

Pierce Manufacturing Inc.

AN OSHKOSH CORPORATION COMPANY • ISO 9001 CERTIFIED

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October 3, 2017

To Whom It May Concern:

Reliant Fire Apparatus Inc. ("Reliant"), of Slinger, Wisconsin, is the exclusive dealer for the sale and service of custom and commercial fire apparatus manufactured by Pierce Manufacturing Inc. ("Products") to customers in the state of Iowa and the following counties in Wisconsin: Columbia, Crawford, Dane, Dodge, Grant, Green, Iowa, Jefferson, Kenosha, LaCrosse, Lafayette, Milwaukee, Ozaukee, Racine, Richland, Rock, Sauk, Vernon, Walworth, Washington, Waukesha, and the Western part of Monroe County. Although you may have purchased Products directly from Pierce Manufacturing Inc. and/or Reliant in the past, all purchases of Products by customers going forward will be made directly through Reliant.

The change has become necessary due to a new U.S. Generally Accepted Accounting Principle that impacts Pierce Manufacturing Inc. beginning October 1, 2018. Given the build time of Products, this change is being implemented on new contracts beginning October 1, 2017. If required by the customer, bid and performance bonds will continue to be available. Pierce Manufacturing Inc. will continue to provide a manufacturer's insurance certificate as well. This change has no impact on customer access to leasing or financing options on Products sold by Reliant.

If you have any questions, please feel free to contact us.

A handwritten signature in blue ink, appearing to read "Scott Krueger".

Scott Krueger

President
Reliant Fire Apparatus Inc.

A handwritten signature in black ink, appearing to read "Michael E. Pack".

Michael E. Pack
Vice President, Finance
Pierce Manufacturing Inc.