

## EXHIBIT C: Summary of Pick-up Cost Components

<b>NON-UNION LABOR ASSUMPTIONS</b>	<b>Annual Costs</b>	<b>Percentage of Revenue</b>	<b>Description</b>
Labor & Benefits Costs	160,888.00	42.6%	See Labor Cost Build Up Sheet. Exhibit B
Trucking Costs	44,419.27	11.8%	See Trucking Cost Build Up Sheet. Exhibit D
Administration Costs	15.6% 37,947.79	10.0%	Typical SG&A Cost Structure
Warehouse & Unloading Costs	23.7% 75,558.91	20.0%	Supplied by NYC Small Package Fleet Operators
Trucking Costs to Recycler	18,352.94	4.9%	Supplied by NYC Small Package Fleet Operators
Depreciation	12,142.86	3.2%	Pricing Supplied By National Truck Distributor
Profit	7.5% 28,322.41	7.5%	Supplied by NYC Small Package Fleet Operators
<b>Total Collection Vehicle Charges</b>	<b>377,632.18</b>	<b>100.0%</b>	
Number of Stops Per Day	10		
Number of Days Per Year	312		
Number of Units Per Pickup	1		
Stops Per Year	<u>3,120</u>		
<b>Collection Vehicle Charges Per Unit/Pickup (NON-UNION)</b>	<b>\$ 121.04</b>		
<b>UNION LABOR ASSUMPTIONS</b>	<b>Annual Costs</b>	<b>Percentage of Revenue</b>	<b>Description</b>
Labor & Benefits Costs	201,110.00	53.3%	See Labor Cost Build Up Sheet. Exhibit B
Trucking Costs	44,419.27	11.8%	See Trucking Cost Build Up Sheet. Exhibit D
Administration Costs	15.6% 37,947.79	10.0%	Typical SG&A Cost Structure
Warehouse & Unloading Costs	23.7% 75,558.91	20.0%	Supplied by NYC Small Package Fleet Operators
Trucking Costs to Recycler	18,352.94	4.9%	Supplied by NYC Small Package Fleet Operators
Depreciation	12,142.86	3.2%	Pricing Supplied By National Truck Distributor
Profit	6.8% 28,420.77	7.5%	Supplied by NYC Small Package Fleet Operators
<b>Total Collection Vehicle Charges</b>	<b>417,952.54</b>		
Number of Stops Per Day	10		
Number of Days Per Year	312		
Number of Units Per Pickup	1		
Stops Per Year	<u>3,120</u>		
<b>Collection Vehicle Charges Per Unit/Pickup (UNION)</b>	<b>\$ 133.96</b>		
<b>Difference between non-union and union labor</b>		<b>11%</b>	