



To: Sutphen Dealer Network

From: Zach Rudy

Date: December 10, 2020

RE: Sutphen – FMI Partnership

While Sutphen supports and approves the use of Fire and Marine, Incorporated, from this point forward, we are mandating that if you use FMI for third-party work, the customer's truck must be inspected, paid and signed for before arriving at FMI.

FMI has proven to be an exceptional partner with Sutphen, and it shows in their backlog.

With FMI's two-month backlog, Sutphen cannot wait 60 days for payment of a truck as it waits or is worked on at FMI.

Please communicate this new policy with our shared customers in advanced.

If you have questions, please contact Drew Sutphen or Zach Rudy.

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