

**Kamatics Corporation**

P.O. Box 3  
Bloomfield, CT 06002  
(860)243-9704  
FAX: (860)243-7993

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**KAMAN**

KML: 420-08

September 10, 2008

Valued Supplier

Subject: Early Payment Discount Terms

Dear Valued Supplier,

Kamatics recognizes that the greatest value our Suppliers provide is consistent and reliable quality and delivery of products and services, at competitive prices. We also recognize that "time is money".

As we pay your invoices for products and services delivered, we wish to pay timely and early when discounts are offered. We noticed that your company does not currently offer a discount.

Would you please consider offering early payment terms to Kamatics? Imagine freeing your finance person of the drudgery of phone calls to customers looking for payments and tending to more "value-added" activities!

Please consider offering us a discount for payments in 10 days or less. Thank you.

Best Regards,

Ed Smith  
Director – Materiel

Michael LaFleur  
Manager – Finance

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Please let us know:

\_\_ Yes, we offer early payment discounts – The terms are

\_\_ % discount for payment within \_\_ days.

\_\_\_\_\_  
Signature (also print name)

\_\_\_\_\_  
Date

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Company Name

Please send your response to your Kamatics Buyer. Thank you.