

City of Jonesboro

Outdoor Warning System Presentation

By:

Federal Signal Corporation



Federal Signal Corporation



- Worldwide leader of alert, notification, and communication products to Governmental and Industrial markets.
- ISO9001 Quality
- Leader in Outdoor Warning Systems
- More 2001 Electro-mechanical sirens installed worldwide, than all of our competitors.

Competitive Advantages



- 100 Years of Successful business operation
- Siren Manufacturer since 1920s
- World-wide Turn-key System Solutions
- Factory Maintenance & Support
- No Dealer Involvement
- Factory Project Management

Federal Signal vs. ASC Dealer

- Federal Signal recommended upgrade of existing system to reduce cost, while ASC dealer recommended complete replacement.
- New Federal Signal 2001-130 sirens are tested by independent sound lab to verify output of 130db.
- ASC website still shows T-128 siren as a 128db siren(<http://www.americansignal.com/PDF/T-128.pdf>), which shows that brochure was changed to be competitive with Federal Signal 130db siren.
- Difference of 128db vs. 130db siren is over ¼ mile diameter for each siren unit.
- ASC Dealer claims to have met all specifications in bid response, but T-128 siren does not meet specs

Training Program



- **Conducted by In-House Systems Planning and Application personnel**
- **Programs specifically designed to meet the needs of each customer**
- **System Planner serves as Training Manager supported by:**
 - **Marketing Mgr, Product Mgr, and other Commissioning Agents as required**

Installation Advantages



- Factory Turnkey Installation
- Factory trained Installation Teams
- Installers located in Little Rock, AR, Clanton, AL., Edmond, OK., Sherman, Tx. And others.
- All Installers are overseen by Factory Project Managers to verify installation completed according to factory specifications

Maintenance Advantages




- Factory Service and Maintenance
- Existing Service Centers available in Little Rock, AR., Clanton, AL.
- A local Jonesboro Service Center can be factory-trained to provide more local factory maintenance.
- Paragould Communications does not have access to Federal Signal parts to maintain existing 2001 sirens.

Conclusion



- Federal Signal is the most stable and successful siren manufacturer in the world
- Purchasing from a dealer takes the factory support out of the picture.
- Federal Signal has offered Jonesboro the best possible solution from the beginning.
- Jonesboro is a longtime customer of Federal Signal, so we feel that we understand your system and your needs.



We Appreciate the opportunity
to continue to be the siren
provider for the City of
Jonesboro.

Thank you for your
consideration