Drawings (pg. 31), Sub-Surface Data (pg. 31), etc. Will the Town please confirm that upon award the Town will work with the successful proposer to develop a new contract?

A: There will be a more in detail contract as the IFB is used for most bids published by the Town of Dundee and there will be requirements set forth for the franchise fees on how much and when they are due.

Q: Section 17. Award of Contract (pg. 20) Please remove Item c which states that, "A written award of acceptance mailed or otherwise furnished to the VENDOR results in a binding contract without further action by either party." As the current IFB does not include an applicable contract, please allow the successful proposer to negotiate a contract.

A: The winning bidder will be awarded by staff and commission once the contract is drafted and both parties agree on details then it will be presented to commission again for final approval at that time when it becomes a legal binding contract.

Q: Can the Town provide more specific customer information including the number, size, and frequency of collection?

A: We have attached a current commercial account list for the Town of Dundee bidder will bid only on the 2,4,6 and 8yd dumpsters the town will service the 95/96-gallon carts, if any of the current customers have both they will have to decide to keep either the dumpster or the carts not both.

Q: Bid Specifications (pg. 3) - Please confirm that recycling is not part of the franchise agreement but a service that is optional to customers. Commercial recycling cannot be franchised in Florida.

A: The Town of Dundee no longer offers Recycling most of the commercial companies handle their own recycling currently



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Q: Will the Town please clarify if commercial carted collection (96-gallon carts) will be part of the franchise or only dumpster collection?

A: Only dumpsters will be as this is what the bidder is bidding for, all 95/96- gallon carts will be collected by the town

Q: Will the Town please clarify if commercial roll-off (dumpster bigger than 10-yards), both temporary and permanent, will be part of the franchise?

A: Yes

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Q: Is the Town amendable to adding an automatic price increase based on an industry standard CPI Index? Annual CPI increases help companies keep up with the cost of doing business.

A: The rates shall be adjusted annually on each anniversary date beginning October 1st to reflect an increase based on Junes CPI or two and one-half percent (2.5%) whichever is greater.

Q: General Conditions and State Law Compliance (pg. 7) – Item d. As commercial customers are billed directly, please remove the language requiring the appropriation of sufficient public funds.

A: This is not a contract so the verbiage will remain in the IFB this can be corrected in the Contract.

Q: Please confirm that the successful vendor is billing customers directly.

A: Yes, the vendor that is awarded the bid will communicate and bill customers directly



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Q: Indemnification Language (pg. 12 and pg. 38) – Will the Town be amenable to including standard language that the vendor only indemnifies the Town if the vendor is negligent?

A: This would be discussed in a contract as long as it doesn't concern private property of customers.

Q: Section 17. Award of Contract (pg. 20) - Please confirm that the Town only intends to award the contract to one vendor.

A: Yes, it would only be for one vendor

Q: Section 17. Award of Contract (pg. 20) - Please remove the “All or None” requirement as the requirement is not applicable to the current scope of work.

A: This will remain in the IFB and not be included during contract drafts.

Q: Section 22. Price and Adjustments (pg. 22) - This section discusses price decreases based on market changes. Please clarify whether the Town expects the successful vendor to institute price decreases for volatile market prices such as diesel prices when increases are only allowed for during “unusual changes” (pg. 5).

A: The price would need to be adjusted annually to show if there is a decrease in collection costs or for an increase in collection costs. Pricing would only be changed annually.

Q: Definition of Warranty (pg. 13) - The definition of warranty includes language about how vendors will “warrant a clear title to all materials and equipment” at the end of the contract. Please confirm that the Town does not expect the successful proposer to provide titles for equipment like trucks at the end of the contract.

A: We will not be requiring this in the bid, nor will the contracts vendor need to provide documentation that they have enough staff and trucks to service Dundee Commercial waste without delays.



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Q: Samples (pg. 14) – Will the Town please clarify what samples they are requesting

A: Not to be included in bid not applicable to bid request

Q: Section 19, Performance (pg. 21) - Please confirm that the Town would allow for a reasonable cure period for performance issues.

A: The Town would like for all concerns or delays to be handled withing a 24hrs period bidder must be willing to service our commercial customers in a timely manner and be responsive with all demands and request.

Q: Section 20. Service and Warranty (pg. 22) - Please clarify what equipment or items the Town is requesting warranties on.

A: Please ignore this section it would be a service and guarantee in the contract to show that vendor could keep up with the demand of what is current with Dundee and with future growth.

Q: Section 24. Occupation Health and Safety (Florida Right to Know Law) (pg. 21) - Please clarify what kind of MSDS the Town anticipates the successful vendor to provide.

A: Not included in bid not applicable to bid request

Q: Section 53. Vendor Insurance (pg. 35) - Please remove irrelevant insurance requirements such as mold and fungus and architects and engineers' professional liability insurance.

A: Will not be removed but vendor will need to show proof of liability insurance which is standard for any municipal contracts

Q: Sales Tax Savings Form (pg. 55) - Please clarify what the Town is requesting or please remove from the IFB.

A: not included in bid not applicable to bid request



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Q: To allow time for the Town to answer questions and proposers to make adjustments to their bids based on the answers to questions, would the Town consider extending the due date by a week?

A: No due to budget hearings the Town is seeking this bid at a certain time to be able to make adjustments to budget cycles