



MUNICIPAL EQUIPMENT, INC.

To: City of Kingsport, TN

Subject: Autocar Chassis for ASL Price Differences

From: Michael Salomone-Municipal Equipment East TN Territory Manager

Date: October 1, 2024

To Whom it May Concern:

This letter is to explain the Autocar chassis price difference for the New Way Automated Side Loader. The past several years have been challenging as we see price increases for equipment as well as very long lead times. Municipal Equipment (MEI) purchases these chassis from different Autocar dealers. These dealers set the price, and MEI does not add profit to the cost.

These chassis have various lead times and are subject to price increases during these lead times. Depending on when they were order, some were subject to one price increase and others multiple price increases.

Please let me know if you have questions. Thanks for your business.

Michael G. Salomone

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