

## Tony Plante

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**From:** Douglas Fortier  
**Sent:** Friday, March 30, 2018 1:44 PM  
**To:** Tony Plante  
**Subject:** FW: Automated Collection

Here is the rough numbers from Nate on automated collection.

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**From:** Nate Chapman [<mailto:Nate.Chapman@casella.com>]  
**Sent:** Friday, March 30, 2018 1:41 PM  
**To:** Douglas Fortier  
**Subject:** Automated Collection

Hi Doug,

I have put together some very rough numbers on what an automated collection would look like in Windham. There are a few factors that make these numbers rough talking points. I have made the assumption of 5300 stops, I would want to do an actual updated house count because that will influence the number of toters purchased. The other factors are that the price of the trucks and toters will be different than today's pricing. The last factor is because of capital investment my corporate office would have to approve any bid before it is submitted. That being said I have two different options, one is with us buying the carts and the other has you buying them. You are able to buy cheaper than we can but either option would be fine with us.

1. 10 year contract with Casella buying the toters year 1 \$730,000 - \$770,000
2. 10 year contract with the Town buying the toters year 1 \$580,000 - \$610,000  
Years 2-10 would most likely a CPI-U type increase.

Let me know if you and Tony would like to get together to discuss in more detail, as I said these numbers a rough ballpark just for conversation purposes.

Thanks.

**Nate Chapman**  
General Manager  
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