



**FAMILY OWNED  
SINCE 1890**

**TO:** Sutphen Sales Representatives  
**FROM:** Drew Sutphen & Julie Phelps  
**DATE:** August 16, 2022  
**RE:** Pre-Payment Discounts

Effective immediately, pre-payment discounts will be calculated as follows:

**DUBLIN FACILITY**

Customized Pumper, Aluminum	1.75%
Program 2 Pumper, Aluminum	1.75%
Program 2 Pumper, Stainless Steel	1.75%
SP95, SP100 & SPH100	2.25%
SP110 & Industrial Aerials	2.25%

**HILLIARD FACILITY**

SA75, SL75, SLR75, SP70	2.25%
SL100, SLR108, SAI75	2.25%
Stainless Steel Pumpers (Requires approval)	1.75%

**EAST (PA) FACILITY**

Custom Pumpers, Aluminum & Stainless Steel	1.75%
Commercial Pumpers	1.75%
Commercial Tankers	1.75%
Mini-Pumpers	1.75%
Rescues	1.75%
Freightliner and Navistar Pumpers and Tankers	1.75%

**URBANA FACILITY**

Program 1 Pumper	1.75%
Chassis Only	1.75%

**\*\*Please contact the sales office to calculate pre-payment discounts.**

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