

**EVALUATION REPORT**

Requests for Proposals for  
Dual Stream Recyclable Materials Marketing

Prepared for the Borough of Fair Lawn  
by the  
RFP Evaluation Committee Team

Dated March 3, 2025

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## Executive Summary

This Evaluation Report is being provided pursuant to and in accordance with the requirements of the competitive contracting provisions of the Local Public Contracts Law (N.J.S.A. 40A:11-4.1 et seq.). The purpose of this Evaluation Report is to provide the Borough of Fair Lawn (“Borough”) with an evaluation of the proposals received, and to provide a recommendation to the Borough Council for award of a contract in accordance with the Borough’s Request for Proposals for Dual Stream Recyclable Materials Marketing (“RFP”).

The goal of the Borough in utilizing the competitive contracting process was to obtain proposals from qualified providers for the following services: accept and process materials collected and delivered to its facility by the Borough’s collection contractor and market the recyclables (“Services”). The proposed term of the contract for the Services is April 1, 2025 through March 31, 2027, with the Borough retaining the sole option to renew the contract for two one (1)-year periods or one two (2)-year period.

On December 13, 2024, the Borough issued the RFP pursuant to the competitive contracting provisions of the Local Public Contracts Law, N.J.S.A. 40A:11-1 et seq. Through the competitive contracting process, the Borough seeks to enter into a contract with a qualified service provider to provide the Services in a reliable, efficient, knowledgeable and cost-effective manner.

Services are expected to be performed in compliance with all federal, State and local requirements, laws, rules and regulations, and in accordance with the terms and provisions of the contract, the terms and provisions of the RFP, and in accordance with prudent industry practice.

To evaluate proposals, the Borough organized an evaluation team comprised of Kurt Peluso, Borough Manager; Nick Magarelli, Municipal Clerk; Chris Hoitsma, Superintendent of Public Works; Ron Lottermann, Recycling Coordinator; and Josh Keller, Assistant Recycling Coordinator (collectively, the “Evaluation Team”).

On February 5, 2025, the Borough received three (3) proposals in response to the RFP from I.W.S. Transfer Systems of N.J. (“I.W.S.”), Inc. 300 Frank W. Burr Boulevard, Suite 39, Teaneck, NJ 07666; Atlantic Coast Recycling LLC (“Atlantic Coast Recycling LLC”), 101 7<sup>th</sup> Street, Passaic, NJ 07055; and Waste Management of New Jersey, Inc. (“Waste Management of New Jersey, Inc.”), 100 Brandywine Boulevard, Newton, PA 18940, all of which were deemed responsive. However, upon review of the proposal submitted by I.W.S, it was determined that I.W.S’s proposal contained a patent error in that numbers that were listed as positive amounts should have been negative amounts and were inaccurate. Accordingly, I.W.S was permitted to withdraw its proposal.

The Evaluation Team conducted a comprehensive evaluation of each proposal submitted by Atlantic Coast Recycling LLC and Waste Management of New Jersey, Inc. (collectively, the “Proposals”), based upon the criteria established in the RFP, as set forth in detail in this Evaluation Report. The Proposals were evaluated based upon the following criteria:

Management Criteria – experience of supervisory personnel assigned to oversee and manage staff assigned to perform the Services, including their past experience (Form P and Form Q).

Technical Criteria – the ability to provide services, including approach to carrying out the services, required supervision, staffing levels, equipment and experience to perform the required tasks in the specifications (Form R and Form S).

Cost Criteria – comparison to the other RFP proposals based on the Proposal Sheet and, as applicable, budgetary availability of funds (Form B).

All criteria were given equal weight.

After reviewing the Proposals, members of the Evaluation Team scored each Proposal in accordance with the criteria established in the RFP. Based on its evaluation of the Proposals, the Evaluation Team recommends that a contract for Dual Stream Recyclable Materials Marketing be awarded to Waste Management of New Jersey, Inc. for the reasons set forth herein.

### Overview of the RFP

The RFP solicited proposals for the performance of Services pursuant to a contract to be entered into by and between the Borough and the Successful Proposer. The RFP provided that the Successful Proposer will have expertise in providing the Services, and must demonstrate that they will have the continuing capabilities to perform the following:

1. The Proposer will accept and process recyclable materials collected and delivered to its facility by the Borough's collection contractor, Cali Carting. The Proposer shall accept all of the tonnage of materials as outlined herein.
2. The Proposer shall be responsible for the marketing of recyclable materials collected under the terms of the specifications. Disposition of the materials must be at an approved market or processing facility.
3. In order to retain current contractual rates with the Borough's collection contractor, the Proposer's facility for recyclable materials delivered by the Borough shall be within a twenty (20) mile radius of the Borough of Fair Lawn Recycling Center, located at 20-05 Saddle River Road, Fair Lawn, NJ 07410. Proposer shall submit a copy of Google Maps that verifies that their facility is within the required 20-mile radius.
4. The Proposer's facility shall allow for Cali Carting vehicles to unload within thirty (30) minutes of arrival.
5. Facility Hours of Operation must be at least:  
Monday through Friday 6:30 AM to 4:30 PM, Saturday 6:00 AM to 12:00 PM.
6. Recycling collections are suspended on the following holidays:  
New Year's Day, Memorial Day, Independence Day, Labor Day, Thanksgiving and Christmas.
7. The Successful Proposer shall host on-site paper shredding services at our Recycling Center one time per year (Saturday or Sunday for five (5) hours per day) at the Successful Proposer's sole cost and expense. The Borough will provide the Successful Proposer with the official date upon contract execution. All records must be shredded on-site.
8. The Successful Proposer shall include document destruction services for the Borough of Fair Lawn two (2) days per year (Monday through Friday for four (4) hours per day) at the Successful Proposer's sole cost and expense. All records must be shredded on-site.

9. The historical tonnage by commodity that the Borough of Fair Lawn collection contractor has collected is summarized in the table below.

**FAIR LAWN 2020-2023 TONNAGE SUMMARY REPORT**

<b>YEAR</b>	<b>COMMINGLED</b>	<b>CORRUGATED, OCC</b>	<b>MIXED PAPER</b>	<b>CONTAMINATION</b>
<b>2023</b>	1377.69	106.85	1890.49	255.52 [95% commingle]
<b>2022</b>	1442.03	130.32	1906.95	306.03 [95% commingle]
<b>2021</b>	1429.00	127.92	2080.70	not available
<b>2020</b>	1566.61	134.98	2164.18	not available

The term of this agreement shall run for **two (2) years** from **April 1, 2025 – March 31, 2027** with the Borough retaining the sole option to extend the term for two (2) one (1)-year period or one (1) two (2)-year period in accordance with N.J.S.A. 40A:11-15 and as defined in the RFP specifications.

As set forth above, Proposals were evaluated on the basis of the criteria set forth in the RFP, in accordance with competitive contracting provisions of the Local Public Contracts Law, and other applicable law.

**Evaluation Process**

The evaluation of the Proposals involved a two-part process:

- The first part consisted of a review of the documents submitted with each Proposal to determine if the Respondent’s Proposal included all documentation and information in its Proposal required by the RFP such that it was responsive. All responsive Proposals, with the exception of I.W.S.’s withdrawn proposal, then moved on to the second phase of the evaluation process.
- The second part of the process entailed a ranking of the Proposals as to each criteria listed in the RFP (with a 10 being the highest, and a 1 being the lowest):  
The Respondent with the top ranking in the second part of the evaluation process was then recommended for award of a contract as the Successful Respondent.

**Proposal(s) Received in Response to the RFP**

The following is a brief summary of each Proposal received from the Respondents who submitted responsive Proposals:

1. Waste Management of New Jersey, Inc.  
Waste Management of New Jersey, Inc. is an international company that has been in business for over 50 years providing recycling and garbage services to businesses, residents and government agencies. They are the Borough’s current vendor for recycling marketing and processing and their facility is located in Paterson, New Jersey.
2. Atlantic Coast Recycling LLC  
Atlantic Coast Recycling LLC is a New Jersey based business whose roots can be traced back to the 1930s. They provide recycling services to over 60 municipalities and a range of commercial

and industrial companies. They have a new state-of-the-art facility. They were a previous contractor to the Borough of Fair Lawn.

## Qualifications

Under the RFP, proposers were required to demonstrate the following qualifications:

1. Each Proposer shall submit with the Proposal a statement of qualifications that demonstrates the Proposer's ability to perform the work as outlined in the Scope of Services, Section 5.2, with demonstrated experience (Form R to the RFP).
2. Documentation from the New Jersey Department of Environmental Protection allowing Proposer to operate as a recycling market, capable of accepting these materials. All Proposers must demonstrate a minimum of three (3) years of successful experience marketing recyclable materials delivered from a program of similar size and capacity to the Borough of Fair Lawn.
3. Each Proposer shall include within the Proposal, Marketing Experience List (Form S to the RFP), including the following items:
  - a. Facility Owner from which the materials were marketed;
  - b. Location of Facility from which the materials were marketed;
  - c. Contact person, including telephone number and address; and
  - d. Evidence that the firm complied with all applicable statutes, laws and regulations during the marketing of recyclables.
4. It is the obligation of the Proposer to apprise itself of all facts necessary to undertake the performance of the work. This includes, but is not limited to, the examination of Recyclable Material as specified herein, related documents, most recent New Jersey Department of Environmental Protection's regulations for Class A Recycling and other applicable Laws, Ordinances, Rules and Regulations. Proposer must provide proof that the Proposer is a Class A Recycling Center.

Responses from Waste Management of New Jersey, Inc. and Atlantic Coast Recycling LLC to the qualifications are in attachments 2 and 3 to this evaluation report.

## Proposal Evaluation

Each of the Proposals were evaluated in accordance with the process defined in the RFP. The evaluation was conducted based upon a total potential score of 30 on the following criteria:

The scoring for the Proposals submitted by Waste Management of New Jersey, Inc. and Atlantic Coast Recycling LLC, and the basis upon which each score was given is provided below.

1. Management Criteria – Both Respondents demonstrated that they clearly understood the Borough goals and objectives with regard to the provision of the Services. The Proposals all met the minimum standards and substantially addressed the requirements of the RFP, including that Respondent possessed the necessary experience in performing Services similar to those sought by the Borough. Both Respondents have had contracts with the Borough of Fair Lawn in the past and are both familiar with the Borough of Fair Lawn and New Jersey State regulations.
2. Technical Criteria – Both Respondents have long standing facilities that have the ability to process recycling as outlined in the RFP.

3. Cost Criteria – Both respondents submitted pricing that is summarized in attachment 1.

Scoring Summary

Criteria	Waste Management of New Jersey, Inc.	Atlantic Coast Recycling LLC
Management	10	10
Technical	10	10
Cost	10	9
Total Points	30	29

Recommendation – Successful Respondent

In recommending that a contract be awarded to Waste Management of New Jersey, Inc. as the Successful Respondent, the Evaluation Team reviewed the Proposals for legal compliance, as well as technical, experience, qualifications, knowledge and fee structure requirements set forth by the RFP.

Waste Management of New Jersey, Inc.'s Proposal scored 30 points out of a possible 30 points on the Evaluation Matrix, while Atlantic Coast Recycling LLC scored 29 points out of 30. The Evaluation Team awarded Waste Management of New Jersey, Inc. 10 points for the lowest overall total cost and Atlantic Coast Recycling LLC 9 points for having the second lowest overall total cost as shown in attachment 1 in the Cost criteria. Both Proposers were awarded 10 points for the Management and Technical criteria. The Evaluation Team believes that Waste Management of New Jersey, Inc. has assembled a quality project team with the experience and technical capability, and knowledge and wherewithal to work as a partner with the Borough to efficiently and effectively provide the Services sought under the RFP.

Accordingly, the Evaluation Team recommends that the Borough Council award a contract to Waste Management of New Jersey, Inc. for performance of Services.

Dual Stream Recyclable Materials Collection						I.W.S. Transfer Systems of NJ, Inc.		Atlantic Coast Recycling LLC		Waste Management of NJ, Inc.	
Bid: February 5, 2025						300 Frank W. Burr Blvd., Suite 39		101 7th Street		100 Brandywine Boulevard	
Term of Contract: April 1, 2025 to March 31, 2027						Teaneck, NJ 07666		Passaic, NJ 07055		Newtown, PA 18940	
with the Borough retaining the sole option to extend the term											
ITEM	Mixed Paper #54					Mixed Paper #54		Mixed Paper #54		Mixed Paper #54	
A	Gross Market Price Per Ton					40.00		40.00		40.00	
B	Fixed Processing Fee Per Ton					70.00		15.00		40.00	
C	Net Market Price Per Ton (A) minus (B)					(30.00)		25.00		0.00	
D	Percentage Allocation of Net Market Price IF	Percentage	Allocation	of Net Market Price	IF	Borough Percentage	Proposer Percentage	Borough Percentage	Proposer Percentage	Borough Percentage	Proposer Percentage
	Net Market Price is POSITIVE					25%	75%	100%	0%	100%	0%
E	Percentage Allocation of Net Market Price IF	Percentage	Allocation	of Net Market Price	IF	Borough Percentage	Proposer Percentage	Borough Percentage	Proposer Percentage	Borough Percentage	Proposer Percentage
	Net Market Price is NEGATIVE					50%	50%	100%	0%	100%	0%
						Borough Price Per Ton		Borough Price Per Ton		Borough Price Per Ton	
F	IF (C) is POSITIVE multiply (C) by (D) Borough Percentage Bid POSITIVE IF (C) is NEGATIVE multiply (C) by (E) Borough Percentage Bid NEGATIVE					(15.00)		25.00		0.00	
G*	Multiply (F) by tonnage estimate 1890.49 <i>Positive</i> means payment to Borough <i>Negative</i> means payment to Proposer					(28,357.35)		47,262.25		0.00	
H	Contamination Fee Per Ton					100.00		(110.00)		0.00	
I	Multiply (H) by Contamination tonnage estimate 12.78 [5% of 255.52]					1,278.00		(1,405.80)		0.00	
J	TOTAL YEARLY COST TO BOROUGH (G) plus (I)					29,635.35		45,856.45		0.00	
* If the result is a <i>Positive</i> , then the vendor will pay the Borough of Fair Lawn, a <i>Negative</i> result means the vendor will charge the Borough of Fair Lawn and a <i>Zero</i> result means that the vendor will neither charge nor pay the Borough of Fair Lawn.											
ITEM	Corrugated, OCC (#11)					Corrugated, OCC (#11)		Corrugated, OCC (#11)		Corrugated, OCC (#11)	
A	Gross Market Price Per Ton					80.00		80.00		80.00	
B	Fixed Processing Fee Per Ton					40.00		40.00		50.00	
C	Net Market Price Per Ton (A) minus (B)					40.00		40.00		30.00	
D	Percentage Allocation of Net Market Price IF	Percentage	Allocation	of Net Market Price	IF	Borough Percentage	Proposer Percentage	Borough Percentage	Proposer Percentage	Borough Percentage	Proposer Percentage
	Net Market Price is POSITIVE					25%	75%	100%	0%	100%	0%
E	Percentage Allocation of Net Market Price IF	Percentage	Allocation	of Net Market Price	IF	Borough Percentage	Proposer Percentage	Borough Percentage	Proposer Percentage	Borough Percentage	Proposer Percentage
	Net Market Price is NEGATIVE					50%	50%	100%	0%	100%	0%
						Borough Price Per Ton		Borough Price Per Ton		Borough Price Per Ton	
F	IF (C) is POSITIVE multiply (C) by (D) Borough Percentage Bid POSITIVE IF (C) is NEGATIVE multiply (C) by (E) Borough Percentage Bid NEGATIVE					30.00		40.00		30.00	
G*	Multiply (F) by tonnage estimate 106.85 <i>Positive</i> means payment to Borough <i>Negative</i> means payment to Proposer					3,205.50		4,274.00		3,205.50	
H	Contamination Fee Per Ton					100.00		(110.00)		0.00	
I	Multiply (H) by Contamination tonnage estimate 12.78 [5% of 255.52]					1,278.00		(1,405.80)		0.00	
J	TOTAL YEARLY COST TO BOROUGH (G) plus (I)					1,927.50		2,868.20		3,205.50	
* If the result is a <i>Positive</i> , then the vendor will pay the Borough of Fair Lawn, a <i>Negative</i> result means the vendor will charge the Borough of Fair Lawn and a <i>Zero</i> result means that the vendor will neither charge nor pay the Borough of Fair Lawn.											
ITEM	Commingled Materials					Commingled Materials		Commingled Materials		Commingled Materials	
A	Fixed Rate Per Ton					75.00		(63.00)		(45.00)	
B	Multiply (A) by tonnage estimate 1377.69					103,326.75		(86,794.47)		(61,996.05)	
C	Contamination Fee Per Ton					100.00		(110.00)		0.00	
D	Multiply (C) by tonnage estimate 242.74 [95% of 255.52]					24,274.00		(26,701.40)		0.00	
E	TOTAL YEARLY COST TO BOROUGH (B) plus (D)					127,600.75		(113,495.87)		(61,996.05)	
TOTAL YEARLY COST TO BOROUGH											
Mixed Paper (#54)						29,635.35		45,856.45		0.00	
Corrugated, OCC (#11)						1,927.50		2,868.20		3,205.50	
Commingled Materials						127,600.75		(113,495.87)		(61,996.05)	
OVERALL TOTAL						159,163.60		(64,771.22)		(58,790.55)	*
						WITHDREW BID				* denotes error in calculation	



**FORM P:**  
**QUESTIONNAIRE**

The signatory of this Proposal guarantees the truth and accuracy of all statements and of all answers to interrogatories hereinafter made.

(THE ATTACHMENT MUST BE COMPLETED AND RETURNED, WITH THE RFP, FOR RFP TO BE ACCEPTED).

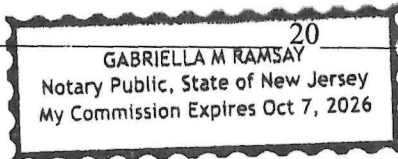
**NAME OF PROPOSER:** ATLANTIC COAST RECYCLING LLC.  
**AUTHORIZED SIGNATURE:** *Roger Jones*  
**TITLE:** Vice President  
**ADDRESS:** 101 7th Street  
Passaic, NJ 07055  
**DATE:** 1/22/2025

Subscribed and sworn to before me

This 22 day of January, 2025

*G. Ramsay*  
(Seal) Notary Public of New Jersey/  
Specify Other State \_\_\_\_\_

My Commission Expires \_\_\_\_\_



**FORM P:**  
**QUESTIONNAIRE**

This questionnaire must be filled out and submitted as part of the RFP Proposal for Dual Stream Recyclable Materials Marketing for the Borough of Fair Lawn. **Failure to complete this form or to provide any of the information required herein shall result in rejection of the RFP Proposal.**

**Answers should be typewritten or printed neatly in black or blue ink. Answers must be legible. Any answer that is illegible or unreadable will be considered incomplete. If additional space is required, the Proposer shall add additional sheets and identify clearly the question being answered.**

1. How many years has the Proposer been in business, performing services that are the subject to this RFP, under your present name? *2 YEARS.*
  
2. List any other names under which the Proposer, its partners or officers have conducted business, performing services that are the subject of this RFP, in the past five years. *ATLANTIC COAST FIBERS LLC.*
  
3. Has the Proposer, its partners or officers failed to perform any contract awarded to it by the Borough of Fair Lawn or any other public entity, under its current or any past name in the past five years? If the answer is "Yes", state when, where and why. A complete explanation is required. *No*
  
4. Has any officer or partner of the Proposer's business ever failed to perform any contract that was awarded to them, as an individual, by the Borough of Fair Lawn or any other public entity, in the past five years under its current or any past name? If the answer is "Yes", state when, where and why. A complete explanation is required. *No*
  
5. List all public entity contracts that the Proposer, any officer or partner of the Proposer's business under its current, or any past name in the past five years is now performing or for which contracts have been signed, but work not begun. Give the name of the public entity, the amount of the contract and the number of years the contract covers.

*SEE REFERENCES*

6. List the government marketing services contract that the Proposer, under its current, or any past name; or any officer or partner of the Proposer, has completed within the last five years. Give detailed answers to questions below relating to this subject.

(a) Name of contracting unit;

(b) Approximate population of contracting unit;

(c) Term of contract from \_\_\_\_\_ to \_\_\_\_\_.

(d) How were the materials collected? *SINGLE STREAM + DUAL STREAM*

(e) Explain how the materials were marketed. *DOMESTIC + EXPORT MARKETS*

(f) Has the Proposer ever failed to make payments for recyclable materials in a government contract in the last five (5) years? If so, explain. *NO.*

(f) Name and telephone number of Contract Administrator or some other official in charge of the listed contract(s).

*SEE ATTACHED REFERENCES*

7. In the past three (3) years has the Proposer, under its current or any past name, any officer or partner of the Proposer, ever failed to successfully market recyclable materials under the terms of a contract? If yes, explain. A complete explanation is required. *No*

8. Has the Proposer, under its current or any past name, any officer or partner of the Proposer, been involved in a lawsuit over either the successful marketing of recyclable materials or payment to a governmental unit in the last three (3) years? If yes, explain. A complete explanation is required. *No*

9. Has any officer or partner of the Proposer's business, under its current or any past name, ever failed to perform any contract that was awarded to them as an individual by a county or municipality in the past five years? If the answer is "Yes", state when, where and why. A complete explanation is required. *No*

10. Has the Proposer, or any officer or partner of the Proposer, under its current or any past name, ever filed for bankruptcy in the last seven (7) years? If yes, a complete explanation is required. *No.*

## **ACR Management and Staff (Passaic)**

**Fred Petrone Municipal Acct. Manager 44 years experience**

**Joseph McNellis Municipal Acct. Manager. 38 years experience**

**Lou Cortes Plant Mgr. 20 years experience**

**Joann Torre Accounts Payable 35 years experience**

**Gary Pelikan Accounts Receivable 24 years experience**

**Gini Figueroa Certified Scale Operator 15 years experience**

**Jamee Gaccione Logistics Mgr. 27 years experience**

**Raul Santos Supervisor 34 years experience**

**Steven Camacho Supervisor 33 years experience**

**FORM R:**  
**STATEMENT OF QUALIFICATIONS**

Proposers shall describe below their approach to performing the Services required by the Borough of Fair Lawn pursuant to this RFP. Proposers should include a brief description of supervisory and staffing levels, and a brief description of equipment owned or leased by Proposers to enable Proposer to perform the Services in an efficient, safe and cost-effective manner. The Statement of Qualifications must demonstrate Proposer's ability to perform the Services as outlined in the Scope of Services Section 5.2, with demonstrated experience.

A. Proof that Proposer is a Class A Recycling Center \* *SEE ATTACHED*

B. It is mandatory that Proposer has completed at least three (3) years of experience providing Dual Stream Recyclable Materials Marketing to governmental or commercial entities of similar size as to the work described in these specifications. A minimum of three (3) references must be submitted with this Proposal submission. *SEE ATTACHED REFERENCES*

1. Name of Owner: \_\_\_\_\_

Contract Amount: \_\_\_\_\_

Type of Work: \_\_\_\_\_

Name of Person in Charge of Project: *FRED PETRONE - MUNICIPAL Acct. M62.*

Phone Number and Email of Person in Charge of Project: *973-614-9600 x123.*

*fred.petrone@atlanticcoastrecycling.com.*

Approximate Date of Services (Start/End): \_\_\_\_\_

2. Name of Owner: \_\_\_\_\_

Contract Amount: \_\_\_\_\_

Type of Work: \_\_\_\_\_

Name of Person in Charge of Project: \_\_\_\_\_

Phone Number and Email of Person in Charge of Project: \_\_\_\_\_

Approximate Date of Services (Start/End): \_\_\_\_\_

**FORM R: (continued)**  
**STATEMENT OF QUALIFICATIONS**

3. Name of Owner: \_\_\_\_\_

Contract Amount: \_\_\_\_\_

Type of Work: \_\_\_\_\_

Name of Person in Charge of Project: \_\_\_\_\_

Phone Number and Email of Person in Charge of Project: \_\_\_\_\_

Approximate Date of Services (Start/End): \_\_\_\_\_

*SEE ATTACHED*

**(Attach additional pages, as necessary)**



State of New Jersey

DEPARTMENT OF ENVIRONMENTAL PROTECTION  
DIVISION OF SUSTAINABLE WASTE MANAGEMENT  
BUREAU OF SOLID WASTE PLANNING & LICENSING

401 East State Street

P.O. Box 420, Mail Code 401-02C

Trenton, New Jersey 08625-0420

Tel. (609) 984-4250 • Fax (609) 777-1951/984-0565

[www.nj.gov/dep/dswm/swpl/index.html](http://www.nj.gov/dep/dswm/swpl/index.html)

PHILIP D. MURPHY  
Governor

SHEILA Y. OLIVER  
Lt. Governor

SHAWN M. LATOUR  
Commissioner

February 6, 2023

Nina H. Seiden, Manager  
Office of Solid Waste and Recycling Programs  
County of Passaic  
930 Riverview Drive, Suite 250  
Totowa, NJ 07512

Dear Ms. Seiden:

The New Jersey Department of Environmental Protection, Division of Sustainable Waste Management, Bureau of Solid Waste Planning and Licensing is in receipt of a proposed amendment to the Passaic County District Solid Waste Management Plan (County Plan) dated January 26, 2023. Administrative Action 001-23 to the County Plan proposes County Plan inclusion of a name change of the Atlantic Coast Fibers, LLC Class A Recycling Center located at 101 7<sup>th</sup> Street (Block 1030, Lot 1) in the City of Passaic, to Atlantic Coast Recycling, LLC. The above noted change in name will not result in any operational changes at the subject facility.

Pursuant to N.J.A.C. 7:26-6.11(b)14, the inclusion of a change in name of an existing recycling facility can be accomplished via an administrative action. Therefore, the County Plan inclusion of a change in name of the Atlantic Coast Fibers, LLC Class A Recycling Center to Atlantic Coast Recycling, LLC is hereby approved as an administrative action pursuant to N.J.A.C. 7:26-6.11(f).

If you have any questions relative to this action, please contact Dawn Slawsky of my staff at (609) 984-4250 or by email at [dawn.slawsky@dep.nj.gov](mailto:dawn.slawsky@dep.nj.gov).

Sincerely,

Jill Aspinwall, Section Chief

Bureau of Solid Waste Planning and Licensing

## **Municipal References**

### **Contract Terms**

**Ocean County Dept. of Solid Waste Mgt, 1/1/2017 – 12/31/2026 Bob Kuhne Asst. Director  
732-367-0802 (33 Municipalities)**

**Butler 1/1/2025 – 12/31/2028 w/2 (1) year options, Single Stream, Matthew Guilder B.A.  
973-838-7200**

**Clifton 5/1/2024 – 4/30/2025, Dual Stream, Jason VanWinkle DPW Supt. 973-470-2239**

**Hoboken 4/1/2024 – 3/31/2027 w/2 (1) year options, Dual Stream, Diana Aviles Director of  
Purchasing 201-420-2000**

**Kinnelon 1/1/2025 – 12/31/2026 , Dual Stream, Joe Niosi Supt. Public Works 973-838-5401**

**Midland Park 10/1/2024-2026 w/3 (1) year options, Dual Stream, Wendy Martin B.A 201-  
445-5720**

**Montclair 12/1/2024 - 11/30/2027 w/2 (1) year options, Dual Stream & Single Stream, Craig  
Brandon Recycling Coordinator 973-509-5711**

**North Caldwell 4/1/2024-2029, Dual Stream, Glenn Domenick B.A. 973-229-6110**

**Paramus 12/1/2024 – 11/30/2026 W/ 3 (1) year options, Dual Stream, Hector Olmo B.A.  
201-265-2100**

**Ridgewood 11/1/2024 – 10/31/2027 w/ 2 (1) year options, Dual Stream, Richard Calbi  
Director of Operations 201-670-5521**

**River Edge 4/1/2024 – 3/31/2027 w/2 (1) year options, Dual Stream, Jason Milito DPW Supt.  
201-599-6276**

**Wayne 12/2024 – 12/2025, Dual Stream, Kim Brown Recycling Coordinator 973-694-1800**

**West Milford 1/1/2025 – 12/30/2025 w/ 1 year option, Dual Stream, David Stires Recycling  
Coordinator 973-278-2700**



**FORM S:**  
**MARKETING EXPERIENCE LIST**

Each Proposer provide the minimum information below demonstrating:

1. Name of Facility from which materials were marketed
2. Dates of marketing services provided to each listed Facility
3. Location of Facility from which the materials were marketed
4. Contact person, including telephone number and address
5. Evidence that the Proposer complied with all applicable statutes, laws and regulations during the marketing of the recyclables
6. Marketing Plan
7. Marketing Mission Statement
8. Maximizing Revenue Plan
9. Getting Commodities to the Market: Shipping and Record-Keeping Practices

**(Attach additional pages, as necessary)**

Attached to form S Marketing

All Recyclables listed from the attached Municipal references are marketed from our Passaic, N.J office located at 101 7<sup>th</sup> Street, Passaic, N.J. 07055. We compile a list of monthly pricing from reliable Domestic as well as Overseas markets on a monthly basis always striving to get the best pricing available. Once our Export orders are placed, our Logistics Dept. arranges for the Bookings and our in-house truckers schedule the loads. Domestic shipments are generally set up by the Paper Mills. All the loads are weighed in-house on our certified scales.



I, Roger Shapiro, hereby certify that, as to each of the projects listed on Form R:

1. Proposer performed the services in accordance with its agreement with each entity, and did not default under such agreement; and
2. Proposer performed the services in accordance with all applicable law; and
3. Proposer was not cited for any violations under any applicable local or county ordinances, District Solid Waste Management Plans, or statutes, rules and regulations of the State of New Jersey during performance of the services.

I hereby certify that the foregoing statements made by me are true, and that I am aware that if any of the foregoing statements are willfully false, I am subject to punishment.

[NAME OF PROPOSER]

By: ACR / Roger Shapiro

Title: Vice President

Date: 2/3/25

101 7th Street  
Passaic, NJ 07055  
Tel: 973-614-9600  
Fax: 973-614-1663

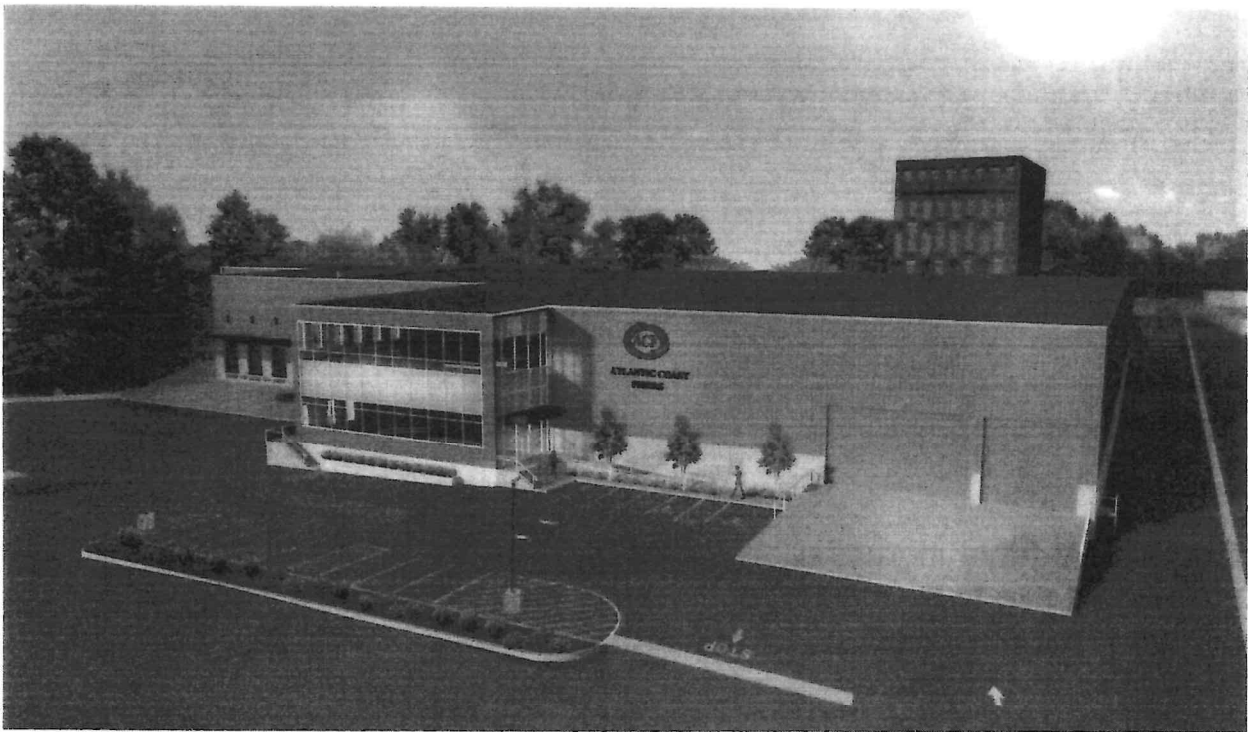
611 New Hampshire Ave.  
Lakewood, NJ 08701  
Tel: 732-475-0100  
Fax: 732-367-7076



# UPDATE

We want to update all of our Recycling Partners regarding the status of our facility rebuild, but first, we would like to express our deepest gratitude for your unwavering support, understanding, and encouragement.

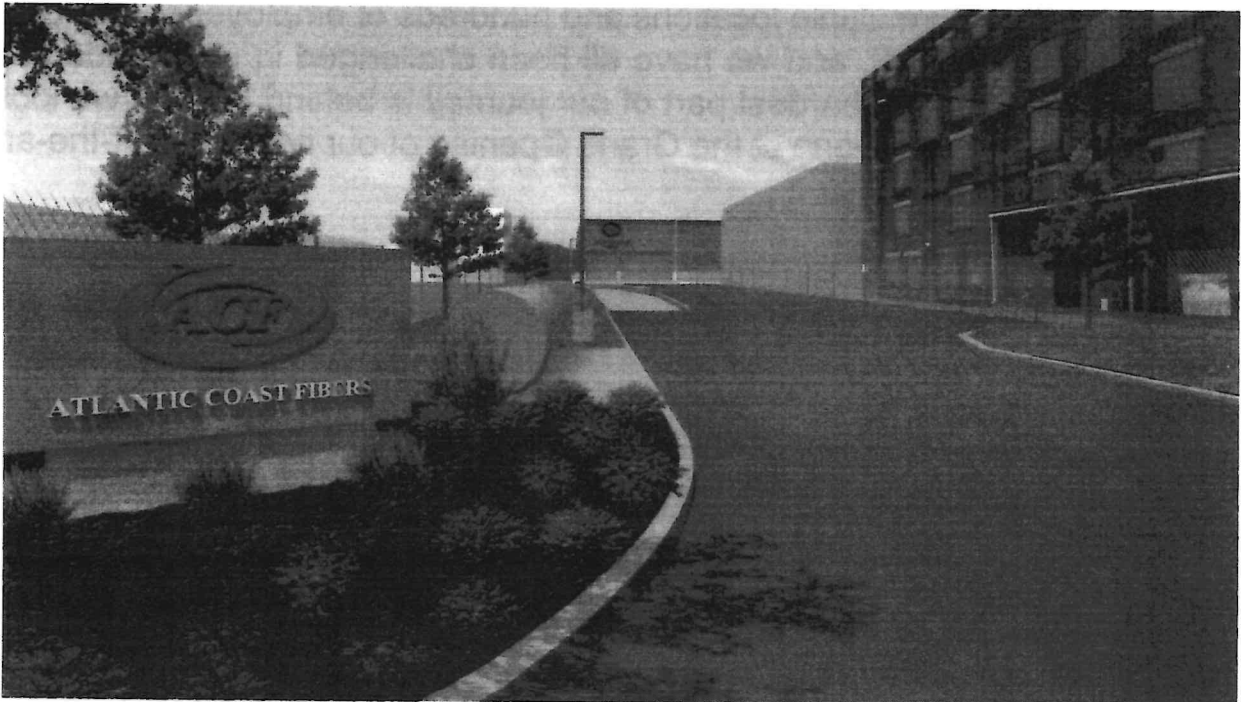
Over 80 years ago, we started a business collecting rags in the 1930s and grew to become one of the largest independent processors of recyclables in the Northeast, with multiple locations and hundreds of employees. This past year has been difficult, and we have all been challenged in unprecedented ways. Fortunately, the hardest part of our journey is behind us, and we look forward to seeing everyone at the Grand Opening of our new state-of-the-art facility when it is completed.



We have always believed in recycling, even before it was mandatory. Our investment of almost \$35 million in our new facility and equipment to make recycling easier for our Recycling Partners is a testament to our commitment. Our new facility will be the most modern and technologically advanced processing facility in the Northeast. What makes the facility unique is that it was designed from the ground up to be a processing facility. We did not take an existing facility and squeeze equipment where it could fit. Our goal is to

provide the best experience in the most cost-effective manner possible for our Recycling Partners.

We designed the facility to provide easy access for all of our Recycling Partners when delivering recyclables. Our new design makes it quicker and easier for trucks to drop their recyclables, so they can get in and get out faster. For example, our tip floor alone is over 36,000 sq. ft., which is bigger than the entirety of most other recycling facilities.



VIEW FROM SOUTH STREET

Overall, we have increased our total footprint by almost 40% from our old processing site to nearly 130,000 square feet, making this facility one of the largest in the Northeast, if not the largest.

All the processing equipment is ordered and scheduled for delivery in the 4th quarter of this year. We will be breaking ground by late Summer or early Fall.


As we progress, we will send you further updates on our status. If there are any questions in the interim, please do not hesitate to contact us at (973) 614-9600.

**FORM P:**  
**QUESTIONNAIRE**

The signatory of this Proposal guarantees the truth and accuracy of all statements and of all answers to interrogatories hereinafter made.

(THE ATTACHMENT MUST BE COMPLETED AND RETURNED, WITH THE RFP, FOR RFP TO BE ACCEPTED).

**NAME OF PROPOSER:** Waste Management of New Jersey, Inc.

**AUTHORIZED SIGNATURE:** 

**TITLE:** Christopher Farley, President

**ADDRESS:** 100 Brandywine Boulevard, Suite 300,  
Newtown, PA 18940

**DATE:** 1/21/2025

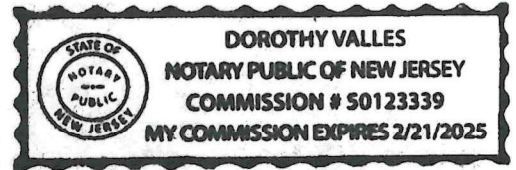
Subscribed and sworn to before me

This 14<sup>th</sup> day of January, 2025.



(Seal) Notary Public of New Jersey/  
Specify Other State New Jersey

My Commission Expires 02-21 2025.



**FORM P:**  
**QUESTIONNAIRE**

This questionnaire must be filled out and submitted as part of the RFP Proposal for Dual Stream Recyclable Materials Marketing for the Borough of Fair Lawn. **Failure to complete this form or to provide any of the information required herein shall result in rejection of the RFP Proposal.**

**Answers should be typewritten or printed neatly in black or blue ink. Answers must be legible. Any answer that is illegible or unreadable will be considered incomplete. If additional space is required, the Proposer shall add additional sheets and identify clearly the question being answered.**

1. How many years has the Proposer been in business, performing services that are the subject to this RFP, under your present name?

Over 25 Years.

2. List any other names under which the Proposer, its partners or officers have conducted business, performing services that are the subject of this RFP, in the past five years.

Not Applicable.

3. Has the Proposer, its partners or officers failed to perform any contract awarded to it by the Borough of Fair Lawn or any other public entity, under its current or any past name in the past five years? If the answer is "Yes", state when, where and why. A complete explanation is required.

No.

4. Has any officer or partner of the Proposer's business ever failed to perform any contract that was awarded to them, as an individual, by the Borough of Fair Lawn or any other public entity, in the past five years under its current or any past name? If the answer is "Yes", state when, where and why. A complete explanation is required.

No.

5. List all public entity contracts that the Proposer, any officer or partner of the Proposer's business under its current, or any past name in the past five years is now performing or for which contracts have been signed, but work not begun. Give the name of the public entity, the amount of the contract and the number of years the contract covers. Please see references attached. Additional References can be supplied on request.

6. List the government marketing services contract that the Proposer, under its current, or any past name; or any officer or partner of the Proposer, has completed within the last five years. Give detailed answers to questions below relating to this subject.
- Please see references attached. Additional References can be supplied on request.
- (a) Name of contracting unit;
  - (b) Approximate population of contracting unit;
  - (c) Term of contract from \_\_\_\_\_ to \_\_\_\_\_.
  - (d) How were the materials collected?
  - (e) Explain how the materials were marketed.
  - (f) Has the Proposer ever failed to make payments for recyclable materials in a government contract in the last five (5) years? If so, explain.
  - (f) Name and telephone number of Contract Administrator or some other official in charge of the listed contract(s).
7. In the past three (3) years has the Proposer, under its current or any past name, any officer or partner of the Proposer, ever failed to successfully market recyclable materials under the terms of a contract? If yes, explain. A complete explanation is required. No.
8. Has the Proposer, under its current or any past name, any officer or partner of the Proposer, been involved in a lawsuit over either the successful marketing of recyclable materials or payment to a governmental unit in the last three (3) years? If yes, explain. A complete explanation is required. No.
9. Has any officer or partner of the Proposer's business, under its current or any past name, ever failed to perform any contract that was awarded to them as an individual by a county or municipality in the past five years? If the answer is "Yes", state when, where and why. A complete explanation is required. No.
10. Has the Proposer, or any officer or partner of the Proposer, under its current or any past name, ever filed for bankruptcy in the last seven (7) years? If yes, a complete explanation is required. No.



**Similar Reference Projects:**

City of Paterson	
Contact	Harry Cevallos, Purchasing Agent - (973) 321-1340
Address	155 Market Street, Utica, Paterson, NJ 07505
Dates	July 2020 through December 2024
Population	155,000
Scope	Marketing of Material Agreement
<p>Waste Management currently processes and markets approximately 8,000 tons per year dual stream and single stream materials to our Material Recovery Facility by City of Paterson.</p> <p>Waste Management has not failed to make payments for Recyclable Materials to City of Paterson.</p> <p>Waste Management has provided a detailed explanation of the marketing of materials in the previous pages.</p>	

City of Philadelphia	
Contact	Kyle Lewis, Recycling Coordinator – (215) 686-5577
Address	1401 John F. Kennedy Blvd. Philadelphia, PA19102
Dates	July 2019 through December 2025
Population	1,533,828
Scope	Marketing of Recyclable Material
<p>Waste Management accepts, processes and markets approximately 90,000 tons per year of single stream recyclables to our Material Recovery Facility by City of Philadelphia.</p> <p>Waste Management has not failed to make payments for Recyclable Materials to City of Philadelphia.</p> <p>Waste Management has provided a detailed explanation of the marketing of materials in the previous pages.</p>	

### Borough of Franklin Lakes

Contact	Greg Hart – (201) 891-4000
Address	480 DeKorte Drive, Franklin Lakes, NJ 07417
Dates	January 2023 to December 2025
Population	11,000
Scope	Marketing of Recyclable Material

Waste Management accepts, processes and markets approximately 1,500 tons per year of single stream recyclables delivered to our Material Recovery Facility by Borough of Franklin Lakes.

Waste Management has not failed to make payments for Recyclable Materials to Borough of Franklin Lakes.

Waste Management has provided a detailed explanation of the marketing of materials in the previous pages.

### City of Easton

Contact	David Hopkins – (610) 250-6683
Address	123 S 3 <sup>rd</sup> Street, Easton, PA 18042
Dates	January 2024 to December 2027
Population	30,000
Scope	Marketing of Recyclable Materials

Waste Management accepts, processes and markets approximately 2,400 tons per year of single stream recyclables delivered to our Material Recovery Facility by City of Easton.

Waste Management has not failed to make payments for Recyclable Materials to City of Easton.

Waste Management has provided a detailed explanation of the marketing of materials in the previous pages.

### Township of Weehawken

Contact	Richard Venino – (201) 319-6009
Address	400 Park Avenue, Weehawken, NJ 07505
Dates	April 2021 to March 2026
Population	17,200
Scope	Marketing of Recyclable Material

Waste Management accepts, processes and markets approximately 1,300 tons per year of single stream recyclables to our Material Recovery Facility by the Township of Weehawken.

Waste Management has not failed to make payments for Recyclable Materials to Township of Weehawken.

Waste Management has provided a detailed explanation of the marketing of materials in the previous pages.

### Township of Forks

Contact	Donna Asure – (610) 250-2251
Address	1606 Sullivan Trail, Easton, PA 18040
Dates	September 2023 to August 2026
Population	16,400
Scope	Marketing of Recyclable Material

Waste Management accepts, processes and markets approximately 1,700 tons per year of single stream recyclables to our Material Recovery Facility by the Township of Forks.

Waste Management has not failed to make payments for Recyclable Materials to Township of Forks.

Waste Management has provided a detailed explanation of the marketing of materials in the previous pages.

**FORM Q:**  
**MANAGEMENT ABILITY**

Proposers shall list below the names and a brief description of the experience of all supervisory personnel the Proposers would assign to perform the Services for the Borough of Fair Lawn. Resumes of all supervisory personnel shall be attached.

Additionally, Proposers shall list below the names and a brief description of the experience of all staff who would be assigned to perform the Services for the Borough of Fair Lawn.

**SUPERVISORS: (Attach additional pages, as necessary)**

Operations Supervisor – Zoraida Concepcion

- Managing people: Hiring, training, and supervising employees, as well as providing coaching and feedback
- Managing processes: Designing and implementing procedures to improve efficiency, reduce waste, and increase output
- Managing budgets: Preparing budgets, forecasting, and allocating resources to meet strategic goals
- Managing quality: Implementing quality assurance measures, monitoring quality metrics, and identifying quality control issues
- Managing compliance: Ensuring that the business complies with legal regulations, industry standards, and internal policies
- Managing supply chain: Managing inventory, production, sales, and sourcing
- Managing customer service: Enhancing customer service quality and satisfaction
- Managing relationships: Cultivating and maintaining relationships with vendors and suppliers
- Managing reporting: Providing comprehensive reporting and analytics to help the organization gain insight

**STAFF: (Attach additional pages, as necessary)**

Small Equipment Operators – 4 Employees

Operating equipment: Skillfully maneuvering and operating small equipment to move materials or perform other required tasks according to project specifications.

Pre-shift inspections or Post shift inspections: Conducting thorough daily checks of the equipment, including fluid levels, tire pressure, lights, and safety features, to identify and report any potential issues.

Load handling: Carefully loading and unloading materials onto the equipment, ensuring proper weight distribution and stability

Basic maintenance: Performing minor maintenance tasks like refueling, greasing, and cleaning the equipment.

Safety compliance: Adhering to all safety regulations and procedures, including wearing appropriate personal protective equipment and following site safety protocols.

Heavy Equipment Operator – 1 Employee

Operating heavy machinery: Specific equipment types operated like backhoes, front-end loaders, and excavators.

Safety compliance: Emphasizing adherence to all safety procedures and regulations on construction sites.

Maintenance and inspections: Mentioning routine pre-shift and post shift inspections, basic maintenance tasks, and reporting any equipment issues.

Communication and teamwork: Highlighting skills in coordinating with other crew members, supervisors, and flaggers to ensure smooth operations.

**FORM R:**  
**STATEMENT OF QUALIFICATIONS**

Proposers shall describe below their approach to performing the Services required by the Borough of Fair Lawn pursuant to this RFP. Proposers should include a brief description of supervisory and staffing levels, and a brief description of equipment owned or leased by Proposers to enable Proposer to perform the Services in an efficient, safe and cost-effective manner. The Statement of Qualifications must demonstrate Proposer's ability to perform the Services as outlined in the Scope of Services Section 5.2, with demonstrated experience.

A. Proof that Proposer is a Class A Recycling Center

B. It is mandatory that Proposer has completed at least three (3) years of experience providing Dual Stream Recyclable Materials Marketing to governmental or commercial entities of similar size as to the work described in these specifications. A minimum of three (3) references must be submitted with this Proposal submission.

1. Name of Owner: City of Philadelphia  
Contract Amount: \$8,000,000.00  
Type of Work: Marketing of Recyclable Materials  
Name of Person in Charge of Project: Kyle Lewis  
Phone Number and Email of Person in Charge of Project: (215) 686 5577  
Approximate Date of Services (Start/End): July 2019- December 2025
  
2. Name of Owner: City of Paterson  
Contract Amount: \$600,000.00  
Type of Work: Marketing of Material Agreement  
Name of Person in Charge of Project: Harry Cevallos  
Phone Number and Email of Person in Charge of Project: (873) 321-1340  
Approximate Date of Services (Start/End): July 2020 - March 2025

**FORM R: (continued)**  
**STATEMENT OF QUALIFICATIONS**

3. Name of Owner: City of Franklin Lakes
- Contract Amount: \$200,000.00
- Type of Work: Marketing of Recyclable Materials
- Name of Person in Charge of Project: Greg Hart
- Phone Number and Email of Person in Charge of Project: (2201) 891-4000
- Approximate Date of Services (Start/End): January 2023 - Decemeber 2025

**(Attach additional pages, as necessary)**

**FORM S:**  
**MARKETING EXPERIENCE LIST**

Each Proposer provide the minimum information below demonstrating:

1. Name of Facility from which materials were marketed
2. Dates of marketing services provided to each listed Facility
3. Location of Facility from which the materials were marketed
4. Contact person, including telephone number and address
5. Evidence that the Proposer complied with all applicable statutes, laws and regulations during the marketing of the recyclables
6. Marketing Plan
7. Marketing Mission Statement
8. Maximizing Revenue Plan
9. Getting Commodities to the Market: Shipping and Record-Keeping Practices

**(Attach additional pages, as necessary)**

**Borough of Fair Lawn  
County of Bergen, New Jersey**

**Proposal: Disposal of Recyclable Materials**

**Submitted by: Waste Management Recycling of New Jersey Inc.**

**Introduction**

Waste Management (WM) is pleased to respond to the Borough of Fair Lawn Proposal for the Disposal of Recyclable Materials. WM is first and foremost, an operating company, specializing in building, managing, staffing and operating their core business. We are hands-on operators that meet our customers' objective through delivering superior service. This is accomplished by assigning highly qualified and trained staff to each recyclable materials processing facility and supporting that staff with the sources of the largest, most experienced organization in the U.S. WMRA is the largest recycling operations company in North America. We have operated in each environment envisioned in the proposal successfully and long-term.

**Qualifications**

WM has handled the Borough of Fair Lawn's recyclable material for the past several years at our Paterson Materials Facility (MRF). In addition to our Paterson MRF, other MRF assets in the market area (Greater Mid Atlantic Market Area) include recycling facilities in Newark, as well as Philadelphia and Allentown, PA. Together these assets process over 40,000 tons of recyclables each month.

Waste Management's project experience encompasses design, construction, operation, and maintenance of source separated recycling facilities, single stream operations, fiber only plants, and commingled containers only processing plants. Our team has designed and currently operates facilities which processes up to 400 tons of commingled containers and paper per shift, as well as high-capacity glass and composting systems.

Waste Management coordinates daily facility operations and maintenance from regional and local offices, where transportations, commodity marketing, safety, finance, regulatory affairs and business development professionals assist on-site management. Pooling of diverse disciplines and expertise results in the highest standards of worker safety, cleanliness, and purity of end products and these conditions are evident at any Waste Management facility.

Waste Management, Inc. is the largest provider of recycling collection services in North America, including owning and operating nine hauling business units in New Jersey that are engaged in recycling. This includes operations in Toms River, Lafayette, Newark, Trenton, Vineland, Fairview, Woodbine and Camden. In addition, Waste Management has 10 other transfer and recycling sites in the state. Together, these sites offer recycling collection and delivery capabilities from every truck mode, including side loader, front loader, automated front loader, rear loaders, transfer trailers and van trucks and trailers. Residential recyclables are collected both dual and single stream. This provides us with unparalleled ability to move recyclables anywhere within our internal MRF and Transfer network.



## **Understanding the Borough's Operating Requirements**

WM has a sound understanding of the operating requirements of the Borough, based upon our successful history of the Borough's recyclable material, and our past performance under the existing contract. In particular, we understand our obligation to accept the Borough's recycling streams including Corrugated, Mixed Paper and Commingled Bottles and Cans, to process these materials in a timely manner, and ship them to the appropriate recycling commodity markets. Our Operations Plan includes the following as well:

- We will perform our services in accordance with the Service Contract.
- We will plan to operate in compliance with all public governing rules, regulations, laws, ordinances, permits and related requirements, etc.
- We are constantly upgrading the technology in our existing plans and are able to maintain operations without interruption when it occurs.
- WM has never defaulted on an operating contract of a recyclables materials processing facility.

## **Marketing Plan**

WM's Marketing Team is responsible for commodity sales of seven to eight million tons per year of recyclables throughout its processing and brokerage network. The team's systematic approach to marketing productions from each facility. In combination with its scope of reach, resources, and experience are unmatched in the industry. By virtue of carefully honed strategies, WM will bring stability to this important program element, an area otherwise often characterized by wild swings and unanticipated price moves.

WM receives the best prices and enjoys excellent relationships with all the major U.S. domestic mills and an integrated network of world partners. Even during the commodity collapse of 2009 and again in 2019, WM was able to provide unparalleled service and met all of its commitments to its over 400 municipal customers in North America despite high financial losses. An accomplishment such as this takes resources, dedication and a continuous focus on our customers. In the past 18 years, WM has successfully marketed over 100 million tons of recyclables.

## **Marketing Mission Statement**

The Marketing team will consistently and aggressively:

- Explore all potential short and long-term material sales options.
- Maintain an accurate and detailed compilation of end markets, market opportunities and material market specifications.
- Negotiate and sell materials in an honest, forthright manner to our customers for the best possible prices on behalf of our projects.
- Provide material marketing services that exceed our customer's requirements and expectations.

In addition to our Marketing Mission Statement, the Marketing Team implements our key strategies that guide the day-to-day decision-making and long-range planning.

1. **Maximizing Revenues:** As noted above, the team will aggressively seek to maximize the revenues generated in the project while seeking to minimize exposure to potentially dangerous market conditions or wild commodity price swings. The Team uses a balanced, long-term approach to the sales of commodities, taking risks only when probability of success is in the project's

favor.

2. **Long Term vs. Spot Market:** The Team favors a long-term market approach with the majority of commodities that are produced in volume or susceptible to wide price swings. In those commodities that are less voluminous with greater potential for reward, the Team favors exploring all short term/spot market sales opportunities.
3. **Brokers vs. End Users:** Similar to the issue above, the Team typically prefers to deal with the final consumer of a commodity except in those instances whereby the broker has a strategic advantage or a long-history of success with the commodity in question.
4. **Development of Local Markets:** The Team recognized long ago that to the degree local markets can be developed and supported, the projects in and around that community would benefit. To that end, it is Waste Management's desire to foster the development of local commodity markets through the provision of quality feedstocks whenever it helps the project and the markets.
5. **Export vs. US Markets:** Given the project's access to export markets, the Marketing Team plans to use these markets whenever it is in the best interest of the project goals. The Team anticipates at least employing markets in Mexico and Asia during the course of the operation.
6. **Superior Communication:** The Team will keep management apprised of all issues that can potentially affect the project or revenues derived from the sale of commodities through the use of reports and meetings as outlined in the agreement.

### **Maximizing Revenue**

Waste Management's long-term approach to selling recyclables has consistently "beaten the market" and has maximized revenues. Our strategy is rock-solid and relies on generating a reputation as a high-quality supplier, who keeps its word on deliveries and quality, and expects superior pricing in return. The cornerstones of the approach include:

1. Enter long-term contracts with guaranteed floors pricing (which are competitively bid and usually tied to Indexes) which keep us in a superior market position.
2. Combine orders with other Waste Management tons to volume leverage the best price from consuming end-users.
3. Use the Export market to augment and increase revenue on the domestic side.
4. Waste Management's market strength enables us to deal with most consuming domestic mills throughout the country. Our market knowledge from these options generates premium bidding and less product captivity to limited options.
5. Occasionally, WM will utilize a very advantaged short-term market to increase revenues. Due diligence is done before use to ensure the market is competitive and credit worthy.

### **Getting Commodities to the Market: Shipping and Record-Keeping Practices Shipping**

RMP, WM's Integrated recycling software will be used to provide our management team with up-to-date visibility of existing inventories on a real time basis. The Marketing Manager and the dedicated team at the service center then work with the Facility Manager as follows:

1. Plant management and the Marketing Team review inventories and plan the appropriate number of vehicles to pick up the individual commodities and the specific quantities generated for each. This is done at least monthly and weekly and is adjusted as real time

conditions change.

2. The mill releases the order # for a tonnage amount for a given commodity or that order.
3. The Marketing Team releases that number to the plant for individual shipments needed to fill the order.
4. When the truck is loaded, a bill lading (BOL) corresponding to the release number is generated.
5. The mill utilizes the release number on the BOL and matches up the release number with the mill order and truck seals (as applicable).
6. The consuming mill will then supply the mill weight back to the dedicated CSR for billing.

Our Paterson MRF will be the receiving site. We will market the recyclable material out of this location.

WM Paterson MRF  
59 Florida Avenue  
Paterson, NJ 07503

The WM Paterson MRF is a Class A recycling facility and is included in the Passaic County Solid Waste Plan. A copy of our Business Registration Certificate is included in our proposal response.

The contact person for the marketing of the materials will be:

Bill Lehman  
(973) 332-7809 (cell)  
59 Florida Avenue  
Paterson, NJ 07503

Yearly based on Jan 2025		New York RISI Domestic High															
Dual Stream Recyclable Materials Collection		Atlantic Coast Recycling LLC	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	ANALYSIS OF PROPOSER UNIT PRICES USING 2024 GROSS MARKET PRICES		
Bid: February 5, 2025		101 7th Street															
Term of Contract: April 1, 2025 to March 31, 2027		Passaic, NJ 07055															
with the Borough retaining the sole option to extend the term			1890.49 tons = per month														
ITE M	Mixed Paper #54	Mixed Paper #54	157.54	157.54	157.54	157.54	157.54	157.54	157.54	157.54	157.54	157.54	157.54	157.54			
A	Gross Market Price Per Ton	40.00	50.00	60.00	65.00	65.00	70.00	70.00	70.00	70.00	70.00	55.00	45.00	40.00			
B	Fixed Processing Fee Per Ton	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00			
C	Net Market Price Per Ton (A) minus (B)	25.00	35.00	45.00	50.00	50.00	55.00	55.00	55.00	55.00	55.00	40.00	30.00	25.00			
D	Percentage Allocation of Net Market Price IF Net Market Price is POSITIVE	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%			
E	Percentage Allocation of Net Market Price IF Net Market Price is NEGATIVE	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%			
		Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton			
F	IF (C) is POSITIVE multiply (C) by (D) Borough Percentage Bid POSITIVE IF (C) is NEGATIVE multiply (C) by (E) Borough Percentage Bid NEGATIVE	25.00	35.00	45.00	50.00	50.00	55.00	55.00	55.00	55.00	55.00	40.00	30.00	25.00			
G*	Multiply (F) by tonnage estimate 1890.49 <i>Positive</i> means payment to Borough <i>Negative</i> means payment to Proposer	47,262.25	5,513.93	7,089.34	7,877.04	7,877.04	8,664.75	8,664.75	8,664.75	8,664.75	8,664.75	6,301.63	4,726.23	3,938.52			
H	Contamination Fee Per Ton	(110.00)	(110.00)	(110.00)	(110.00)	(110.00)	(110.00)	(110.00)	(110.00)	(110.00)	(110.00)	(110.00)	(110.00)	(110.00)			
I	Multiply (H) by Contamination tonnage estimate 12.78 [5% of 255.52]	(1,405.80)	(117.15)	(117.15)	(117.15)	(117.15)	(117.15)	(117.15)	(117.15)	(117.15)	(117.15)	(117.15)	(117.15)	(117.15)			(1,405.80)
J	TOTAL YEARLY COST TO BOROUGH (G) plus (I)	45,856.45	5,396.78	6,972.19	7,759.89	7,759.89	8,547.60	8,547.60	8,547.60	8,547.60	8,547.60	6,184.48	4,609.08	3,821.37			
* If the result is a <i>Positive</i> , then the vendor will pay the Borough of Fair Lawn, a <i>Negative</i> result means the vendor will charge the Borough of Fair Lawn and a <i>Zero</i> result means that the vendor will neither charge nor pay the Borough of Fair Lawn.			106.85 tons per year														
ITE M	Corrugated, OCC (#11)	Corrugated, OCC (#11)	8.90	8.90	8.90	8.90	8.90	8.90	8.90	8.90	8.90	8.90	8.90	8.90			
A	Gross Market Price Per Ton	80.00	95.00	105.00	115.00	115.00	115.00	115.00	115.00	115.00	110.00	90.00	85.00	80.00			
B	Fixed Processing Fee Per Ton	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00			
C	Net Market Price Per Ton (A) minus (B)	40.00	55.00	65.00	75.00	75.00	75.00	75.00	75.00	75.00	70.00	50.00	45.00	40.00			
D	Percentage Allocation of Net Market Price IF Net Market Price is POSITIVE	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%			
E	Percentage Allocation of Net Market Price IF Net Market Price is NEGATIVE	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%			
		Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton			
F	IF (C) is POSITIVE multiply (C) by (D) Borough Percentage Bid POSITIVE IF (C) is NEGATIVE multiply (C) by (E) Borough Percentage Bid NEGATIVE	40.00	55.00	65.00	75.00	75.00	75.00	75.00	75.00	75.00	70.00	50.00	45.00	40.00			
G*	Multiply (F) by tonnage estimate 106.85 <i>Positive</i> means payment to Borough <i>Negative</i> means payment to Proposer	4,274.00	489.73	578.77	667.81	667.81	667.81	667.81	667.81	667.81	623.29	445.21	400.69	356.17			
H	Contamination Fee Per Ton	(110.00)	(110.00)	(110.00)	(110.00)	(110.00)	(110.00)	(110.00)	(110.00)	(110.00)	(110.00)	(110.00)	(110.00)	(110.00)			
I	Multiply (H) by Contamination tonnage estimate 12.78 [5% of 255.52]	(1,405.80)	-117.15	-117.15	-117.15	-117.15	-117.15	-117.15	-117.15	-117.15	-117.15	-117.15	-117.15	-117.15			(1,405.80)
J	TOTAL YEARLY COST TO BOROUGH (G) plus (I)	2,868.20	372.58	461.62	550.66	550.66	550.66	550.66	550.66	550.66	506.14	328.06	283.54	239.02			
* If the result is a <i>Positive</i> , then the vendor will pay the Borough of Fair Lawn, a <i>Negative</i> result means the vendor will charge the Borough of Fair Lawn and a <i>Zero</i> result means that the vendor will neither charge nor pay the Borough of Fair Lawn.			1377.69 ton per year														
ITE M	Commingled Materials	Commingled Materials	114.81	114.81	114.81	114.81	114.81	114.81	114.81	114.81	114.81	114.81	114.81	114.81			
A	Fixed Rate Per Ton	(63.00)	(63.00)	(63.00)	(63.00)	(63.00)	(63.00)	(63.00)	(63.00)	(63.00)	(63.00)	(63.00)	(63.00)	(63.00)			
B	Multiply (A) by tonnage estimate 1377.69	(86,794.47)	-7,232.87	-7,232.87	-7,232.87	-7,232.87	-7,232.87	-7,232.87	-7,232.87	-7,232.87	-7,232.87	-7,232.87	-7,232.87	-7,232.87			
C	Contamination Fee Per Ton	(110.00)	(110.00)	(110.00)	(110.00)	(110.00)	(110.00)	(110.00)	(110.00)	(110.00)	(110.00)	(110.00)	(110.00)	(110.00)			
D	Multiply (C) by tonnage estimate 242.74 [95% of 255.52]	(26,701.40)	-2,225.12	-2,225.12	-2,225.12	-2,225.12	-2,225.12	-2,225.12	-2,225.12	-2,225.12	-2,225.12	-2,225.12	-2,225.12	-2,225.12			
E	TOTAL YEARLY COST TO BOROUGH (B) plus (D)	(113,495.87)	-9,457.99	-9,457.99	-9,457.99	-9,457.99	-9,457.99	-9,457.99	-9,457.99	-9,457.99	-9,457.99	-9,457.99	-9,457.99	-9,457.99			(113,495.87)
TOTAL YEARLY COST TO BOROUGH																	
Mixed Paper (#54)		45,856.45	5,396.78	6,972.19	7,759.89	7,759.89	8,547.60	8,547.60	8,547.60	8,547.60	8,547.60	6,184.48	4,609.08	3,821.37			85,241.66
Corrugated, OCC (#11)		2,868.20	372.58	461.62	550.66	550.66	550.66	550.66	550.66	550.66	506.14	328.06	283.54	239.02			5,494.93
Commingled Materials		(113,495.87)	(9,457.99)	(9,457.99)	(9,457.99)	(9,457.99)	(9,457.99)	(9,457.99)	(9,457.99)	(9,457.99)	(9,457.99)	(9,457.99)	(9,457.99)	(9,457.99)			(113,495.87)
OVERALL TOTAL		(64,771.22)	(3,688.63)	(2,024.18)	(1,147.44)	(1,147.44)	(359.73)	(359.73)	(359.73)	(359.73)	(359.73)	(404.25)	(2,945.45)	(4,565.38)			(22,759.28)

Yearly based on Jan 2025		New York RISI Domestic High															ANALYSIS OF PROPOSER UNIT PRICES USING 2024 GROSS MARKET PRICES	
Dual Stream Recyclable Materials Collection		Waste Management of NJ, Inc.	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24				
Bid: February 5, 2025		100 Brandywine Boulevard																
Term of Contract: April 1, 2025 to March 31, 2027		Newtown, PA 18940																
with the Borough retaining the sole option to extend the term			1890.49 tons = per month															
ITEM	Mixed Paper #54	Mixed Paper #54	157.54	157.54	157.54	157.54	157.54	157.54	157.54	157.54	157.54	157.54	157.54	157.54	157.54			
A	Gross Market Price Per Ton	40.00	50.00	60.00	65.00	65.00	70.00	70.00	70.00	70.00	70.00	55.00	45.00	40.00				
B	Fixed Processing Fee Per Ton	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00				
C	Net Market Price Per Ton (A) minus (B)	0.00	10.00	20.00	25.00	25.00	30.00	30.00	30.00	30.00	30.00	15.00	5.00	0.00				
D	Percentage Allocation of Net Market Price IF Net Market Price is POSITIVE	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%				
E	Percentage Allocation of Net Market Price IF Net Market Price is NEGATIVE	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%				
		Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton				
F	IF (C) is POSITIVE multiply (C) by (D) Borough Percentage Bid POSITIVE IF (C) is NEGATIVE multiply (C) by (E) Borough Percentage Bid NEGATIVE	0.00	10.00	20.00	25.00	25.00	30.00	30.00	30.00	30.00	30.00	15.00	5.00	0.00				
G*	Multiply (F) by tonnage estimate 1890.49 <i>Positive</i> means payment to Borough <i>Negative</i> means payment to Proposer	0.00	1,575.41	3,150.82	3,938.52	3,938.52	4,726.23	4,726.23	4,726.23	4,726.23	4,726.23	2,363.11	787.70	0.00				
H	Contamination Fee Per Ton	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
I	Multiply (H) by Contamination tonnage estimate 12.78 [5% of 255.52]	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			0.00	
J	TOTAL YEARLY COST TO BOROUGH (G) plus (I)	0.00	1,575.41	3,150.82	3,938.52	3,938.52	4,726.23	4,726.23	4,726.23	4,726.23	4,726.23	2,363.11	787.70	0.00				
* If the result is a <i>Positive</i> , then the vendor will pay the Borough of Fair Lawn, a <i>Negative</i> result means the vendor will charge the Borough of Fair Lawn and a <i>Zero</i> result means that the vendor will neither charge nor pay the Borough of Fair Lawn.			106.85 tons per year															
ITEM	Corrugated, OCC (#11)	Corrugated, OCC (#11)	8.90	8.90	8.90	8.90	8.90	8.90	8.90	8.90	8.90	8.90	8.90	8.90				
A	Gross Market Price Per Ton	80.00	95.00	105.00	115.00	115.00	115.00	115.00	115.00	115.00	110.00	90.00	85.00	80.00				
B	Fixed Processing Fee Per Ton	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00				
C	Net Market Price Per Ton (A) minus (B)	30.00	45.00	55.00	65.00	65.00	65.00	65.00	65.00	65.00	60.00	40.00	35.00	30.00				
D	Percentage Allocation of Net Market Price IF Net Market Price is POSITIVE	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%				
E	Percentage Allocation of Net Market Price IF Net Market Price is NEGATIVE	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%	Borough Percentage 100%				
		Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton	Borough Price Per Ton				
F	IF (C) is POSITIVE multiply (C) by (D) Borough Percentage Bid POSITIVE IF (C) is NEGATIVE multiply (C) by (E) Borough Percentage Bid NEGATIVE	30.00	45.00	55.00	65.00	65.00	65.00	65.00	65.00	65.00	60.00	40.00	35.00	30.00				
G*	Multiply (F) by tonnage estimate 106.85 <i>Positive</i> means payment to Borough <i>Negative</i> means payment to Proposer	3,205.50	400.69	489.73	578.77	578.77	578.77	578.77	578.77	578.77	534.25	356.17	311.65	267.13				
H	Contamination Fee Per Ton	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
I	Multiply (H) by Contamination tonnage estimate 12.78 [5% of 255.52]	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			0.00	
J	TOTAL YEARLY COST TO BOROUGH (G) plus (I)	3,205.50	400.69	489.73	578.77	578.77	578.77	578.77	578.77	578.77	534.25	356.17	311.65	267.13				
* If the result is a <i>Positive</i> , then the vendor will pay the Borough of Fair Lawn, a <i>Negative</i> result means the vendor will charge the Borough of Fair Lawn and a <i>Zero</i> result means that the vendor will neither charge nor pay the Borough of Fair Lawn.			1377.69 ton per year															
ITEM	Commingled Materials	Commingled Materials	114.81	114.81	114.81	114.81	114.81	114.81	114.81	114.81	114.81	114.81	114.81	114.81				
A	Fixed Rate Per Ton	(45.00)	(45.00)	(45.00)	(45.00)	(45.00)	(45.00)	(45.00)	(45.00)	(45.00)	(45.00)	(45.00)	(45.00)	(45.00)				
B	Multiply (A) by tonnage estimate 1377.69	(61,996.05)	(5,166.34)	(5,166.34)	(5,166.34)	(5,166.34)	(5,166.34)	(5,166.34)	(5,166.34)	(5,166.34)	(5,166.34)	(5,166.34)	(5,166.34)	(5,166.34)				
C	Contamination Fee Per Ton	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
D	Multiply (C) by tonnage estimate 242.74 [95% of 255.52]	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
E	TOTAL YEARLY COST TO BOROUGH (B) plus (D)	(61,996.05)	(5,166.34)	(5,166.34)	(5,166.34)	(5,166.34)	(5,166.34)	(5,166.34)	(5,166.34)	(5,166.34)	(5,166.34)	(5,166.34)	(5,166.34)	(5,166.34)			(61,996.05)	
TOTAL YEARLY COST TO BOROUGH																		
Mixed Paper (#54)			0.00	1,575.41	3,150.82	3,938.52	3,938.52	4,726.23	4,726.23	4,726.23	4,726.23	4,726.23	2,363.11	787.70	0.00			39,385.21
Corrugated, OCC (#11)			3,205.50	400.69	489.73	578.77	578.77	578.77	578.77	578.77	578.77	534.25	356.17	311.65	267.13			5,832.23
Commingled Materials			(61,996.05)	(5,166.34)	(5,166.34)	(5,166.34)	(5,166.34)	(5,166.34)	(5,166.34)	(5,166.34)	(5,166.34)	(5,166.34)	(5,166.34)	(5,166.34)	(5,166.34)			(61,996.05)
OVERALL TOTAL			(58,790.55)	(3,190.24)	(1,525.79)	(649.05)	(649.05)	138.66	138.66	138.66	138.66	94.14	(2,447.06)	(4,066.99)	(4,899.21)			(16,778.61)