

## BY-LAW NUMBER 2025-98

### THE CORPORATION OF THE TOWNSHIP OF RIDEAU LAKES

**BEING** a By-Law to Authorize the Mayor and Clerk to sign an Agreement with Commercial Fire Trucks for a 2026 Pumper Unit.

**WHEREAS** Section 9 of the Municipal Act, 2001, S.O. 2001, c. 25, as amended, grants municipalities the rights, powers, and privileges of a natural person for the purpose of exercising its authority under this or any other Act;

**AND WHEREAS** the Municipal Services Committee reviewed Report FIRE-2025-17 and concurs with the recommendation to pass a By-law to enter into a contract with Commercial Fire Trucks to provide a 2026 Pumper Unit.

**NOW THEREFORE** the Council of The Corporation of the Township of Rideau Lakes enacts as follows:

1. That the Mayor and Clerk are hereby authorized to execute the attached Agreement, as outlined in Schedule 'A', with Commercial Fire Trucks.
2. All previous By-laws, Resolutions or Motions that contravene this By-law are hereby repealed.

Read a first and second time this 5<sup>th</sup> day of August, 2025

\_\_\_\_\_  
Arie Hoogenboom  
Mayor

\_\_\_\_\_  
Mary Ellen Truelove  
Clerk

Read a third time and finally passed this \_\_\_\_\_ day of \_\_\_\_\_, 2025.

\_\_\_\_\_  
Arie Hoogenboom  
Mayor

\_\_\_\_\_  
Mary Ellen Truelove  
Clerk





# Township of Rideau Lakes

EQUIPMENT QUOTATION & SUPPLY CONTRACT  
PIERCE FREIGHTLINER FOUR DOOR PUMPER

**JUNE 20, 2025**



Alexander Cafovski  
Commercial Emergency Equipment  
1005 Pattullo Avenue  
Woodstock, Ontario N4V 1C8

**June 20, 2025**

Fire Chief Gene Richardson  
Township of Rideau Lakes  
1439 County Road 8  
Delta, Ontario K0E 1G0

Dear Chief Richardson,

Thank you for the opportunity to quote the supply and delivery of a Pierce Freightliner Pumper.

Commercial Emergency Equipment, a part of the Commercial Group of Companies, is **100% Canadian Owned and Operated**, and Canada's largest supplier of emergency equipment. Commercial Emergency Equipment is the authorized dealer for Pierce, BME Fire Trucks, Maximetel, Frontline Communications, and Oshkosh Airport Products apparatus from Ontario to BC including all Canadian Territories.

With a 75+ year history, 350+ Canadian employees across 13 total locations, and 270,000+ sq. ft. of combined production and service space, Commercial has an unmatched parts, service, training, testing, and support network for work trucks and vocational vehicles. Commercial provides its customers access to industry-leading service and support including mobile EVT's, pump testing, annual inspections and maintenance, a significant stock of parts on Canadian shelves, 24/7 emergency service, and more.

Both Pierce and Commercial look forward to the partnership we can provide to the Rideau Lakes Fire Department. We are pleased to offer the following for your consideration.

Regards,



Alexander Cafovski  
Apparatus Specialist – Fire & Emergency  
O: 519-421-4488 C: 416-993-6233  
acafovski@comtruck.ca

Carey Feduniw  
Commercial Emergency Equipment  
11199 48 Street SE  
Calgary, AB T2C 5H4

**June 20, 2025**

Fire Chief Gene Richardson  
Township of Rideau Lakes  
1439 County Road 8  
Delta, Ontario K0E 1G0

*Attention: Chief Gene Richardson*

Dear Chief Richardson,

The content of this proposal contains significant amounts of proprietary information supplied by Commercial Truck Equipment Corp. and its contracted suppliers as mentioned within these proposal documents. The information contained herein should be regarded as protected and confidential. Please do not publicly share the contents of this proposal without prior written approval from Commercial Truck Equipment Corp.

Please note that under the *Municipal Freedom of Information and Protection of Privacy Act* all information contained within this proposal meets the following three tests:

1. *The information must fit within one of the specified categories of third-party information: trade secret or scientific, technical, commercial, financial, or labour relations information;*
2. *The information is supplied by the third party (Commercial Emergency Equipment, Commercial Truck Equipment Corp, or Pierce Manufacturing Inc.) in confidence, explicitly or implicitly*
3. *The disclosure of the information could reasonably be expected to cause one of the harms indicated below:*
  - a. *Prejudice the third party's competitive position or interfere with any contractual rights you possess or;*
  - b. *Result in the third party no longer supplying this or similar information to the Municipality*
  - c. *Result in undue loss or gain to any person, business, or organization of which the third party is aware*

If you have any questions or concerns regarding Confidential and Proprietary Information, please feel free to contact the undersigned.

Thank you for your understanding,



**Carey Feduniw** - General Manager - Emergency Equipment



The **Commercial Group of Companies**, comprising Commercial Truck Equipment, Commercial Utility Equipment, Commercial Emergency Equipment, and wholly owned subsidiary Canadian Towing Equipment is **100% Canadian Owned and Operated**, with 13 total locations across the country. Commercial is Canada's largest vocational vehicle dealer and manufacturer, boasting a 75+ year history and employing 350+ Canadian employees in 270,000+ sq. ft. of combined production and service space.

Commercial is the leading Canadian supplier for Emergency apparatus, utility trucks, crane trucks, tow and recovery vehicles, refuse collection vehicles, dump & gravel trucks, snow and ice trucks, landscape bodies, trailers, as well as truck hydraulic systems, truck parts, and service. Our nationwide branch network and in-house engineering team have the technical and engineering expertise to ensure customers receive the right product for their application, every time.

Commercial counts some of the largest municipalities, crown corporations, companies, and commercial operators amongst its long-term clients, while maintaining a high level of service for even the smallest customers and orders.



**Commercial Emergency Equipment**, a part of the Commercial Group of Companies, is headquartered in Delta, BC and is 100% Canadian owned and operated. Commercial is Canada's largest supplier of emergency equipment. Commercial Emergency Equipment is the exclusive authorized dealer for Pierce, BME Fire Trucks, Maximetal, Frontline Communications, and Oshkosh Airport Products apparatus from Ontario to BC including all Canadian Territories.

Commercial has an unmatched parts, service, training, testing, and support network for emergency apparatus. Commercial provides its customers access to industry-leading service and support including mobile EVT's, pump testing, annual inspections and maintenance, a significant stock of on-the-shelf parts, 24/7 emergency service and more. Commercial's diverse business across most vocational truck segments means that we maintain access to all major emergency component, engine, and chassis part lines.

Commercial Emergency Equipment provides sales, service, and support from its Commercial Group branch network, but maintains a staff of dedicated Emergency Sales, Parts, Service, Aftermarket Support, and Leadership teams across the country to ensure that emergency customers receive bespoke support from apparatus specialists.

Commercial Emergency Equipment has attained and maintains an industry-leading portfolio of professional, supplier, manufacturer, government, and industry certifications and standards to provide customers with the best apparatus service in the country:

- Pierce Platinum-Level Dealer
- Waterous Gold-Level Service Centre
- Maximetal Authorized Parts & Service Centre
- Cummins Certified Engine Maintenance Facilities
- Transport Canada Motor Vehicle Safety Standard certified
- Canadian Welding Bureau certified
- COR certified branches
- In-house professional engineers







**PIERCE MANUFACTURING INC.**, an Oshkosh Corporation [NYSE: OSK] business, is the leading North American manufacturer of custom fire apparatus. Products include custom and commercial pumpers, aerials, rescue trucks, wildland trucks, mini pumpers, and homeland security apparatus. In addition, Pierce designs its own foam systems and was the first company to introduce frontal airbags and the Side Roll Protection system to fire apparatus.

#### **PERFORMANCE**

At Pierce Manufacturing, we build trucks that live up to your demands. It's not some nine-to-five-go-home-and-forget-about-it kind of thing. Too much rides on what you do. To our team, there is no room for anything less than the absolute best.

What began in 1913, building truck bodies on Model T Ford chassis in an old converted church, has evolved to creating highly customized, carefully designed and engineered pumpers, aerials, tankers and rescue units that have no equal.

Behind every Pierce truck is a team of professionals whose mission is to build your truck, exactly how you ordered it. To us, every step of the process is personal; from innovation and expertise, to the customization and service. When the best people you know are the very people you serve, there is only room for exceptional.

#### **DESIGNED TO OUTPERFORM**

In your line of work, performance matters. Details matter. At Pierce Manufacturing, we understand that every second on the job counts and we tailor customizations to match your requirements. We manufacture the fire apparatus bumper to bumper. As a single source manufacturer, there's a reason you'll find more than 30,000 Pierce apparatus on the road today. Every decision—every single engineered detail—is designed with precision and performance in mind.

#### **SETTING THE STANDARD**

At Pierce, we strive to set the standard when it comes to customization and service. It all starts in our state-of-the-art manufacturing facilities in Appleton, Wisconsin and Bradenton, Florida. Over one million square feet of manufacturing space is dedicated to creating the industry's leading fire apparatuses. Both facilities are ISO-9001 certified, showing our dedication to meet world-class standards for quality. From research and development, to service and support, our trucks are designed to perform under the toughest conditions.



### **ABOUT OSHKOSH CORPORATION**

Oshkosh makes innovative, mission-critical equipment to help everyday heroes' advance communities around the world. Oshkosh Corporation employs nearly 15,000 team members worldwide, all united behind a common cause: to make a difference in people's lives.

Oshkosh products can be found in more than 150 countries under the brands of JLG®, Pierce®, MAXIMETAL, Oshkosh® Defense, McNeilus®, IMT®, Jerr-Dan®, Frontline™, Oshkosh® Airport Products, London™, and Pratt Miller.

Oshkosh Corporation is a global industrial technology company focused on innovating purpose-built vehicles and equipment. We're unflinching in our pursuit to overcome the impossible. By combining leading technology, operational strength and the relentless drive of human spirit, we champion and protect everyday heroes, keeping them safe and giving them the courage and confidence to perform some of the toughest jobs in the most efficient way.





The Commercial Group of Companies places high value on the environment and are dedicated to green initiatives. In practice, we have committed to being environmentally conscious in every branch. All locations have on-site material and waste fluid recycling collection. This ensures any waste created during manufacturing is disposed of correctly and with as little environmental impact as possible. Locations are regularly inspected by a third party for environmental containment.

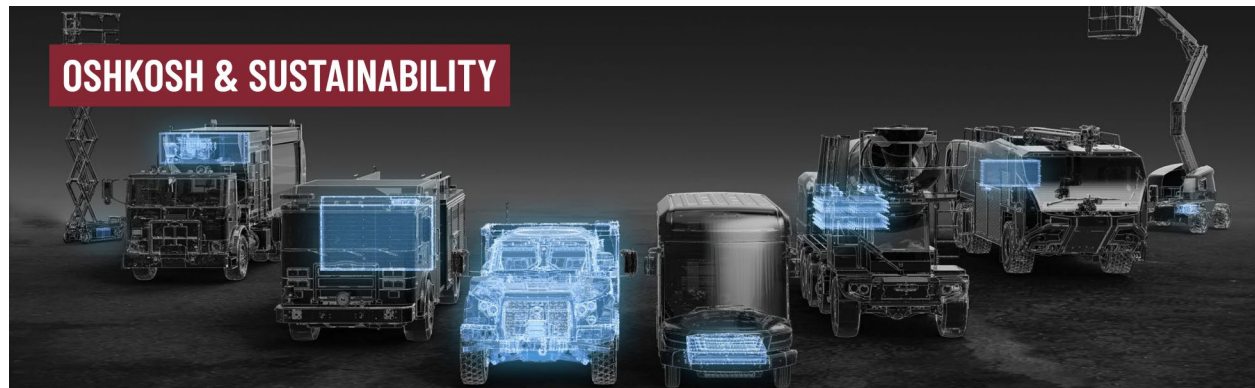
All branches of Commercial are power smart. Internal policies to reduce electrical consumption are a commitment for all employees, and facility management for each branch is done to include measures such as LED lighting and reduced environmental impact.

Not only do we maintain our commitment to be an environmentally conscious company, but Commercial is also a former participant in the electric vehicle market. Commercial manufactured over one hundred electric vehicles from 2002 to 2010 as Dynasty Electric Car. At the time, Dynasty was the largest electric car company in Canada, manufacturing LSV's for urban, recreational, and light commercial markets.

Commercial Truck Equipment is known as a Canadian leader in electric work truck assembly and upfitting, having completed start-to-finish builds including engineering, fabrication, installation, testing, and delivery of electric work trucks on both BYD and Navistar International chassis.

Utilizing its customer-centric approach to vehicle customization, Commercial Truck Equipment designs and implements specific usability, operator comfort, and safety features tailored completely to unique client applications for electric and hybrid vehicles. Commercial offers electric-drive train fire trucks and performance hybrid safety vehicles for aviation and structure fire, as well as electric idle-reduction upfitting and fully electric PTO's, welders, compressors, and generator replacements.

As Commercial moves forward, we maintain our commitment to sustainability and minimizing our environmental impact.



*A message from Oshkosh Corporation President and Chief Executive Officer John Pfeifer:*

### **A YEAR OF PURPOSEFUL PROGRESS**

At Oshkosh, our commitment to moving the world forward has never been stronger as we navigate the challenges and opportunities of a rapidly evolving world. As an industry leader in the purpose-built vehicle industry, we leverage every opportunity to develop technologies and solutions that support our purpose of making a difference in people's lives.

Significant strides in electrification and sustainability have been made, with a planned investment of \$300 million in electrification from 2022 to 2025. We're at the forefront of developing purpose-built vehicles and equipment with zero emissions, including North America's first electric refuse collection vehicle.

Our success is driven by leveraging the strength of our portfolio of leading brands and 17,000 team members worldwide. Everything we do supports our purpose of making a difference in people's lives. We do this by living our core values: we put people first, we do the right thing, we persevere and we are better together. Our business strategy, "Innovate. Serve. Advance." directly reflects our core values, guiding our sustainability journey and continues to be the foundation of our forward momentum.

### **OUR PEOPLE FIRST CULTURE**

In 2023, we saw substantial investments in our workforce, with over 204,000 hours of professional development delivered through initiatives like Leader Labs and Your Oshkosh University. We intensified our diversity, equity and inclusion efforts through initiatives that foster an inclusive environment where all team members feel valued. This included mentorship programs, events hosted by our employee business resource groups and inclusive leadership training, reinforcing our dedication to creating a diverse and equitable workplace.

Our holistic wellness programs supported the overall wellbeing of our team members and maintained open communication through perpetual feedback mechanisms, including monthly pulse surveys designed to foster open dialogue.

### **INFUSING INNOVATION IN PRODUCTS**

Our innovation strategy extends from progressive partnerships with startups and universities to

acquisitions such as Oshkosh® AeroTech™. It also includes the launch of groundbreaking products like the McNeilus® Volterra™ ZSL™ refuse collection vehicle and the USPS Next Generation Delivery vehicle, which represent a significant leap forward in reducing pollution in neighborhoods across the United States. These efforts underscore Oshkosh's dedication to sustainable engineering and set new standards across the industries we serve.

### **BUILDING COMMUNITIES**

In 2023, team members dedicated over 21,000 volunteer hours and Oshkosh contributed more than \$2.6 million to charitable causes. Our global Good to Give Back month, along with targeted initiatives like Feed the Body, Feed the Soul, the Hunger Games and a scholarship program for team members' children, emphasize our dedication to making a positive global impact.

### **SUSTAINABLE OPERATIONS**

In pursuit of sustainability, we've made significant energy and greenhouse gas emissions reductions. We launched our first-ever solar microgrid project at Pierce Manufacturing, aimed for a 90% landfill diversion rate and emphasized water conservation, all while collaborating with suppliers to meet the more stringent environmental and ethical standards we hold ourselves to.

### **LOOKING FORWARD**

As we look to the future, Oshkosh remains committed to making a difference in the world by powering innovation. Our goals for reducing greenhouse gas emissions, enhancing diversity and inclusion and achieving operational excellence are ambitious yet achievable.

I am pleased with the progress we made in 2023. Our efforts in sustainable growth have allowed us to harness new technologies to support the safety and wellbeing of our everyday heroes who use our vehicles and equipment, ensuring we're able to meet their needs today and tomorrow. Our steadfast commitment to diversity, equity and inclusion has made us stronger, more innovative and better positioned to meet the challenges ahead.

**John C. Pfeifer**



President and Chief Executive Officer  
Oshkosh Corporation





## WOODSTOCK, ON

Production • Parts • Sales • Service • Warehouse

**1005 Pattullo Ave  
Woodstock, ON**

**PHONE 519.421.4488  
TOLL FREE 1.866.816.8941  
24/7 EMERGENCY SERVICE 1-877-443-2626**

Commercial Emergency Equipment's Woodstock Branch serves as the main hub for our Ontario operations, pairing a significant on-site staff with mobile service technicians to ensure full-province coverage for vocational trucks. Commercial Woodstock has significant service and production capacity, a full parts warehouse and parts desk, as well as a full team of sales and support specialists.

Commercial Woodstock also has a separate Emergency Parts Warehouse and multiple EVTCC-Certified Emergency Vehicle Technicians.



Headquartered in Delta, BC, Commercial Emergency Equipment and the Commercial Group of Companies operate across Canada with 13 total locations and nine main parts warehousing facilities.

While local support is paramount for municipalities and their departments, having a dealer that can leverage a nationwide parts warehousing network means higher parts availability, and less downtime. Commercial routinely transfers parts overnight between branches to minimize repair times. Drawing from our nationwide branch network provides a significant advantage for Commercial customers.



VANCOUVER • SURREY • CALGARY • EDMONTON • REGINA • WINNIPEG • WOODSTOCK • QUEBEC CITY



### **CANADA'S LARGEST EMERGENCY APPARATUS SERVICE NETWORK**

Commercial Emergency Equipment is Canada's largest emergency apparatus dealer and supports its customers with the largest service centre and parts warehousing network in the country.

With over a century of combined industry experience, our certified EVT's and Pierce Master Technicians know the intricacies of every type of fire apparatus and strive to exceed service expectations on all makes and models. Our knowledgeable parts teams have access to OEM and the top aftermarket parts from leading suppliers and maintain the largest stock of on-the-shelf parts in the country.

Bolstered by a significant fleet of mobile service vehicles, and anchored by our branch locations across Canada, Commercial Emergency Equipment provides the best after-sale support of any Canadian dealer.

### **COMPREHENSIVE CARE AND APPARATUS SUPPORT**

Commercial Emergency Equipment offers the most comprehensive portfolio of apparatus support in Canada.

- 24-hour technical support and emergency service
- EVTCC-Certified Technicians at all locations
- Manufacturer-approved warranty service
- NFPA, OSHA approved apparatus inspection, maintenance, and repair
- Fire pump and plumbing testing, maintenance, repair, and overhaul
- Aerial device testing, inspection, repair and overhaul
- Foam and CAFS system calibration and maintenance
- Dry chemical and halogenated agent calibration and maintenance
- OEM and aftermarket parts, tools, and equipment
- NFPA 1932 compliant ground ladder testing and inspection
- Preventative maintenance programs and program design
- Part-stocking program consultation for fleets
- Paint and body repair



## **FACTORY TRAINED. PROFESSIONALLY CERTIFIED AND ACCREDITED**

Commercial Emergency Equipment has attained and maintains an industry-leading portfolio of professional, supplier, manufacturer, government, and industry certifications and standards to provide customers with the best apparatus service in the country.

- Pierce Platinum-Level Dealer
- Waterous Gold-Level Service Centre
- Maximetal Authorized Parts & Service Centre
- Cummins Certified Engine Maintenance Facilities
- Transport Canada Motor Vehicle Safety Standard certified
- Canadian welding bureau certified
- COR certified branches
- In-house professional engineers

## **OEM PARTS AND EQUIPMENT**

Commercial utilizes its nationwide parts warehousing network to ensure that parts are on the shelf when customers need them. Commercial has access to all major emergency apparatus brands, and parts to support engine and chassis maintenance and repair as well. With six main service centres, and nine total parts warehousing locations specifically for emergency apparatus parts, the right part is never far away.

- 300K+ SKU's for individual parts
- \$21M+ parts inventory on Canadian shelves
- After-hours parts programs
- Same-day shipping of most parts ordered before 2pm
- EM replacement parts for all makes of fire apparatus

## **FIRE PUMP, FOAM, AND CAFS TESTING & MAINTENANCE**

- All testing is performed by a certified EVT to NFPA 1910 standards
- Customer facility or service centre test locations
- Foam system calibration, inspection, and maintenance
- Dry chemical and halogenated agent calibration and maintenance
- Fully documented with the ISO Rating Bureau and NFPA 1910

## **APPARATUS AND AERIAL INSPECTIONS**

- Quarterly 90-point inspections and maintenance
- Semi-annual 120-point inspections and maintenance

## **ADDITIONAL INSPECTION SERVICES**

- Generators/Small engine: 120/240V inspection and maintenance
- Electrical: Multiplex and standard 12/24V systems
- Aerial: Non-destructive testing and NFPA third-party inspections
- Brake Systems: Inspections, testing and repairs
- Road Tests: Engine, transmission, and driveline inspections
- Annual 140-point NFPA 1910 compliant inspections and maintenance
- Preventative maintenance programs and program design



### **WORLD-CLASS TRAINING FOR WORLD-CLASS VEHICLES**

Whether in the field, at a fire training ground, on a runway or at a Commercial or Pierce facility, our highly trained team provides critical vehicle support with proven expertise. Our team of experts delivers comprehensive services to optimize vehicle life cycle cost and advance the highest level of fleet readiness.

All our training programs are structured using measurable learning and performance objectives to ensure task and skill set comprehension. From skilled instructors to experienced technicians, Commercial and Pierce provide the highest level of support and sustainment solutions to meet the needs of the ever-changing mission.

#### **Experienced personnel deliver expert technical services**

- Trained instructors provide expert guidance to maximize operator capabilities, ensure fleet readiness and support mission success
- Full-time technicians at Pierce Regional Logistics Centers provide emergency support, logistics expertise and technical assistance
- Field Service Representatives (FSRs) around the globe deliver the highest level of equipment operations, maintenance, diagnostics, and hands-on training

#### **Advanced and customizable vehicle training solutions**

- Blended instruction solutions incorporate classroom, hands-on diagnostics, and troubleshooting
- Pierce Learning Management System offers customizable training programs including e-Learning solutions
- Training centre with 37 acres for vehicle operation and inspection
- Learning lab with an array of component parts, cutaways, and training aids
- Classrooms with extensive technological resources
- Standard and customized courses for vehicles across the entire Oshkosh vehicle portfolio
- Instruction that can go where you go to maximize learning and minimize tuition and travel cost

#### **Vehicle Orientation and Training Course**

These training courses can be tailored to the needs of your department. During the pre-construction meeting, courses will be reviewed and finalized.

Operator courses are typically 85% to 90% hands-on activities.



## PIERCE ENFORCER PUMPER

<b>CHASSIS</b>	Freightliner M2-106 Plus- 4 Door
<b>ENGINE</b>	Cummins B6.7- 360 HP
<b>TRANSMISSION</b>	Allison EVS3000
<b>PUMP</b>	Waterous CXPA- 1250 USGPM PTO
<b>TANK</b>	750 US Gallons
<b>FOAM</b>	Not Supplied
<b>AXLES</b>	Front Axle: 12,000 lbs. Freightliner Rear Axle: 24,000 lbs. Meritor
<b>BODY</b>	2 <sup>nd</sup> Generation Medium 152" Body Full Height Body Compartments Interior Ladder Storage Right Side
<b>LIGHTING</b>	Whelen Emergency/Warning light package Fire Research & Firetech by Hi-Viz Scene Lighting
<b>GENERATOR</b>	Not Supplied
<b>HOSEBED</b>	Capacity for 600ft of 4", 400ft of 2.5", 300ft of 2.5" Pre-Connected
<b>GENERAL</b>	Two Tone Cab, Graphics included
<b>LOOSE EQPT.</b>	TFT Radius Monitor x 1, TFT Jumbo Intake x 2
<b>LOOSE EQPT.</b>	Hard Suction and Strainer



**RENDERING**



Apparatus renderings and/or representative images are presented to customers with the understanding that appearance of final apparatus will be built to suit the requirements and needs of the department. Final apparatus appearance should not be evaluated on the below image(s).

**PIERCE FREIGHTLINER 4 DOOR PUMPER**





A chief concern for many municipalities and fire departments engaging in apparatus procurement in the current manufacturing and economic climate is uncertainty. The global COVID-19 pandemic and resulting supply chain disruptions, followed by a persistent inflationary environment during recovery have placed huge strain on municipalities.

Commercial Emergency Equipment and Pierce Manufacturing are committed to the highest levels of integrity through an honest, accurate, and transparent estimation of manufacturing timelines and apparatus cost.

#### **PRICE STABILITY**

**Since before the beginning of the pandemic, Commercial Emergency Equipment has never re-priced the core cost of an apparatus above the accepted customer quote.**

Commercial believes strongly in partnering with their customers as equal allies in helping them procure apparatus, not *selling* them apparatus. Pierce Manufacturing has also gone to great lengths, in many cases with significant financial consequences, to ensure that customers paid what they were quoted.

Several factors may force a dealer or manufacturer to re-price a truck. An engine may need to be substituted to meet new emissions standards, a major component may need to be substituted due to part availability, or unfortunately, more deliberate actions. Commercial has never been the subject of any lawsuits arising from bad faith estimating, and in fact, won major fleet accounts as a result of these actions in other places in the market.

Pierce Manufacturing currently requires apparatus sales to be bound by a Persistent Inflationary Environment clause, but with inflation slowing and stabilizing in North America, it's currently regarded as unlikely this will affect purchases in coming years.

Pierce's market presence, diligent planning, and component supplier relationships have also ensured that customers are not blindsided by costly engine substitutions to meet new and upcoming emissions requirements.

## LEAD TIMES

Throughout the COVID-19 Pandemic and resulting supply chain disruptions, lead times for fire apparatus rose significantly. Lead times have risen sharply due to a “perfect storm” of market and economic forces:

- Apparatus pricing climbing, leading departments to purchase sooner
- Lead times increasing, leading departments to purchase sooner
- A significant influx of capital to American fire services

Taken together, all these problems perpetuated themselves in a spiral. FAMA reported that Q1 2022 was a record period for apparatus bookings, 6-7x the normal level. Pierce had averaged 100-125 bookings per month pre-covid, and saw a 750+ month in Q1 2022, and had other 500 and 600 booking months in 2022, leading to an unprecedented backlog.

**Lead times have now stabilized.** Due to a multi-faceted approach from Pierce Manufacturing, and demand at more traditional levels, we anticipate that quoted lead times should be very accurate.

Pierce and its parent company Oshkosh Corporation have made significant investments in manufacturing capacity, people and materials since 2021:

### Capacity

- Addition of over 110,000 sq.ft. of manufacturing capacity in Appleton, WI
- Addition of over 200,000 sq.ft. of cab production in Murfreesboro, NC
- Millions of dollars invested in state-of-the-art automation of repetitive & non-value-add processes

### People

- Opening a dedicated training facility in Appleton, WI dedicated to on-boarding new hires to make them quality contributors
- Hundreds of new personnel hired since 2023 in Wisconsin, North Carolina and Florida

### Materials

- Significant changes in material planning and stocking strategies to mitigate disruptions in the supply chain
- Implementation of Power BI artificial intelligence to monitor supply chain, optimise order flows and stocking programs, highlighting opportunities for alternate-sourcing

### Logistics

- Reduced chassis and component moves between facilities by over 90%, resulting in huge reductions in total build time, and build cost

## INTEGRITY, COMMUNICATION, AND RELATIONSHIPS

Like all apparatus dealers, Commercial has seen delayed timelines on some apparatus due to pandemic and supply-chain-related disruptions over the last few years.

What has remained constant, however, is our unwavering commitment to integrity, honesty, and transparency surrounding our communication and customer relationships.

Issues and delays outside the control of the dealership and manufacturer will always be possible, but we believe that how we communicate with our customers makes the difference. We keep our customers well-informed whether the news is favorable or not.





Delivery for this apparatus is estimated at **13 Months** from the time of executing the purchase order. Timeline is subject to changes based on manufacturer's discretion.

Pierce Manufacturing utilizes a variety of strategies to ensure quoted lead times are as accurate as possible.

- Dual-Sourcing Components
- Increased safety-stock levels
- Five new or expanded facilities
- Significant investments in automation, robotics, and new technologies
- Reduced chassis and component moves between facilities
- Recruiting, Training, and Culture improvements

Pierce Manufacturing and Commercial Emergency Equipment are committed to the highest levels of integrity through an honest, accurate, and transparent estimation of manufacture timelines.



**Pierce Manufacturing** has been awarded the highest-rated Canoe Firefighting Apparatus Program Contract (**Contract: 113021-OKC-1**) having received the greatest number of points of any fire apparatus manufacturer evaluated in the Canoe program.

**Commercial Truck Equipment Corp** has been awarded the highest-rated Fleet Upfitting and Related Accessories Program Contract (**Contract: CAN-2024-010-CTE**) having received the greatest number of points of any fleet upfitter evaluated in the Canoe program.

The Township of Rideau Lakes is a Canoe Procurement Member in good standing, **Member #LAS1063**



**PROPONENT'S FULL LEGAL NAME:**  
Commercial Truck Equipment Corp.

**CORPORATE STATUS:**  
Corporation

**OPERATING DIVISION:**  
Commercial Emergency Equipment

**HARMONISED SALES TAX NUMBER:**  
838352052

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**ADDRESS:**

**Head Office**  
591 Chester Road  
Delta, British Columbia  
V3M 6G7  
Phone: 604-526-6126

**CONTACT INFORMATION:**

Alexander Cafovski  
Apparatus Specialist – Fire & Emergency  
Commercial Emergency Equipment  
Woodstock Branch  
1005 Pattullo Ave., Woodstock, ON N4V 1C8  
O: 519.421.4488 | C: 416.993.6233  
E: [acafovski@comtruck.ca](mailto:acafovski@comtruck.ca)  
W: [www.comemerg.ca](http://www.comemerg.ca)





PIERCE ENFORCER PUMPER - CANOE PROCUREMENT & PREPAYMENT	
List Price	\$835,888.10
Canoe Procurement Group Discount	(\$43,577.10)
<b>Total Cost to Department</b>	<b>\$792,311.00</b>
Regular Payment Terms - <b>10% Down Payment</b>	\$79,231.10
<b>*QUOTATION NOTES*</b>	
<ul style="list-style-type: none"> <li>• Plus Applicable Taxes</li> <li>• Quote valid Until July 30, 2025, OR within a Canadian-US dollar exchange ratio between 1.38 and 1.44, per the Bank of Canada noon spot rate, whichever expires first: <a href="https://www.bankofcanada.ca/rates/exchange/daily-exchange-rates/">https://www.bankofcanada.ca/rates/exchange/daily-exchange-rates/</a></li> <li>• Payment Terms: 10% deposit at time of booking, cost of chassis on receipt at manufacturing facility, balance on delivery</li> <li>• Due to extended lead times and impending 2027 EPA standards revision, unknown product impacts based on 2027 EPA compliant engines, unknown specifications of 2027 EPA compliant engines, and not having firm product costs for 2027 EPA compliant engines, pricing of the engine is subject to change without notice. Customer shall be responsible for any engine pricing changes incurred prior to delivery of the completed apparatus.</li> <li>• If the Producer Price Index of Components for Manufacturing [bls.gov Series ID: WPUID6112] ("PPI") has increased at a compounded annual growth rate of 5.0% or more between the month Pierce accepts the order ("Order Month") and a month 14 months prior to the then predicted Ready For Pickup date ("Evaluation Month"), then pricing may be updated in an amount equal to the increase in PPI over 5.0% for each year or fractional year between the Order Month and the Evaluation Month. The seller will document any such updated price for the customer's approval before proceeding and provide an option to cancel the order.</li> <li>• Alternate Payment Terms: 100% prepayment for discount stated above</li> <li>• FOB: Westport, Ontario</li> <li>• Pre-construction conference and final inspection for <b>Two (2)</b> fire department representatives accompanied by one (1) Commercial Project Manager to the Pierce Manufacturing Facility</li> <li>• Training and Orientation on the operation, care and maintenance of the apparatus</li> <li>• Parts, service and warranty are available through our local service centres and mobile service department</li> </ul>	

We trust the above meets with your approval. Should you wish to proceed, please note the terms and conditions below and sign under order acceptance.

Yours very truly,

**Alexander Cafovski** - Apparatus Specialist, Commercial Emergency Equipment



**Commercial Truck Equipment Corp.**  
**DBA Commercial Emergency Equipment** (A Commercial Group Company)

**1. APPLICATION OF GENERAL CONDITIONS.** These general conditions (the “General Conditions”) govern the supply of goods and services by Commercial Truck Equipment Corp. (“CTE”) unless modified or supplemented by a term expressly set out in a CTE job order (“Job Order”). These General Conditions, together with a Job Order and invoice, collectively form a legally binding contract between CTE and its customer (“Customer”) (the “Supply Contract”). Any change to the terms of the Supply Contract must be agreed in writing by CTE.

**2. ENTIRE AGREEMENT.** The Supply Contract is the complete and entire agreement between the parties with respect to the subject matter therein. No understandings or communications between the parties, whether written or verbal, form part of the Supply Contract or will have any legal effect between the parties unless expressly agreed in writing by CTE. If Customer’s purchase order is attached as a schedule to the Supply Contract, other than any technical specifications that may be set out therein, it will have no legal effect.

**3. SUPPLY OF GOODS AND SERVICES.** CTE will supply, and Customer will purchase the goods and services at the price and in accordance with the other terms and conditions of the Supply Contract

**4. DELIVERY, PICK UP AND SHIPPING.** Goods supplied by CTE and Customer equipment on which CTE services are performed will be deemed to have been delivered to Customer once CTE places such goods or Customer equipment at the disposal of Customer at a CTE branch. Upon delivery by CTE, Customer will be required to immediately pick up such goods and equipment at Customer’s risk and expense. CTE may, upon Customer’s request, arrange for shipping at Customer’s risk and expense. Risk of loss or damage to goods and equipment will transfer to Customer once such goods and equipment are delivered to Customer at a CTE branch.

**5. PAYMENT.** Customer will pay the price of CTE’s goods and services in cash on delivery by CTE. Title to goods shall remain with CTE and shall not pass to Customer until all amounts owing by Customer to CTE, including all applicable taxes, have been paid in full by Customer. If Customer does not fully pay all amounts owing when due, CTE may, without limiting its remedies under the Supply Contract and the law, (a) suspend delivery and other CTE performance until such amounts are fully paid and (b) terminate the Supply Contract.

**6. DEPOSIT.** If Customer has paid CTE a deposit on the Supply Contract price (the “Deposit”) and Customer fails to complete the Supply Contract in accordance with the terms thereof (including, without limitation, failing to pick up goods and equipment and failing to fully pay all amounts when due) through no fault of CTE, CTE may terminate the Supply Contract and in such event the deposit will be absolutely forfeited to CTE on account of damages without limiting CTE’s right to pursue Customer for additional damages and other remedies under the Supply Contract and the law.

**7. LIMITED WARRANTY.**

**7.1 Goods – Manufacturer’s Warranty.** Goods supplied by CTE will be warranted by the manufacturer in accordance with the terms of the manufacturer’s warranty (if any). CTE may, in its sole discretion and on terms acceptable to CTE, perform any warranty repair or replacement on goods covered by a manufacturer’s warranty and in such event the terms of this Supply Contract (except section 7.2, unless CTE agrees in its sole discretion) will govern the warranty repair or replacement.

**7.2 Services – CTE’s Limited Warranty.** CTE warrants, subject to the following limitations and conditions, that its services will be free from defects in workmanship for 90 days after service completion: (a) CTE will determine, in CTE’s sole discretion, whether the workmanship is defective, (b) CTE’s sole responsibility will be to repair the defective workmanship and, if necessary as determined by CTE, repair or replace a part that is damaged by the defective workmanship, at a CTE branch during its regular business hours, (c) Customer is responsible for shipping, at Customer’s risk and expense, applicable equipment to and from a CTE branch for CTE’s assessment and repair, (d) no further warranty is provided on any service warranty work, (e) prior to the discovery of the defect, the applicable equipment was being used and maintained properly by Customer and in accordance with CTE’s and the equipment manufacturer’s guidelines. All CTE service warranty work will be governed by the terms of this Supply

**7.3 No Other Warranty.** Other than the warranties expressly provided in sections 7.1 and 7.2 hereof, no other warranties, conditions, guarantees or similar obligations, whether express or implied by fact, by law, including any statute or regulation, by custom or trade usage,

or by any course of dealing, including but not limited to any implied warranties or conditions of merchantability or fitness for purpose or fitness for a particular purpose, are applicable to goods and services supplied by CTE.

**8. PROPERTY/GOODS LEFT ON CTE PREMISES.** Any Customer property and CTE supplied goods left on CTE premises will be left at Customer's risk and expense and if any of the foregoing are left on CTE's premises more than 30 days after delivery at a CTE branch, CTE may store such property and goods at a third party site at Customer's risk and expense. If any Customer property and CTE supplied goods are left more than 90 days after delivery at a CTE branch, CTE may, at Customer's risk and expense, sell such property and goods, apply the proceeds of such sale to any amounts owed by Customer and hold the remaining proceeds (if any) in trust for Customer.

**9. FORCE MAJEURE.** "Force Majeure" means an event or circumstance that is beyond the reasonable control of a party and that prevents or delays that party in the performance of any of its obligations under the Supply Contract, including but not limited to a delay or failure by a subcontractor, or sub-supplier, in each case of any tier, to perform and complete their obligations in accordance with their respective contracts that is caused by an event that, if it occurred with respect to a party to this Supply Contract, would constitute Force Majeure. If a party is prevented or delayed in performing its obligations (other than a payment obligation) by Force Majeure, that party is not liable to the other party for failure to perform those obligations. The time for performance is deferred to the extent and for so long as performance is prevented or delayed and the completion, delivery and other dates contemplated under the Supply Contract shall be adjusted if necessary to accommodate the effects of Force Majeure.

**10. LIMITATIONS OF LIABILITY.** CTE is not liable to Customer under or in relation to the Supply Contract for any loss of use, loss of production, loss of profits, loss of markets, additional or incremental costs of operation, economic loss, or special, indirect or consequential loss or damage, or punitive and exemplary damages suffered or incurred by Customer, or by any third party who makes a claim against Customer for which Customer seeks recovery from CTE, whether Customer's claim, or that of the third party, is in contract, or tort, including negligence, or under any other theory of law or of equity. CTE's total liability arising out of or in relation to the Supply Contract, whether in contract, warranty, tort (including negligence), strict liability or otherwise, shall be limited to the price of the goods and services supplied under such Supply Contract.

**11. APPLICABLE LAW.** The Supply Contract shall be governed by and construed in accordance with the laws of the Province in which the Supply Contract is entered into and the laws of Canada applicable in such Province, excluding any conflict of laws principles or rules that would impose a law of another jurisdiction for the construction of the Supply Contract. The parties to the Supply Contract hereby irrevocably and unconditionally attorn to the non-exclusive jurisdiction of the courts of the Province in which the Supply Contract is entered into and all courts competent to hear appeals therefrom. The United Nations Convention on Supply Contracts for the International Sale of Goods (1980) shall not apply to the Supply Contract and is hereby excluded in its entirety.

**12. CONSORTIUMS ORDERS.** Prices are subject to change. Pricing will be determined at the time of invoicing based upon the Sourcewell contract.

**13. SUPPLIER SURCHARGES & IMPORT DUTY.** Due to the continuation of an unstable global supply chain, CTE reserves the right to pass on future price increases and surcharges from equipment suppliers or unexpected import duty or taxes along with supporting documentation prior to completion, these will be presented at that time and added to the final sale price.

**14. MISCELLANEOUS.** Any additional supply or work performed by CTE in relation to the original supply of goods or services contemplated under this Supply Contract will be governed by the terms of this Supply Contract. The remedies available to CTE hereunder are in addition to any other remedy available under the law. If any provision of the Supply Contract is determined to be invalid or unenforceable in whole or in part, such invalidity or unenforceability attaches only to such provision and everything else in the Supply Contract continues in full force and effect.

## Order Acceptance

Customer acknowledges having read the conditions in this document and agrees to purchase:

<b>Signature:</b>			
<b>Name:</b>			
<b>Title:</b>			
<b>Date:</b>	<b>(Day/Month/Year)</b>	/	/
<b>P/O #:</b>			