



**FAMILY OWNED
SINCE 1890**

TO: Sutphen Sales Representatives
FROM: Zach Rudy
DATE: April 20, 2023
RE: Pre-Payment Discounts

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

DUBLIN FACILITY

Customized Pumper, Aluminum	1.5%
Program 2 Pumper, Aluminum	1.5%
Program 2 Pumper, Stainless Steel	1.5%
SP95, SP100 & SPH100	2.5%
SP110 & Industrial Aerials	2.5%

HILLIARD FACILITY

SA75, SL75, SLR75, SP70	2.5%
SL100, SLR108, SAI75, SLTDA105	2.5%

EAST (PA) FACILITY

Custom Pumpers, Aluminum & Stainless Steel	1.5%
Rescues	1.5%
Kenworth Pumpers and Tankers	1.5%

URBANA FACILITY

Program 1 Pumper	1.5%
Chassis Only	N/A

***All prepayments will be calculated at 24 months**

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

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