

This units were purchased during the implement of the 2018 Metals Surcharge forced by tariffs on materials that affected the entire economy. Sutphen Corporation agreed to honor the "pre-surcharge" price to DeKalb due to the multi-unit purchase. This surcharge affected the price 6% (\$40,693.32). Again, this surcharge was not applied to the original five (5) units currently on order.

There has been a standard 3% increase due to "cost of doing business" due to general inflation implemented for 2019.

Combined Materials Surcharge due to Tariffs and the normal cost of doing business annual price increase, the current 2019 cost for three (3) units is \$739,649.45/ea.

Below is a break down of the costing.

DeKalb County Fire Pumper Pricing	
18-100966 Unit Price	\$ 678,222.00
2018 Material Tariffs Surcharge (6%)	\$ 40,693.32
2019 Price Increase (3%)	\$ 21,567.46
2019 Unit Price	\$ 740,482.78
2019 Multi-Truck Pricing	
Unit 1	\$ 740,482.78
Unit 2	\$ 740,482.78
Unit 3	\$ 737,982.78
Average of all (3)	\$ 739,649.45

Please let me know if you have any questions or concerns. All other terms of the contract remain the same except for delivery time which is to be determined at exact time of order. As always, Sutphen Corporation reserves the right to extend, modify or withdraw this proposal.

Regards,

Jerry Harley

Sales Manager AL-GA-SC

Williams Fire Apparatus

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