



CITY OF ALLENTOWN

No. _____

RESOLUTION

R116 - 2025

Introduced by the Administration on September 3, 2025

Authorization for Contract with Newman & Company, Inc. in the estimated amount of \$445,000.00 in Revenue for the acceptance, processing and marketing, and related services for the City's recyclable materials. Four (4) proposals were received. The initial term of this Contract shall be for a five (5) year period beginning on the commencement date, January 1, 2026, and terminating December 31, 2030. At the sole and absolute discretion of the City, this contract may be renewed for two (2) additional two (2) year periods.

Resolved by the Council of the City of Allentown, That

WHEREAS, Article 130.16 of the City's Administrative Code (recodified as §5-21) requires City Council approval by Resolution for the award of contracts or engagement of professional services.

WHEREAS, it is the desire of the City of Allentown to enter into an agreement with the aforementioned Contractor, for the use and purpose indicated in supporting the Recommendation of Award of Bid:

1. Name of Contractor/Consultant: Newman & Company, Inc.
2. Project or Contract Reference: RFP No. 2025-17 Recyclables Acceptance Processing and Marketing and Related Services
3. Description of Service(s): To provide certain recyclables acceptance, processing and marketing collection services from the City of Allentown as specifically described herein.

NOW, THEREFORE, BE IT RESOLVED, on this the 3rd day of September, 2025, that the Council of the City of Allentown, hereby authorizes the Mayor and/or such other City officials as deemed appropriate by the City Solicitor, to sign and execute a Contract or Amendment and such other agreements and documents as are deemed by the City Solicitor to be necessary and/or related thereto, with the above named contractor/consultant, for the project identified.

SUBJECT: Request for Contract Award and Approval by City Council Pursuant to City Ordinance, Article 130.16

Project or Contract Reference: RFP No. 2025-17 Recyclables Acceptance Processing and Marketing and Related Services

TO: City Council, City Clerk, and Council Solicitor

FROM: Mark Shahda, Department Head

DATE: August 25, 2025

Pursuant to City Ordinances, Article 130.16, this Recommendation of Award is before City Council for its approval and award of the contract.

- Check Type of Contract or Change:

Awarded contracts over \$40,000.00 done through cooperative purchasing.

The contract is for over \$40,000 and required to be competitively bid under the City Code. We have advertised the above referenced project and received qualified bids/proposals.

X The engagement of professional services. We have received and reviewed a proposal or proposals for professional services in connection with above referenced project or requirement for professional services.

- The contract appropriation or price increase **is** included in this year's budget
- List the Vendor's name, address and proposed sum, of any and all **alternate** quotes received, if any.

Solid Waste Services, Inc. dba J.P. Mascaro & Sons: 2650 Audubon Road, Audubon, PA 19403 – Total Per Ton Charge: \$40.69 Single Stream

Waste Management of Pennsylvania, Inc.: 100 Brandywine Blvd., Suite 300, Newtown, PA 18940 – Total Per Ton Charge: \$31.42 Single Stream, Total Per Ton Rebate: \$85.00 OCC, \$15.00 Paper

- List the name and address of the **recommended** Contractor/Vendor, include the following:

Bundle Package 2 - Single Stream and Rigid Industrial Plastics:

Cougles Recycling, Inc.: 1000 S. 4th Street, Hamburg, PA 19526 – Total Per Ton Charge: \$22.71

Contract Consideration: Estimated sum of \$1,773,750.00
Funding Source: 000-03-0807-0018-50046

Single Stream Curbside Recycling	% of Revenue Share	Processing Cost/Residue Cost per ton	Annual Estimated Expense for year 1	Annual Estimated Expense for year 2	Annual Estimated Expense for year 3	Annual Estimated Expense for year 4	Annual Estimated Expense for year 5	Estimated Expense for 5 year contract at 5% increase
CRI	100%	\$104.62 / \$82.04	-\$330,000.00	-\$340,000.00	-\$350,000.00	-\$370,000.00	-\$375,000.00	-\$1,765,000.00
Drop Off Center Mix	% of Revenue Share	Processing Cost/Residue Cost per ton	Annual Estimated Expense for year 1	Annual Estimated Expense for year 2	Annual Estimated Expense for year 3	Annual Estimated Expense for year 4	Annual Estimated Expense for year 5	Estimated Expense for 5 year contract at 5% increase
CRI	100%	\$60.00 / \$20.00	-\$1,500.00	-\$1,650.00	-\$1,750.00	-\$1,850.00	-\$2,000.00	-\$8,750.00

Bundle Package 3 - OCC, Mixed Paper & Confidential Shred:

Newman & Company, Inc.: 6101 Tacony Street, Philadelphia, PA 19135 – Total Per Ton Rebate:
\$100.00 OCC, \$75.00 Paper

Contract Consideration: Estimated revenue of \$445,000.00
Revenue Fund: 085-00-0000-0000-42991

Drop Off Center paper fiber material	% of Revenue Share	Processing Cost/Residue Cost per ton	Annual Estimated Revenue for year 1	Annual Estimated Revenue for year 2	Annual Estimated Revenue for year 3	Annual Estimated Revenue for year 4	Annual Estimated Revenue for year 5	Estimated Revenue for 5 year contract
Newman OCC	100%	\$0	\$60,000.00	\$60,000.00	\$60,000.00	\$60,000.00	\$60,000.00	\$300,000.00
Newman Mixed Paper	100%	\$0	\$29,000.00	\$29,000.00	\$29,000.00	\$29,000.00	\$29,000.00	\$145,000.00
Total Fiber			\$89,000.00	\$89,000.00	\$89,000.00	\$89,000.00	\$89,000.00	\$445,000.00
								No CPI for Newman

- Description of project or scope of services to be provided:

On May 23, 2025, the City advertised to solicit proposals from qualified vendors for certain Recyclables acceptance, processing and marketing collection services from the City of Allentown as specifically described herein. On July 9, 2025, a public opening was held, for which four (4) proposals were received. The proposals were distributed to all committee members via Teams for evaluation. The Technical Evaluation was held on July 16, 2025, all committee members were present. The proposals were scored based on the following: IBE Preference (10 Points), History/Qualifications (20 Points), and Ability to Meet RFP Requirements (35 Points). The Cost Proposals were opened on July 16, 2025, and distributed to all committee members via Teams for evaluation after the Technical evaluation. The Cost evaluation was held on August 4, 2025, all committee members were present. The committee discussed the Cost proposals (45 Points). The evaluation committee decided not to hold oral interviews for this project. They have decided based on the Technical and Cost Proposal scores. The committee is recommending award to the top two scoring firms, Cogle's Recycling (Bundle Package 2 - Single Stream and Rigid Industrial Plastics) and Newman Company, Inc. (Bundle Package 3 - OCC, Mixed Paper & Confidential Shred).

- Contract Term:

The Commencement Date is the date that services required pursuant to the Contract resulting from the Work Scope commence, or January 1, 2026, unless City and Contractor agree to commence

sooner. The initial term of this Contract shall be for a five (5) year period beginning on the Commencement Date, January 1, 2026, and terminating December 31, 2030.

- List any renewal term options and duration of each renewal, if any:

At the sole and absolute discretion of the City, this Contract may be renewed for two (2) additional two (2) year periods.

- Maximum dollar value of all renewals provided for beyond the original term as if all renewals were exercised:

For each extension year, the Cost for that year shall be based upon the CPI increase, maximum of five percent (5%), over the previous year's cost. The CPI adjustment will utilize the information published by the U.S. Bureau of Labor and Statistics. The Data and Tables utilized are Series ID CUURS12BSAO, not seasonally adjusted for All items in the Philadelphia-Camden-Wilmington, PA-NJ-DE_MD, all urban consumers website: Bureau of Labor Statistics Data (bls.gov).

https://data.bls.gov/timeseries/CUURS12BSA0?amp%253bdata_tool=XGtable&output_view=data&include_graphs=true

A vote of final approval is requested of the members of Council and by passing the accompanying resolution, this Contract will be deemed approved and awarded.

By: Mark Shahda, Department Head

Copies To: Mayor
Director of Finance
Purchasing
Controller

Attachment: Proposed Resolution