

Pierce Manufacturing Inc.

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Mr. Mahanth Joishy
City of Madison Fleet Services
200 N. First Street
Madison, WI 53704

Dear Mr. Joishy,

This letter is a follow up to our meeting at Pierce on November 30, 2017 regarding the five year purchasing agreement between the City of Madison and Pierce as approved in the City of Madison resolution, file number 36652, effective January 23, 2015. This resolution provides the City of Madison the opportunity to purchase fire apparatus from Pierce for a period of five years ending on December 31, 2020.

As you have been made aware in a letter from Pierce and Reliant Fire Apparatus (your Pierce dealer) dated October 3, 2017, that due to a new U.S. Generally Accepted Accounting Principal, Pierce will no longer be the prime contractor in the sale of fire apparatus effective October 1, 2017. All of your future purchases of Pierce fire apparatus will be directly with Reliant Fire Apparatus. All contracts, purchase orders, and invoices, will now need to be between the City of Madison and Reliant Fire Apparatus. A copy of a letter further detailing the change is attached.

Pierce has been honored and privileged to be the supplier of Fire Apparatus for the City of Madison since 1997 and we hope to be able to continue our relationship as your fire apparatus provider through the balance of the terms agreed to in the City of Madison resolution 36652 and beyond.

In order to continue to do so, Pierce Manufacturing and Reliant Fire Apparatus are requesting that the City of Madison consider and approve an amendment to resolution 36652 making it effective between the City of Madison and Reliant Fire Apparatus, Inc effective as soon as practical, allowing it to continue to be in effect through the terms of the current resolution.

As part of this agreement Pierce will continue to provide any required bonds and insurance if requested by the City of Madison. Pierce will also continue to supply all warranties as in the past. All other terms of resolution number 36652 will remain the same.

Under this requested revision to the resolution the process for purchase, construction, inspection, warranty and all other items regarding the purchase of Pierce fire apparatus by the City of Madison will remain just as they have in the past. The difference will be that all purchase orders, contracts, and invoices will be between the City of Madison and Reliant Fire Apparatus for Pierce fire apparatus. The entire process will be transparent to the City of Madison Fleet Services Division and the City of Madison Fire Department.

We hope that you understand the reason for this request and our strong desire to continue to supply the City of Madison with Pierce fire apparatus. We apologize for any inconvenience this request may cause.

Please feel free to contact me or Scott Krueger, President of Reliant Fire Apparatus, if you have any questions on this matter.

Pierce and Reliant Fire Apparatus look forward to continuing our relationship with the City of Madison and hope that you consider and accept our request for the amendment to resolution number 36652.

Thank you for your consideration.

Sincerely,



Mike DuFrane
Vice President Sales and Marketing

C: Fire Chief Steven Davis, City of Madison Fire Department