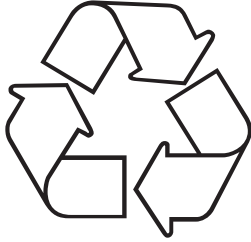


SECTION THREE

Contract for Collections and Marketing Your Recyclables

What's Expected



Once recyclables are collected on-site, they must be transported to a processor or an end-user (market). This section provides information about how to select a recycling collection company or self-haul your recyclables to the County's Recycling Center. Multi-family properties have two options:

1. Contract with a recycling collector

who may be your existing trash collector who also collects and markets recyclables, or contract with a separate recycling only service collector;

OR

2. Self-haul your recyclables to the County's Recycling Center or another market. If you contract with a recycling collector, it is important to continually monitor and evaluate your program, including the level of service you receive.

Negotiating (or Re-Negotiating) a Collections Contract

STEP 1. Speak with your trash collector first.

Many trash collectors also collect recyclables and can amend your existing contract or write a new contract to include collection of your recyclable materials. They also know your property and the volume and type of waste you generate.

(continued on next page)



SECTION THREE *(continued)*

Contract for Collections and Marketing Your Recyclables

Negotiating (or Re-Negotiating) a Collections Contract *(continued)*



STEP 2. Call other service providers to get competitive bids for recycling collection. The best way to know if you have a good contract is to find out what other collectors offer. A partial list of service providers in Montgomery County is included in Appendix D.

Be sure to ask:

- ♻️ Is the collector currently a County licensed collector?
- ♻️ What materials do they recycle?
- ♻️ Where are the recyclables marketed?
- ♻️ What is the frequency of regular collection and what is their procedure for special collection during peak waste generation periods such as holidays, if necessary?
- ♻️ Are collection containers provided and, if so, what types?
- ♻️ What types of educational materials and support are provided?
- ♻️ What are their preparation requirements for recyclables?
- ♻️ What kind of technical assistance is available?
- ♻️ What is the term of the contract (e.g., one year, two years, etc.)?

In addition to requesting references from other multi-family properties, it is important to ask the collectors to come to your property to survey your current waste generation and collection methods before giving you an estimate. You should also establish whether you may be able to generate revenue on the sales of your recyclables, if the materials you generate have high market value.

(continued on next page)

SECTION THREE *(continued)*

Contract for Collections and Marketing Your Recyclables

Negotiating (or Re-Negotiating) a Collections Contract

(continued)

IMPORTANT COST SAVING TIPS!

- If your recycling increases, your trash generation should decrease and you may be able to lower your trash collection costs by reducing the number or size of trash containers or the frequency of trash collection.

- Ask your collector to deliver your recyclable material to the County's Recycling Center. There is no cost, or "tipping fee" for mixed paper or commingled materials, for multi-family properties who use the County's Recycling Center, whether you contract for service or self-haul.

STEP 3. Determine which collector will provide the best deal for your property and negotiate the contract. During the term of the contract, stay in close contact with your collector. In addition, it is important that you take steps to monitor your level of service to make sure it is cost-effective and appropriate for your needs. Be sure to evaluate the following:

- ♻️ Whether your containers for recyclables and trash have too much or too little capacity.
- ♻️ Whether your collection schedule is adequate for recycling and trash.
- ♻️ Whether recycling loads are contaminated.
- ♻️ What signage you need for your collection area(s).
- ♻️ Whether other collectors may provide more competitive service.

For example, if you find that your containers are consistently half full on collection day, you may be able to get by with less frequent collection or smaller containers—and save money!

SECTION THREE *(continued)*

Contract for Collections and Marketing Your Recyclables

Self-Haul

STEP 1. If you decide to self-haul your recyclable materials to the Montgomery County Recycling Center, your management company or property and your vehicle must be licensed by the County. Call **(240) 777-6400** for information on licensing.

STEP 2. Establish a collection schedule that is consistent with the rate of waste generation at your property.

STEP 3. Make sure you have an appropriate delivery vehicle and the equipment to load the vehicle if the recycling containers are heavy.

STEP 4. Take precautions to minimize injury to your crew.

STEP 5. Deliver your recyclables to the County's Recycling Center: Route 355 and Shady Grove Road (enter off Shady Grove Road), Monday–Friday, 7:00 a.m. – 5:00 p.m.

SECTION THREE *(continued)*

Contract for Collections and Marketing Your Recyclables

Marketing at the Montgomery County Recycling Center

Montgomery County's Recycling Center is an award-winning, state-of-the-art facility that accepts loads of recyclables and prepares them for market. The Recycling Center accepts mixed paper (news-paper, cardboard, phone books, magazines, etc.), certain commingled containers (narrow-neck plastic bottles, glass bottles and jars, aluminum and steel/tin cans, and aluminum foil products), and yard trimmings (leaves, grass, brush) and Christmas trees.

The County also accepts other materials such as scrap metal, textiles, and computers for recycling at the Transfer Station. For information on recycling these materials, please call **(301) 840-2370**.

Tour the Recycling Center

See what happens to your recyclable materials once they leave your property. Schedule a tour of the Recycling Center by calling the Recycling Center at **(301) 417-1433**.



Montgomery County's Recycling Center is state-of-the-art and offers guided tours.