



"...meeting community needs...enhancing quality of life."

Department of Utilities  
Wastewater Treatment Plant  
2006 E Newberry Street  
Appleton, WI 54915  
920-832-5945 tel.  
920-832-5949 fax

**TO:** Chairperson Greg Dannecker and Members of the Utilities Committee

**FROM:** Environmental Programs Coordinator Brian Kreski

**DATE:** March 3, 2017

**RE:** *Award Organic Recycling Contractor Services to Hsu Growing Supply for an initial term ending December 31, 2020 for a total not to exceed contract cost of \$315,000.*

---

**BACKGROUND:**

The Appleton Wastewater Treatment Plant (AWWTP) has operated a biosolids compost facility since the fall of 2010. Since its conception, the AWWTP has successfully contracted Hsu Growing Supply (Hsu) for compost processing services. Year-end 2016 marked the end of the third different contract term with Hsu. As such, the AWWTP is required to once again seek competitive quotes for "Organic Recycling Contractor Services" that include all labor and equipment, and ancillary devices required to mix and process raw compost feedstocks (e.g. biosolids, leaves, and ground brush) to a desired end-product that meets WDNR regulatory standards and nationally recognized US Compost Council Seal of Testing Assurance quality standards.

**RFQ PROCESS AND QUOTE RESULTS:**

The Organic Recycling Contractor Services request for quote (RFQ) was completed on March 1, 2017. Hsu's was the only firm of six with who was responsive to the RFQ. Reasons provided by the non-responsive firms included the inability to meet necessary qualifications, the inability to be competitive based on process frequency and distance to mobilize equipment, and/or the services requested were outside of their corporate business model. The quote tabulation is listed below in Table 1. Firms were asked to quote on specific processing volumes which were based on past project experience to provide resolution on economy-of-scale. The compost program budget and contract award amount (over four years) is based on processing three "batches" of material annually for a total of 16,000 cubic yards (5,333 yards per batch).

**Table 1: Organic Recycling Contractor Services Quotes**

Company	Required Quote (by quarter)			Alternate Quotes	
	Compost Processing			Stockpiling	Screening
	2,500 YD	5,000 YD	10,000 YD	3,500 YD	1,000 YD
Hsu Growing Supply	\$19,125	\$26,250	\$42,500	\$12,075	-
Purple Cow Organics, LLC	DNQ				-
Veolia	DNQ				-
Soil Solutions	DNQ				-
Synagro Technologies	DNQ				-
Vandenberg Trucking	DNQ				-

Note: Fuel surcharges would apply.

**RECOMMENDATION:**

I recommend contract award of Organic Recycling Contractor Services to Hsu for an initial term ending December 31, 2020 for a total not to exceed \$315,000. If you have any questions regarding this project please contact Brian Kreski at 920-832-2316.