



**FAMILY OWNED
SINCE 1890**

Date: August 15, 2016

Proposal for the City of Addison, Texas
Fire Chief David Jones
and
Mark Acevedo, Director of General Services
TEXAS BUYBOARD CONTRACT #491-15

Gentlemen:

We hereby propose and agree to furnish the following fire fighting apparatus upon your acceptance of this proposal:

**One (1) Sutphen Heavy Duty SPH-100 AERIAL PLATFORM;
Completed and Delivered for the Total Sum of:
.....\$1,190,976***

The fee for the BuyBoard is **included in the above price. Please refer to the pre-payment discount options offered herein.*

Which will be manufactured completely in accordance to the following proposal and delivered approximately **8-10 months** after approval of contract, subject to delays from all causes beyond our control. Due to an impending price increase, bid price is firm through October 18, 2016.

Respectfully submitted by:

J. Dean Shumaker

Sales Representative

Sutphen Corporation
PO Box 158 • Amlin, OH 43002-0158
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**DOWN PAYMENT DISCOUNTS
FOR THE
Town of Addison
Mr. Mark Acevedo: Director of General Services**

Proposal Price **\$1,190,976.00**

- Option 1 For a down payment in the amount of \$297,744.00 the discount would be \$4,776.31 for a total selling price of . . . \$1,186,199.69

- Option 2 For a down payment in the amount of \$595,488.00 the discount would be \$9,552.62 for a total selling price of . . . \$1,181,423.38

- Option 3 For a down payment in the amount of \$893,232.00 the discount would be \$14,328.93 for a total selling price of . . . \$1,176,647.07

- Option 4 For a full prepayment, we offer a discount of \$19,105.24 for a final selling price of \$1,171,870.76

NOTE: For any option above, the down payment would be due within 30 days of contract signing in order to receive the discounts listed. Any remaining balance would be due at the time of delivery.

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