

# Exhibit A



Otto Environmental Systems North America, Inc.

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May 22, 2012

David Boyd, CPA, CFE  
*Director*  
*Finance Department, City of Durham*  
101 City Hall Plaza (Annex)  
Durham, NC 27701  
919-560-4455 ext. 18229  
David.Boyd@DurhamNC.gov  
www.DurhamNC.gov

Dear Mr. Boyd,

Thank you for your interest in Otto's residential trash carts. Below is product summary and price quotation for the buyout of your current operating lease.

92,312	95 Gallon Residential Trash Carts @ market price of \$46.00/each	\$4,246,352
	Assembly and Distribution @ \$3.50/each	\$ 323,092
	Freight @ \$2.00/each	\$ 184,624
<b>TOTAL:</b>		<b>\$4,754,068</b>
	Discount for renewal of service contract for 2 years	(\$818,957)
<b>GRAND TOTAL:</b>		<b>\$3,935,111</b>

All pricing quoted is valid for 30 days from receipt of quote and is subject to any applicable sales taxes.

Thank you for the opportunity. Should you have any questions prior to placing the order, please contact me at your convenience.

Best Regards,

  
Diana Thomas, CPA

Chief Financial Officer  
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