

SUTPHEN CORPORATION
6450 Eiterman Road
Dublin, OH 43016

PROPOSAL

Date: November 10, 2016

Orlando Fire Department
Attn: Chief Roderick Williams
400 South Orange Ave.
Orlando, FL 32802

FOR YOUR REVIEW:

We hereby propose and agree to furnish the following fire fighting apparatus upon your acceptance of this proposal, as per attached specifications:

Four (4) 2017 Sutphen Heavy Duty Program 2 Series Pumpers
Complete and delivered for sum of..... \$ 2,110,469.68

Multi-truck discount..... \$ -25,712.00

NET PRICE after multiple truck discount..... \$ 2,084,757.68

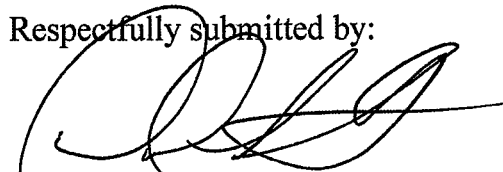
Less TRADE IN of (6) Orlando Engines..... \$ - 52,500.00
(See Attached List)

If you prepay the contract amount within 30 days after issue of a Purchase Order,
you may deduct : \$ 37,285.56

NET PRICE after prepay discount and Trade In's..... \$ 1,994,972.12

Apparatus 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. Unless accepted within **60 days** from this date, the right is reserved to withdraw this proposal.

Respectfully submitted by:



David Stonitsch
Sales Representative