

**City of Tucson, Arizona  
and  
National Intergovernmental  
Purchasing Alliance**

**Request for Proposal for:  
Refuse and Recycling Container Solutions and  
Related Products, Equipment and Services**



**Contacts:**

**Jim Pickett, Vice President, Sales**

704-905-4327 (cell)

800-424-0422, Ext 204

[jpickett@wastegup.com](mailto:jpickett@wastegup.com)

and

**Kellie K. Clark**

**Sr. Manager, Bids/Contracts**

800-424-0422, Ext 257

[kclark@toter.com](mailto:kclark@toter.com)



**Due: July 31, 2017 – 4:00 pm**

**COPY**

# Toter®

**BUILT FOR EXTREMES™**

Mr. Jeffrey Whiting  
Department of Procurement  
City Hall  
City of Tucson  
City Hall  
255 Alameda  
Tucson, AZ 85726-7210

Ref: **TOTER, LLC COVER LETTER**  
City of Tucson RFP No. 171717 – for  
For "Refuse & Recycling Container Solutions and Related Products, Equipment & Services"

Dear Jeffrey,

Thank you for inviting Toter, LLC to participate in the City's Request for Proposals for refuse and recycling carts. We are pleased to have been chosen as the City's supplier in the two previous RFP's and for the resulting national contracts administered through the National Intergovernmental Purchasing Alliance (National IPA). We hope that this submittal will exceed all of your expectations for your best value supplier.

Tucson and hundreds of National IPA participating agencies have proven that Toter "*municipal carts*" are a "forever" tool. "Forever" because carts are the backbone of your service for the foreseeable future. Reducing replacement cost and lowering maintenance costs are major annual considerations in obtaining the lowest Total Cost of Ownership. This new RFP presents the City with a clear choice between continuing to buy durable, municipal carts or switching to "*hauler carts*", ones that garbage haulers buy at the lowest bid to compete for municipal collection bids. That selection criteria is "give me the cheapest cart available" to help drive down the hauler's collection bid price. Durability is not a consideration. Haulers usually turn over ownership of the carts to the city or county after the 3 to 5 year contract period and lack of durability becomes the government's problem. Tucson's excellent customer service with City purchased carts does not fit that scenario.

In numerous calls on the City under the current contract we have stressed why Toter is Tucson's best value:

1. Toter's 12 Year Cart Body Warranty is 2 years longer than any other cart warranty. 2 additional years of coverage reduces potential cart replacement cost in years 11 and 12 of ownership by \$7 to \$9/cart. Nothing prevents another cart company from offering a 12 year warranty other than the knowledge that its carts are not durable.
2. Our proven 15 to 20+ year service life is many years longer than the service life claimed by the leading injection molded cart manufacturer (only 10 years). Beyond the period of our 12 year Body warranty Tucson can avoid premature cart replacement and save approximately \$22/cart.
3. Correct Toter cart sizes to match the City's established service requirements: 96, 64, 48 and 32 gallon carts that are exact volume increments of one another.

From a standpoint of hundreds of National IPA's participating agencies, Toter carts have been chosen because of items 1 through 3 above and:

4. NESTABLE (stack one inside another, fully assembled) Toter carts save \$3/cart in delivery cost to homes. No other brand is Nestable when fully assembled.
5. Over 50% order Granite colors that present an upscale look and hide dirt and scratches. Injection molders could but do not offer Granite colors
6. About 1/3 of users order their Toters shipped Fully Assembled. "READY TO ROLL". No other cart brand ships fully assembled in efficient stacks 6 carts high.
7. We offer long-term solutions to meet every possible need of local governments: Organics Carts, Bear Resistant Carts, Critter Resistant Carts(including Javelinas), Cart sizes 16 to 96 Gallons, Front Load Containers, and Yard Waste Carts as well as RFID Technology, Cart Maintenance, and Cart Assembly and Delivery Services.

We would welcome the opportunity to meet with the City to discuss our proposal and how we can best tailor it to meet the City of Tucson's needs.

Sincerely,



James W. Pickett  
Vice President, Sales

JWP/kkc

**Toter Response to  
City of Tucson, Arizona  
RFP #171717**

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**Toter's Response – Toter's Technical Information**

*This section includes items such as (not listed in order):*

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## OFFER AND ACCEPTANCE

### OFFER

**TO THE CITY OF TUCSON:**

The Undersigned hereby offers and shall furnish the material or service in compliance with all terms, scope of work, conditions specifications and amendments in the Request for Proposal which is incorporated by reference as if fully set forth herein

For clarification of this offer, contact

**Toter, LLC**

Company Name

**841 Meacham Road**

Address

**Statesville NC 28677**

City

State

Zip

Signature of Person Authorized to Sign

**Henry Relamal**

Printed Name

**President**

Title

Name **Kellie Clark**

Title **Sr. Manager, Bids/Contracts**

Phone **800-424-0422, Ext 257**

Fax **704-878-0734**

E-mail **kclark@toter.com**

### ACCEPTANCE OF OFFER

The Offer is hereby accepted. The Contractor is now bound to sell the materials or services specified in the Contract. This Contract shall be referred to as Contract No. 171717-

Approved as to form this \_\_\_\_ day of \_\_\_\_\_ 2017

CITY OF TUCSON a municipal corporation

Awarded this \_\_\_\_ day of \_\_\_\_\_ 2017

As Tucson City Attorney and not personally

Marcheta Gillespie CPPO, C P M, CPPB CPM  
As Director of Procurement and not personally

# CONTRACT AMENDMENT

CITY OF TUCSON DEPARTMENT OF PROCUREMENT  
255 W. ALAMEDA, 6TH FLOOR, TUCSON, AZ 85701  
P.O. BOX 27210, TUCSON, AZ 85726  
PHONE: (520) 837-6685 / FAX: (520) 791-4735  
[Andrew.Klos@tucsonaz.gov](mailto:Andrew.Klos@tucsonaz.gov)  
ISSUE DATE: OCTOBER 8, 2019

**CONTRACT #171717-01**  
CONTRACT AMENDMENT NUMBER: TEN (10)  
PAGE 1 of 2  
AK  
SENIOR CONTRACT OFFICER: ANDREW KLOS, MBA

## **REFUSE & RECYCLING CONTAINER SOLUTIONS AND RELATED PRODUCTS, EQUIPMENT, AND SERVICES Amendment No. Ten (10)**

THIS CONTRACT IS AMENDED AS FOLLOWS:

### **ITEM ONE (1): RENEWAL**

Pursuant to Paragraph 7 (Term and Renewal) of the Special Terms and Conditions section, the City is hereby exercising its option to renew the contract for the period of **February 1, 2020 through January 31, 2021**.

### **ITEM TWO (2): PRICE ADJUSTMENT**

Pursuant to Paragraph 3 (Price Adjustment) of the Special Terms and Conditions section, as revised by Amendment Five (5), Groups I, II, and III are hereby adjusted per the attached Toter Price list, with an effective date of **November 1, 2019 through January 31, 2020**.

**\*\*\* END OF AMENDMENTS \*\*\***

# CONTRACT AMENDMENT

CITY OF TUCSON DEPARTMENT OF PROCUREMENT  
255 W. ALAMEDA, 6TH FLOOR, TUCSON, AZ 85701  
P.O. BOX 27210, TUCSON, AZ 85726  
PHONE: (520) 837-6685 / FAX: (520) 791-4735

CONTRACT #171717-01  
CONTRACT AMENDMENT NUMBER: TEN (10)  
PAGE 2 of 2

Andrew.Klos@tucsonaz.gov  
ISSUE DATE: OCTOBER 8, 2019

AK  
SENIOR CONTRACT OFFICER: ANDREW KLOS, MBA

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ALL OTHER PROVISIONS OF THE CONTRACT SHALL REMAIN IN THEIR ENTIRETY.

CONTRACTOR: Toter, LLC

CONTRACTOR HEREBY ACKNOWLEDGES RECEIPT OF  
AND UNDERSTANDING OF THE ABOVE AMENDMENT

  
Signature of person authorized to sign \_\_\_\_\_ Date 10/11/2019

Laura P. Hubbard, Director of Municipal Sales  
Name and Title (typed or printed legibly)

Toter, LLC  
Company Name

841 Meacham Road  
Address

lhubbard@wastequip.com  
Email Address

Stateville NC 28677  
City State Zip

Contact information for Sales/Account Representative  
for daily business operations:

Kella K. Clark, Sr. Manager, Bids/Contracts  
Name and Title (typed or printed legibly)

800-424-0422, Ext 257  
Phone Number

kclark@toter.com  
Email Address

CITY OF TUCSON: \_\_\_\_\_

THE ABOVE REFERENCED CONTRACT AMENDMENT  
IS HEREBY EXECUTED THIS 10<sup>th</sup> DAY  
OF October, 2019, AT TUCSON, ARIZONA.

  
as Director of Procurement and not personally