



PROCUREMENT COMMITTEE

Clifford J. Hurgin Municipal Center
1 School Street, Bethel, CT 06801 (203) 794-8514

MINUTES OF MEETING

Monday, March 8, 2010 -12:00 p.m.
Clifford J. Hurgin Municipal Center - Meeting Room "A"

PRESENT: Matthew Knickerbocker, First Selectman
Barry Curina, Comptroller
Frank Ventrella, Purchasing Agent

Selectman Matthew Knickerbocker called the Meeting to order at 12:06 p.m.

BID # 10-06: Refuse & Recycling for Town of Bethel Buildings

Matthew Knickerbocker made a motion, which was seconded by Barry Curina, to award Bid 10-06 to Automated Waste Disposal Inc. for the bid price of \$5,581.44 per year based on recommendation from Public Works Director Andrew Morosky's letter dated February 24, 2010 (see attached letter) and forward the recommendation to the Board of Selectman. Vote, all in favor, motion unanimously approved.

As there was no further business to come before the Procurement Committee, Frank Ventrella made a motion, which was seconded by Matthew Knickerbocker, to adjourn the meeting at 12:13 p.m. Vote, all in favor, motion unanimously approved.

Respectfully submitted,

Frank N. Ventrella, Purchasing Agent

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TOWN OF BETHEL
TOWN CLERK



DEPARTMENT OF PUBLIC WORKS
Clifford J. Hurgin Municipal Center, 1 School Street, Bethel, CT 06801
Telephone (203) 794-8549 Fax (203) 794-8767

Memo

To: Matt Knickerbocker, Chairman, Procurement Committee

From: Andrew M. Morosky, P.E., Director of Public Works

CC: Frank Ventrella; File

Date: February 24, 2010

Re: Waste Disposal Bid

I have reviewed the proposals received by the Procurement Committee for the referenced bid.

I spoke with James Rollins at AWD, the apparent low bidder, and he indicated that even though his company's bid was 26% lower than the second bidder, All American Waste, LLC, he was comfortable with the prices given and will stand by them. I asked him about the impending sale of AWD, which will remove the government as caretaker of the White Street facility formerly associated with James Galante, and he indicated that there will be no change in the rates that would affect this bid. The prices in the bid are good for the period of time specified.

I also spoke with Frank Becker and Phil LoPresti of Phil LoPresti and Sons Carting Company regarding their bids and their impression of the bid by AWD. They both indicated that their bid, some \$2,000 higher than AWD's bid, was very competitive with respect to profit margins. Mr. Becker felt that AWD's bid prices were unsustainable. He and Mr. LoPresti felt that AWD was able to under-bid LoPresti and All American because they operate the transfer station on White Street in Danbury and are perhaps able to sustain a loss on pick-up service because that loss can be mitigated by other parts of AWD's businesses. I did not corroborate this with Mr. Rollins; if it is a concern to the Procurement Committee, perhaps the Town Attorney can seek additional information from AWD regarding their accounting methods.

Mr. LoPresti pointed out that his business is located within Bethel, he pays taxes in Bethel and he hoped that would be looked upon favorably by the Committee. I indicated that there is no provision in the charter I am aware of that provides any advantages to local vendors over those from out of Town.

I did not speak with All American Waste directly, but I was left with the impression that they shared the same opinion as Phil LoPresti and Sons with respect to AWD's bid.

All things being equal, I recommend that the Waste Disposal bid be awarded to AWD, the lowest qualified bidder.

If you have any questions, please don't hesitate to call.