

Mayor Doug Formon
City of Jonesboro
515 W. Washington Ave
Jonesboro, AR. 72401

May 13, 2008

Dear Mayor Formon,

We recently received a copy of an article from the Jonesboro Sun, stating that the City is wanting to replace the city's existing siren units, most of which are not very old, with similar type equipment. I am requesting an opportunity to provide a solution for upgrading your siren system, "without spending" a ridiculous amount of money.

Earlier this year, Federal Signal was asked how soon someone could visit Jonesboro, and provide a quotation to Erick Woodruff on March 3, 2008 for a total of four (4) 2001-130 (130db) rotating AC/DC sirens needed for a quick purchase. An urgent visit was scheduled, and a detailed quotation for these units was submitted to Mr. Woodruff. Over the past several weeks since our visit, several messages as well as e-mails have been left at Mr. Woodruff's office, with not one returned call or e-mail response.

We understand the frustration of an outdoor warning system having failures, especially a system having a mixture of sirens from several manufacturers, which has not been properly maintained. The area we cannot understand is the city's desire to replace 14 year old, 'or less' Electro-mechanical siren heads with new Electro-mechanical siren heads.

Please know that an Electro-mechanical Siren head has no electronics in it, only a single or dual motor, used to provide rotation plus the warning tone. The Federal Signal 2001 siren uses the same technology as the well known Federal Signal Thunderbolt, still being used by thousands of customers, including Dallas and Amarillo for "over" 50 years. The 2001 siren head was also designed to last over 50 years, with only the control units (radio / PC boards) at the bottom of the pole needing upgrades during its lifespan. With this in mind, the city will save over \$105,000.00, by upgrading your existing 2001 sirens with new 2-way / FSK digital controls. That \$100,000 can be put into other forms of emergency notification such as Tone Alert Radios for schools, hospitals, city offices, etc., or back into the city's pocket.

The 2001 siren system we proposed, has been in service since 1988, and there are more of these units in service, than all of competitor's sirens. The newer 2001-130 siren unit proposed has a sound output of 130db, providing tone warning to approximately 6,300' radius. The American Signal Tempest 128 siren has only been out for a few years, and only has a sound output of 128db, providing tone warning to approximately 5,500' Radius. 800' radius and 1,600' diameter is a huge difference in coverage, meaning greater tone coverage or fewer sirens if the 2001-130 is used for the system.

It is very rare to do a replacement of a young system, with the same type system. Controller upgrades are an everyday occurrence in our business. I'm not sure how a quotation for four (4)

replacement sirens can lead to a city wide siren replacement, with the same type siren units currently in place.

Not only does Federal Signal offer a complete factory turn-key solution for all of our products, but we also offer on-site maintenance and service work provided by our factory trained Authorized Service Centers.

We have reviewed the city's existing siren units, and you do currently have American Signal (ACA) siren units (Allertors). The list provided by Mr. Woodruff lists these as Federal Signal sirens, but they are in fact American Signal units.

All that we are asking for is a fair opportunity to speak to the City of Jonesboro, before you spend a lot of money for un-necessary equipment. Federal Signal would sincerely like to continue providing Outdoor Warning equipment to the City of Jonesboro, as well as provide "education and training" on your existing equipment.

Please give us the chance to prove Federal Signal is the "best of the best" plus provides the capability of saving a lot of money with simple upgrades on sirens you currently have in the city. The existing 2001 sirens do not need to be replaced, simply upgraded.

We sincerely wish to be your system of choice.

Best Regards,

Scott Hollingsworth
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