

Toter[®]

BUILT FOR EXTREMES™

Toter Response to City of Tucson

RFP No. 171717

For Refuse and Recycling Container Solutions and Related Products, Equipment and Supplies

Please note that Toter has answered questions within these pages. We have included separately in our proposal the non-modified RFP No. 171717. Toter modifications are noted in green font for ease in locating answers.

PROPOSAL EVALUATION REQUIREMENTS

I. PROPOSAL EVALUATION CRITERIA – (listed in relative order of importance)

- A. Method of Approach**
- B. Price Proposal**
- C. Qualifications & Experience**

II. REQUIREMENTS SPECIFIC TO EVALUATION CRITERIA: The narrative portion and the materials presented in response to this Request for Proposal should be submitted in the same order as requested and must contain, at a minimum, the following:

B. Price Proposal

1. Although the City's preference is to have freight included in the per unit pricing for products delivered to the City of Tucson, The City is interested in establishing a contract that provides the City of Tucson and participating agencies the most advantageous pricing. If the proposed pricing model does not include freight in the per unit pricing, provide details of how freight will be applied, calculated, etc.

After careful consideration of how to provide delivery/freight charges to Participating Agencies, it has been our experience that the best way to handle this charge is by providing the delivery freight charges at time of quotation. This allows Toter to charge the leanest pricing for freight, with no additional miles (in Zone freight methods), and no inflation of freight charges (a method often used by manufacturers to "cover" fluctuation in freight costs over time when delivery/freight charges must be stated in pricing, or at time of submission of price lists). Also, certain Participating

Agencies prefer freight to be shown separately instead of included in the product price. Our Transportation Department leverages our high volume of freight and keenly compares freight rates among reliable common carriers to get the very best rates and timeframes for our customers.

2. Provide price proposal as requested on the Price Page attached herein.

Toter has included all pricing within the "Price Proposal" section in our proposal.

3. As stated in the Instructions to Offerors, 7. Discounts, the price(s) herein can be discounted by 0%, if payment is made within not applicable days. These payment terms shall apply to all purchases and to all payment methods.
4. Will payment be accepted via commercial credit card? X Yes No
- a. If yes, can commercial payment(s) be made online? Yes X No
- b. Will a third party be processing the commercial credit card payment(s)? Yes X No
- c. If yes, indicate the flat fee per transaction \$ 0.00 (as allowable, per Section 5.2.E of Visa Operating Regulations).
- d. If "no" to above, will consideration be given to accept the card? X Yes No
5. Does your firm have a City of Tucson Business License? XXX Yes No If yes, please provide a copy of your City of Tucson Business license.

REVISED PRICE PAGE
July 11, 2017

This Price Page lists containers that will likely be purchased under the contract. This list is not all-inclusive. This list shall be used for price evaluation purposes.

It is recommended that offerors also submit additional products, options and/or packages that are likely to be incorporated under a comprehensive contract.

The quantities shown are estimates only and the City reserves the right to increase or decrease amounts as circumstances may require.

| ITEM# | DESCRIPTION | EST. QUANTITY | UNIT PRICES | EXTENDED PRICES |
|----------------|---|---------------|--------------------|---|
| GROUP I | | | | |
| 1. | Base, 95 GALLON REFUSE CONTAINER, BLUE, PER SCOPE OF WORK | | | |
| | Toter, LLC Model 57596 | 7,000 | \$ <u>43.45</u> EA | \$ <u>304,150.00</u> |
| | Manufacturer & Model No. (Pricing does not include freight. Please see "Notes to Pricing" attached.) | | | (Extended price does not include DELIVERY UNLOADED & ASSEMBLY) |
| | DELIVERY UNLOADED & ASSEMBLED | | \$ <u>1.75</u> EA | |
| 2. | Base, 95 GALLON REFUSE CONTAINER, GREEN, PER SCOPE OF WORK | | | |
| | Toter, LLC Model 57596 | 8,000 | \$ <u>43.45</u> EA | \$ <u>347,600.00</u> |
| | Manufacturer & Model No. (Pricing does not include freight. Please see "Notes to Pricing" attached.) | | | (Extended price does not include DELIVERY UNLOADED & ASSEMBLY) |
| | DELIVERY UNLOADED & ASSEMBLED | | \$ <u>1.75</u> EA | |
| 3. | Base, 65 GALLON REFUSE CONTAINER, BLUE, PER SCOPE OF WORK | | | |
| | Toter, LLC Model 79264 | 500 | \$ <u>37.05</u> EA | \$ <u>18,525.00</u> |
| | Manufacturer & Model No. (Pricing does not include freight. Please see "Notes to Pricing" attached.) | | | (Extended price does not include DELIVERY UNLOADED & ASSEMBLY) |
| | DELIVERY UNLOADED & ASSEMBLED | | \$ <u>1.75</u> EA | |
| 4. | Base, 65 GALLON REFUSE CONTAINER, GREEN, PER SCOPE OF WORK | | | |
| | Toter, LLC Model 79264 | 500 | \$ <u>37.05</u> EA | \$ <u>18,525.00</u> |
| | Manufacturer & Model No. (Pricing does not include freight. Please see "Notes to Pricing" attached.) | | | (Extended price does not include DELIVERY UNLOADED & ASSEMBLY) |
| | DELIVERY UNLOADED & ASSEMBLED | | \$ <u>1.75</u> EA | |

**5. Base, 48 GALLON REFUSE CONTAINER, BLUE,
PER SCOPE OF WORK**

Toter, LLC Model 79248 500 \$ 36.62 EA \$ 18,310.00
(Pricing includes extended axles, but does not include freight. Please see "Notes to Pricing" attached.) (Extended price does not include DELIVERY UNLOADED & ASSEMBLY)
Manufacturer & Model No.

DELIVERY UNLOADED & ASSEMBLED \$ 1.75 EA

**6. Base, 48 GALLON REFUSE CONTAINER, GREEN,
PER SCOPE OF WORK**

Toter, LLC Model 79248 500 \$ 36.62 EA \$ 18,310.00
(Pricing includes extended axles, but does not include freight. Please see "Notes to Pricing" attached.) (Extended price does not include DELIVERY UNLOADED & ASSEMBLY)
Manufacturer & Model No.

DELIVERY UNLOADED & ASSEMBLED \$ 1.75 EA

| ITEM# | DESCRIPTION | EST. QUANTITY | UNIT PRICES | EXTENDED PRICES |
|-------|-------------|---------------|-------------|-----------------|
|-------|-------------|---------------|-------------|-----------------|

GROUP II

1. CUSTOM LOGO/TYPE IMPRINTING

| | | | |
|---------------------------------|--------|--------------------------------|--------------------|
| APPLICATION FEES 95 GALLON BLUE | 15,000 | \$ <u>0.25</u> EA (Hot Stamp*) | \$ <u>3,750.00</u> |
| SETUP FEES (PER NEW GRAPHIC) | | \$ <u>0.00</u> EA | |

2. HOTSTAMPS (For side of body or on top of lid)

| | | | |
|------------------------------|--------|--------------------------------|---------------------|
| APPLICATION FEES 95 GALLON | 73,000 | \$ <u>0.25</u> EA (Hot Stamp*) | \$ <u>18,250.00</u> |
| SETUP FEES (PER NEW GRAPHIC) | | \$ <u>0.00</u> EA | |

3. CUSTOM LOGO/TYPE IMPRINTING

| | | | |
|----------------------------------|-------|--------------------------------|--------------------|
| APPLICATION FEES 95 GALLON GREEN | 8,500 | \$ <u>0.25</u> EA (Hot Stamp*) | \$ <u>2,125.00</u> |
| SETUP FEES (PER NEW GRAPHIC) | | \$ <u>0.00</u> EA | |

4. 4 COLOR MOLDED GRAPHIC (In-Mold Label for top side of lid - 20.5" x 6.25")

| | | | |
|---------------------------------|--|-------------------|---|
| APPLICATION FEES 95 GALLON BLUE | | \$ <u>1.95</u> EA | |
| SETUP FEES (PER NEW GRAPHIC) | | \$ <u>0.00</u> EA | \$ <u>13,650.00</u> (based on 7,000 carts) |

* If this marking refers to 3" x 9" 4-color graphic currently used on the underside of the lid, please see "Notes to Pricing" (attached) for pricing of the 3" x 9" graphic.

| ITEM# | DESCRIPTION | UNIT PRICES |
|------------------|---|---------------------|
| GROUP III | | |
| 1. | ALTERNATE COLORS (Fee for Special Granite color body with standard, solid color lid) | \$ <u>1.00</u> EA |
| 2. | 8" WHEELS | \$ <u>4.32</u> EA |
| 3. | 10" WHEELS | \$ <u>4.50</u> EA |
| 4. | 12" WHEELS | \$ <u>NO BID</u> EA |
| 5. | BAR CODING (Based on all carts receiving a bar code.) | \$ <u>0.58</u> EA |
| 6. | FREIGHT FORMULA (If applicable): | |

Toter's freight to Tucson is \$1,436.00 per truckload, or the per cart rates listed as follows:

57596 (96 Gallon) - \$2.26 per cart (636 carts per truckload; shipped unassembled)

79264 (64 Gallon) - \$1.66 per cart (864 carts per truckload; shipped with lid, stop bar and axle installed)

79248 (48 Gallon) - \$1.58 per cart (912 carts per truckload; shipped with lid and stop bar installed)

NOTES TO PRICING

- Pricing does not include an area to express pricing for a graphic on the underside of the lid, as required by the City's cart specifications. Toter offers this marking as a 1-4 color graphic (sized at 3" x 9") for the underside of the lid at \$1.50 per cart up-charge, with no additional charges for setup, and for order quantities of 500 to 17,000 carts.

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Toter, LLC Price Adjustments

Toter proposes to continue to review pricing at 3 month intervals, with plastics products pricing based on the *Plastics News Index* (respected index revealing the market cost of polyethylene resin, the main material used in manufacturing Toter containers).

We request the same 3 month interval for review of Toter services such as Assembly/Distribution, and Cart Maintenance, based on the U.S. Energy Information Administration (EIA)'s index for Gasoline and diesel market prices. Toter also proposes the use of the Department of Labor Statistics' Consumer Price Index for the review of Toter services. Lastly, RFID equipment pricing is subject to change based upon fees related to technology changes.

Please see the below table, using hypothetical cart prices and resin index prices, for an example of the quarterly price adjustment calculations.

Example of Price Adjustment Calculations

| Cart Models | Resin Weight, in pounds | Revised RFP Price Dec-12 | Resin Index Prices, per pound | | | Cart Price Change | New Cart Price Jun-13 |
|-------------|----------------------------|--------------------------------|-------------------------------|--------|--------|-------------------|-----------------------------|
| | | | Dec-12 | Jun-13 | Change | | |
| 79224 | 17.1 | \$30.70 | | | | 0.26 | \$30.96 |
| 79248 | 19.3 | \$36.85 | 0.865 | 0.880 | 0.02 | 0.29 | \$37.14 |
| 79264 | 23.2 | \$38.45 | | | | 0.35 | \$38.80 |
| 79296 | 30.3 | \$44.65 | | | | 0.45 | \$45.10 |

PLEASE NOTE: Cart prices and resin index prices stated in the above table are hypothetical and for example only.

Formulas:

Cart Price Change = (resin weight per cart x resin price change)

New Cart Price = (current cart price + cart price change)