

From: [Procurement](#)
To: [Diana McKenney](#)
Subject: FW: Attention: Reverse Vending Machine RFI Response
Date: Thursday, March 12, 2026 4:12:12 PM
Attachments: [image001.png](#)
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Hi Diana,

Please see the email below for your procurement response.

All the best,

Kyunghye (Kay) Bergreen

Administrative Assistant

Northeast Maryland Waste Disposal Authority

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nmwda.org | mdrecycles.org



From: Anwar Khan <anwar.khan@rts.com>
Sent: Thursday, March 12, 2026 4:02 PM
To: Procurement <procurement@nmwda.org>
Subject: Attention: Reverse Vending Machine RFI Response

You don't often get email from anwar.khan@rts.com. [Learn why this is important](#)

Hi NMWDA Procurement team,

Please see our responses back to the RFI.

I am the founder of **Cycle by RTS**. My contact information is listed below.

Recycle Track Systems (RTS) was founded with a mission to improve and modernize the way waste removal services are managed. Since 2015, when our CEO Greg Lettieri launched the company, RTS has grown into a recognized leader in technology-driven, sustainable waste management. From the beginning, RTS set out to disrupt an industry that had historically operated with limited transparency and minimal technological innovation. Today, RTS continues to differentiate itself by helping organizations integrate sustainability into their daily operations, increase transparency across waste streams, and achieve measurable progress toward zero-waste goals.

RTS is proud to serve some of the most prominent corporate and institutional clients across North America, including [Goldman Sachs](#), [JPMorgan Chase](#), [Bank of America](#), [National Grid](#), [AT&T](#), [Raising Cane's](#), [M&T Bank Stadium](#), and [Citi Field](#). Our partnerships with these complex, multi-site portfolios demonstrate our ability to deliver consistent service excellence at scale while supporting our clients' environmental, social, and governance (ESG) commitments.

1. What are the general costs and high-level budget considerations associated with implementing the reverse vending machine program?

With RTS, the primary budget considerations include the [number of machines being leased](#) and the length of the lease term. There are also setup costs associated with deploying the reverse vending machines, including [branding or "skinning" the machines](#), [delivery](#), [transportation](#), and [installation](#). Additional costs may be incurred for [implementing the rewards program](#), depending on the complexity and structure of the incentives offered.

2. Can you demonstrate any cost avoidance or savings for an organization that implements

reverse vending machines?

Reverse vending machines help reduce contamination within recycling streams, which can lower contamination fees that organizations might otherwise incur. Additionally, when organizations deploy a larger number of machines under longer-term agreements, the unit economics improve and the per-machine cost decreases. The rewards platform also scales efficiently across the network, meaning the same system can support a single machine or hundreds of machines without significantly increasing overall program costs.

3. What types of beverage containers do the reverse vending machines accept, and what types are prohibited?

The reverse vending machines accept PET plastic bottles and aluminum cans. There is also an optional machine configuration capable of handling glass containers.

4. Could reverse vending machines accept beverage containers or packaging such as cartons, pouches, aseptic containers, or gable-top containers?

No. The reverse vending machines are not designed to accept cartons, pouches, aseptic containers, or gable-top packaging.

5. What support would be needed from the City, either up front or on an ongoing basis?

The level of support required from the City depends largely on who is responsible for servicing the machines. Each machine location requires access to electrical power and reliable internet connectivity. The City may also assist in coordinating partnerships with local businesses to implement reward programs if a bottle deposit system is not in place. If the City elects to service the machines internally, the overall program costs would be lower than if RTS were contracted to provide servicing.

6. What potential incentives would be provided in exchange for returned beverage containers?

In bottle deposit states, consumers typically receive a reward of \$0.05 or \$0.10 per container. Through RTS, consumers can also receive digital rewards, incentives from local businesses, or merchandise. For example, in 2023 RTS partnered with the City of Coral Gables and the Florida Beverage Association to create a localized rewards program featuring participating businesses such as a movie theater, spa, and local restaurants.

7. Would you recommend starting with a pilot program?

Yes. We recommend beginning with a pilot program. Initial machines should be placed in high-traffic locations such as shopping districts, retail corridors, and community parks where large volumes of single-use beverage containers are generated.

8. What staffing needs should be considered when implementing and servicing the machines?

Staff are required to empty the machines on a routine basis. Each machine can hold approximately 900 containers and may need to be emptied weekly depending on usage levels. A service team is also necessary to address maintenance issues such as clearing containers from the sorting system or resolving mechanical jams.

9. What happens to the collected materials?

The downstream handling process depends on the material type. Aluminum typically carries a higher commodity value than plastic. Both PET plastic and aluminum are transported to local processing facilities where materials are sorted, compacted, extruded, or repackaged before being sold to reprocessing facilities.

10. How much waste can be diverted per machine per year?

The amount of waste diverted depends on the volume of containers processed by each machine. Annual diversion totals will vary based on usage rates and the number of containers returned.

11. Are there other environmental benefits that can be quantified?

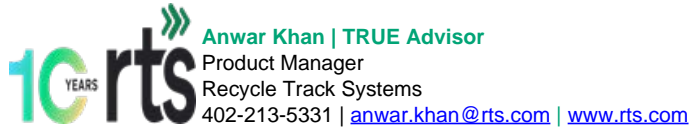
At this time, the primary quantifiable environmental benefit is the diversion of recyclable materials from landfill.

12. Are there barriers that could impact program implementation?

Potential barriers include machine availability and identifying suitable high-traffic locations for machine placement.

13. How does the system protect against fraud?

In bottle deposit states, reverse vending machines rely on approved barcode databases specific to that jurisdiction. This prevents containers purchased in other states from being improperly redeemed. Additionally, digital rewards programs can link transactions to a user identifier such as an email address or phone number, providing another layer of verification.



From: Procurement <procurement@nmwda.org>

Sent: Tuesday, January 27, 2026 1:59 PM

Subject: Request for Information for Reverse Vending Machine Programs

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Good Afternoon,

The Authority is issuing a Request for Information (“RFI”) on behalf of the Baltimore City’s Department of Public Works (“DPW”) to gather information from businesses and/or other entities that may be interested in partnering with the City of Baltimore (“City”) to implement reverse vending machines for commonly used beverage containers. The Authority and DPW seek responses to the questions listed in the “RESPONSES” section of this RFI. The Authority and DPW may use the information collected through this RFI to plan for future waste diversion efforts, related costs and draft a potential Request for Proposal (“RFP”). This RFI does not constitute a commitment, implied or otherwise. The Authority and City will not be responsible for any costs incurred by respondents to prepare and submit their response to this RFI.

Submission Deadline is 12 p.m. (local time) on Friday, March 13, 2026 (“Due Date”).

Each Vendor shall submit a copy by email with the subject line “**Attention: Reverse Vending Machine RFI Response**” to procurement@nmwda.org. The response shall not be longer than 30-pages.

Questions and Requests for Clarification related to this RFI should be submitted prior to **12:00 p.m. on Friday, February 13, 2026**. Questions shall be emailed to procurement@nmwda.org.

Sincerely,
Northeast Maryland Waste Disposal Authority Procurement

Northeast Maryland Waste Disposal Authority
Tower II – Suite 402, 100 S. Charles Street, Baltimore, MD 21201
nmwda.org | mdrecycles.org



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