



January 1, 2020

RE: Sole Source

To whom it may concern:

Since 1917, Pierce Manufacturing Inc. ("Pierce") has provided the finest fire apparatus in the industry. The Oshkosh Airport products follows in those footsteps. The quality of our products and services are our number one priority. We demonstrate this through the personalized level of sales, service, and warranty our established dealer network provides throughout the country.

Ten-8 Fire Equipment, Inc. ("Ten-8 Fire") is the exclusive dealer for the sale, service, parts, and warranty of custom and commercial fire apparatus manufactured by Pierce in the states of Florida and Georgia. They also are the exclusive dealer for the sale and service of Oshkosh Airport Products in the states of Florida and Georgia. As the authorized Pierce dealer for the for mentioned states, Ten-8 Fire is Prime on all contracts for Pierce product. They have an active dealer agreement and a strong partnership with Pierce for over 30 years.

Ten-8 Fire Equipment, Inc has service & warranty facilities located in several locations to provide the first-class customer service support the Pierce family has been known for. Please contact them for sole source, Pierce and Airport product support.



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Sincerely,

Kristina Spang

Director, Sales Operations

Pierce Manufacturing Inc.

An Oshkosh Corporation Company \* ISO Certified