



## INTEROFFICE MEMORANDUM

**TO:** Felicia Strong-Whitaker, Chief Purchasing Agent,  
Purchasing and Contract Compliance

**FROM:** Joseph Davis, Director, DREAM

**DATE:** February 11, 2025

**SUBJECT:** Recommendation Award – ITB #24ITB1312273C-GS,  
Solid Waste Disposal and Recycling Services  
Countywide-FY2025

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**Recommendation:** We are recommending approval of the lowest responsible bidders for Bid #24ITB1312273C-GS, Solid Waste Disposal and Recycling Services Countywide in the total amount not to exceed \$1,285,000.00 with (A) Latham Home Sanitation Company, Inc. (Loganville, GA) in the amount not to exceed \$540,000.00, to provide both 95-gallon containers for single stream recycling services and 95-gallons for solid waste disposal services for Fulton County Libraries; (B) Georgia Waste Systems, LLC dba Waste Management of Atlanta South, (Like City, GA) in the amount not to exceed \$315,000.00, to provide 8-yard front loader for solid waste disposal services; (C) Arrow Waste (Conley, GA) in the amount not to exceed \$405,000.00, to provide open top and compactors for solid waste services; and (D) Carter 1 Enterprises, LLC (Atlanta, GA) in the amount not to exceed \$25,000.00, to provide shredding and disposal of materials services for Fulton County facilities. Effective upon execution of contracts through December 31, 2025, with two (2) renewal options.

**DISCUSSION:** The recommendation for award was based on the bidders' lowest total cost per container size group, which consists of four (4) different groups: 1. 95-Gallon for Recycling Services, 2. 95- Gallon for Solid Waste Disposal Services for Libraries, 3. 8-Yard Front Loader for Solid Waste Disposal Services, and 4. Open Top & Compactors for Solid Waste Disposal Services. Also, the lowest bidder for Shredding Services. The bidder must bid on all facilities type listed within each container size group to be considered for an award.

Evaluation and Award Recommendation:

The County received and evaluated six (6) bid responses to the solicitation and recommendation for awards are as follow:

Four (4) different Container Size Groups and Shredding Services:

1. **95 Gallon Containers for Recycling Services:** Latham Home Sanitation Company, Inc. submitted the overall lowest responsible and responsive bid in the

amount of \$472,836.00 for 95-gallon containers for recycling services for 111 total County facilities (broken down into 15 different facilities group types), average 79 total pulls per week. The other bidder submitted a bid was Carter 1 Enterprises in the amount of \$732,069.00.

2. **95 Gallons for Libraries:** Latham Home Sanitation Company, Inc. submitted the overall lowest responsible and responsive bid in the amount of \$74,256.00 for 95-gallons for solid waste disposal services for 34 total County libraries, average two (2) pulls per week for each facility. The other bidder submitted a bid was Carter 1 Enterprises in the amount of \$114,036.00.
3. **8 Yard Front Loader:** Georgia Waste Systems, LLC submitted the overall lowest responsible and responsive bid in the amount of \$106,500.00 for 8-yard front loaders for solid waste services for 71 total County facilities (broken down into 12 different facilities group types), average one (1) pull per week for each facility. There were four (4) other submitted bids: Waste Pro of GA, 2<sup>nd</sup> lowest at \$112,236.80, WG Waste, LLC, 3<sup>rd</sup> lowest at \$126,948.00, Arrow Waste, 4<sup>th</sup> lowest at \$129,367.60, and Carter 1 Enterprises, 5<sup>th</sup> lowest at \$166,884.31 respectively.
4. **Open Top & Compactors:** Although, Waste Pro of GA submitted the overall lowest bid in the amount of \$98,800.00 for two (2) open tops with average of one pull per week and four (4) compactors with average of two pulls per week for solid waste services, but their costs did not include disposal costs for open top and compactors, it was for haul only. That was the reasoning for large cost disparity between their cost and the next lowest bidder Arrow Waste at \$249,600.00 a cost difference of \$150,879.00. The other three (3) bidders were all comparable: Georgia Waste Systems, LLC, 3<sup>rd</sup> lowest at \$274,404.00, Carter 1 Enterprises, 4<sup>th</sup> lowest at \$321,984.00, and WG waste, LLC, 5<sup>th</sup> lowest at \$416,416.00 respectively. Waste Pro of GA pricing seems to be out of line and not recommended for award. Therefore, we recommend Arrow Waste as the next lowest bidder and most responsible bidder for open top and compactor.
5. **Shredding Services:** Carter 1 Enterprises submitted the overall lowest responsible and responsive bid in the amount of \$96.75 per hour for shredding and disposal of materials. The other bidder submitted a bid was Latham Homes Sanitation Company, Inc. in the amount of \$550.00 per hour.

Therefore after careful review, we recommend four (4) overall lowest and most responsive and responsible bidders:

Recommended Bidder	Award Authority	Notes
Latham Home Sanitation Inc.	\$540,000.00	95-gallon recycling, cardboard, and scrap tires services
Georgia Waste System LLC	\$315,000.00	8 yd containers and self-hauls

<b>Arrow Waste</b>	<b>\$405,000.00</b>	Open Top and Compactor services
<b>Carter 1 Enterprises</b>	<b>\$25,000.00</b>	Shredding Services

Also, two (2) of the three (3) recommended solid waste contractors (Latham Homes & Georgia Waste) have a current contract with Fulton County and have performed outstanding (91 & 88 ratings respectively) for Fulton County as stated in their performance reports (see Exhibit 2).

These are a time and materials contracts that requires covering the cost for labor, equipment, and transportation pick-up/haul for the disposal of solid waste at designated landfill sites. The requested spending authority in the total amount of \$1,285,000.00, will cover the anticipated solid waste disposal services required for FY2025.

Funding for this recommendation is through December 31, 2025, in accounts # 100-520-5222-1175 in the amount of \$1,185,000.00 and 100-999-S666-1175 in the amount of \$100,000.00 for the total amount of \$1,285,000.00.

Authorized Signature: Joseph N. Davis  
(By Director/Deputy Director)

Date: 2/11/2025

If you require additional information, contact Harry Jordan at (404) 612-5933.

Cc. Tim Dimond, Deputy Director, DREAM  
Anthony Spencer, Administrator for Fleet Maintenance, Solid Waste & Grounds, DREAM  
Shaista Begum, Senior Engineer, DREAM  
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