

Roxanne Maher

From: Roxanne Maher
Sent: Monday, March 17, 2025 3:46 PM
To: Town Council Group
Subject: FW: [External] RE: Solid Waste Recycling Bid

Tracking:	Recipient	Read
	Town Council Group	
	Jessica Buhle	Read: 3/17/2025 3:51 PM
	Carmen Garcia Irizarry	Read: 3/17/2025 4:34 PM
	Naomi Rodriguez	Read: 3/17/2025 6:11 PM
	Tony Saccone	Read: 3/17/2025 7:50 PM

From: Brian Hovey <Brian.Hovey@casella.com>
Sent: Friday, March 14, 2025 10:36 AM
To: Steve Masalin <pwd@ledyardct.org>
Cc: Fred Allyn, III <mayor@ledyardct.org>; Roxanne Maher <council@ledyardct.org>; Matthew Bonin <finance.director@ledyardct.org>
Subject: Re: [External] RE: Solid Waste Recycling Bid

Thank you, Steve, for the perspective. I appreciate you getting back to me with some additional clarity. I welcome further discussion should the Town deem it necessary and in the best interest of the Town.

Brian Hovey
Market Area Manager

Willimantic Collection
121 Chronicle Road, Willimantic, CT 06226
p. 860-931-0246 • c. 207-694-0829
e. Brian.hovey@casella.com • w. casella.com

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From: Steve Masalin <pwd@ledyardct.org>
Sent: Friday, March 14, 2025 10:10:05 AM
To: Brian Hovey <Brian.Hovey@casella.com>
Cc: Fred Allyn, III <mayor@ledyardct.org>; Roxanne Maher <council@ledyardct.org>; Matthew Bonin <finance.director@ledyardct.org>
Subject: [External] RE: Solid Waste Recycling Bid

Good Morning Brian,

Thanks for reaching out. I offer the following, not as the one who has the ultimate authority to make the decision in this, but to delineate context relative to this particular bid and its result, as we had discussed in some measure in our phone conversation this past Tuesday .

In the 30+ years I have been in charge of securing and overseeing the Town's waste management services, we have bid for them eight times now (including this bid). In each previous case, as directed by the Town's Purchasing Ordinance, we went with the lowest responsible bid. This has involved a change of contractor on 3 previous occasions (not including cases of change of ownership while maintaining existing services). And even abiding carefully by the Purchasing Ordinance did not shield the Town from frivolous lawsuits on two occasions, that were ultimately thrown out. This speaks to how careful we are in following our contracting rules, and with respect to our municipal and curbside collection services have further tightened our bid specifications and process.

Also, in every case where an bid resulted in change in contractor, transitional considerations did not override our decision. The Town actually absorbed the biggest transitional impact, not through change of contractor, but because of conversion from manual to automated collection. Now under automated collection service logistics, this will involve a more complicated transition, as you suggest, and we could avoid this if we continue our service through Casella/Willimantic, a company through whom we have enjoyed many years of great service and relationship, but this would involve considerations that would amount to a bypassing of the clear bid results, which is tacitly acknowledged by your offer.

I have copied in the Mayor, Finance Director, and Administrative Assistant to the Town Council (who will forward this to the entire Town Council) so that they may have and consider your offer directly. There is a scheduled Finance Committee meeting on Wednesday, March 19th, at which this matter is scheduled to be taken up.

Regards,

Steve Masalin

Steven E. Masalin, P.E.



Public Works Director, Town of Ledyard
741 Colonel Ledyard Hwy.
Ledyard, CT 06339
(860) 464-3238
www.ledyardct.org

From: Brian Hovey <Brian.Hovey@casella.com>

Sent: Friday, March 14, 2025 6:00 AM

To: Steve Masalin <pwd@ledyardct.org>

Subject: Solid Waste Recycling Bid

Good Morning Steve,

I have not received a call back from the Mayor, so I am reaching out to you again hoping you can pass this on to the appropriate people. I'm also hoping that the bid has not been officially awarded leaving the Town open to this consideration. Casella is willing to match CWPM's bid in the interest of retaining the good relationship we have had with Ledyard. I understand that the Town Council has the ability to approve a bid waiver and I am asking that be considered before making the final award.

The changing to a new vendor and all that is involved with deploying new equipment to residents can be avoided. We have provided many years of great service and have always dealt with any issues brought to our attention quickly, efficiently and to the satisfaction of the Town.

I hope the Mayor and the Council will consider this option before awarding the bid to a new vendor that will not be able to provide the same seamless transition into a renewed agreement with Ledyard.

Thank you. I hope to hear from you.

Brian Hovey

Market Area Manager

Willimantic Collection

121 Chronicle Road, Willimantic, CT 06226

p. 860-931-0246 • c. 207-694-0829

e. Brian.hovey@casella.com • w. casella.com

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