

BEACHWOOD CITY COUNCIL MINUTES OF THE SAFETY AND PUBLIC HEALTH COMMITTEE MEETING HELD AT BEACHWOOD CITY HALL, CONFERENCE ROOM A AND THE CITY OF BEACHWOOD POLICE DEPARTMENT, 25325 FAIRMOUNT BOULEVARD, ON MONDAY, AUGUST 6, 2018 AT 5:30 P.M.

The meeting was called to order at 8:07 a.m. by Chairman Justin Berns.

ROLL CALL:	Present	J. Berns, B. Linick, E. Synenberg
	Absent:	None.
	Also Present:	Mayor M. S. Horwitz, A. Isaacson, J. Pasch, B. B. Janovitz, G. Haba, L. Heiser, N. E. Naso, S. Lutz, T. Turick,

1. Mayor's Reports

None.

2. Discussion regarding Assistant Chief of Police position.

Mr. Berns opened the meeting and asked for an update on the Assistant Police Chief position.

Chief Haba stated that the job has been posted internally and he has three candidates that are interested in the position.

Mr. Berns also asked for an update on the Lateral Transfer process.

Chief Haba stated that the Civil Service Commission has conducted interviews and stated that the next step will be for the Mayor to conduct his interviews.

3. Discussion regarding the installation of Tornado Sirens in the City of Beachwood, Ohio.

The next item was introduced and the discussion was turned over to Assistant Fire Chief Lutz.

Assistant Chief Lutz discussed a memorandum that was sent to the Committee in advance of tonight's meeting.

This memorandum discussed three quotes that he obtained for Tornado Sirens for the City.

This memorandum and quotes are attached hereto for the official record.

Mr. Berns asked if any neighboring communities had Tornado Sirens.

Assistant Chief Lutz provided the names of several surrounding communities that have these Tornado Sirens.

Mr. Linick asked if City's do routing testing on the operation of the siren.

Assistant Chief Lutz replied that it is recommended to test them once a week.

Mr. Berns stated that he and the Mayor have heard from several members of the community who have expressed concern that Beachwood does not have a tornado warning system. Chief Haba stated that he would also like have a Tornado Siren.

Mr. Berns asked if there were any other questions or comments and there were none.

Mr. Berns stated that this discussion could be continued during the upcoming budget discussions.

Mr. Berns thanked Assistant Chief Lutz for the information and moved on to the next item for discussion.

4. Discussion regarding Fire Engine Replacement.

Mr. Berns started the discussion on the fire truck replacement.

Mr. Berns stated that the truck was purchased in 1998 and is in need of replacement. Mr. Berns then turned the discussion over to Assistant Chief Lutz.

Assistant Chief Lutz stated that the fire truck needs to be replaced and could take up to one year to order and deliver the new engine.

Assistant Chief Lutz stated that the ladder on the truck does not currently pass testing.

Assistant Chief Lutz stated that the truck could cost in the range of \$750,000.00 to \$800,000.00 for replacement.

Mr. Linick asked if there was any other option other than purchasing a brand new fire truck.

Assistant Chief Lutz stated that he was unsure but could look into it.

Mayor Horwitz asked about refurbishing.

Assistant Chief Lutz replied that the short answer is yes but the costs for refurbishing can be more than a replacement.

Ms. Turick asked if the Fire Department has a replacement schedule.

Assistant Chief Lutz stated that he could get a schedule sent out to the administration and Council.

Mr. Berns stated that he would like to see a replacement schedule implemented.

Mr. Berns stated that further discussion was needed on this item. He stated that further discussions could be had during the upcoming budget discussions.

Mr. Berns asked if there were any further questions, there were none.

5. Discussion regarding Fire Department Operations.

Mr. Berns introduced the next item for discussion.

Assistant Chief Lutz gave background on the current operations of the Fire Department.

Mr. Berns stated that Council and the Fire Department are looking into solutions to solve issues with over time in the Fire Department.

Mr. Berns stated that one of the solutions discussed was implementation of a two man rescue squad with a chase vehicle.

Mr. Berns stated that in order to implement this change, the Fire Department would need to purchase vehicles similar to the vehicles used by the Police Department.

Mr. Berns also stated that he had spoken with the Finance Director and was advised that purchasing vehicles and implementing this program would be more efficient than continuing to pay over time.

Mayor Horwitz stated that this type of operation has been adopted successfully in other cities.

Mr. Berns stated that this discussion could also be discussed during the upcoming budget discussions.

Mr. Berns asked if there were any further questions and there were none.

6. Executive Session for the purpose of discussing Camera Installation at Beachwood Place Mall.

Moved by J. Berns, seconded by E. Synenberg, at 6:35 P.M. to enter into Executive Session for the purpose of discussing camera installation at Beachwood Place Mall.

ROLL CALL:	Yes:	J. Berns, B. Linick, E. Synenberg
	Abstain:	None.
	No:	None.
	Not Voting:	None.
		MOTION ADOPTED

Back on the record @ 6:53 P.M.

Moved by J. Berns, seconded by E. Synenberg, at 6:54 P.M. to adjourn the Executive Session.

ROLL CALL:	Yes:	J. Berns, B. Linick, E. Synenberg
	Abstain:	None.
	No:	None.
	Not Voting:	None.
		MOTION ADOPTED

7. Any other matters coming before the Safety and Public Health Committee.

None.

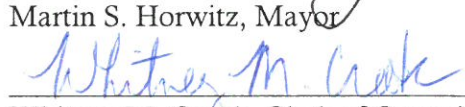
ADJOURNMENT

Moved by J. Berns, seconded by E. Synenberg at 6:55 P.M. to adjourn the Safety and Public Health Meeting.

ROLL CALL:	Yes:	J. Berns, B. Linick, E. Synenberg
	Abstain:	None.
	No:	None.
	Not Voting:	None.

MOTION ADOPTED

Approved:


Martin S. Horwitz, Mayor

Whitney M. Crook, Clerk of Council

Pursuant to Ordinance Number 2017-107 Council has determined that the official Minutes of its Body, its Committees, and those of the Planning and Zoning Commission shall consist of the Audio Recording of the meetings together with a written synopsis of all agenda items and votes.

Beachwood Department of Fire-Rescue

To: Chief Kearns

CC: File

From: Shaun Lutz, Assistant Chief

Date: 7-30-2018

Re: Tornado Warning Sirens

The following are 3 quotes obtained for Tornado Sirens for the City of Beachwood. The three manufactures were found online and requests were made to have a quote submitted for the appropriate coverage of the City and it was to be a turnkey solution. Authorized dealer's submitted quotes to me which are attached. One of the authorized dealers is a local company that is already used by the city to take care of our safety forces radios (B&C communications). Fire Stations 1 and new #2 were used for locations with an alternative option of the service garage if needed for coverage purposes. Of the three quotes I feel that the Whelen product is the best fit for our application and has additional options that could be used which come standard with the system. The quotes submitted are baseline quotes that could change if additional equipment or electrical services are required at additional cost.

Submitted by,

Shaun Lutz

Shaun Lutz
Assistant Chief



8600 W. Bradley Road, Milwaukee, WI 53224
 Tel: (800) 243-2911
 Tel: +1 414 358-8000
 Fax: +1 414 358-8008
 Web: www.americansignal.com

Sales Person: Chris V. Jones
 Quote #: BUDGETARY
 Date: 8/6/2018

Project: Beachwood Ohio Fire Dept - BUDGETARY
 Company: Beachwood, Ohio
 Address: 2655 Richmond Road
 City, State, ZIP: Cleveland, Oh 44122
 Country: USA
 Contact Name: Shaun Lutz
 Title: Assistant Chief
 E-Mail: Shaun.Lutz@beachwoodohio.com
 Telephone: 216-292-1986
 Mobile: 330-472-5696
 Other:

Item	Qty.	Model	American Signal Equipment	Unit	Extended Price
T-128 AC/DC with Battery back up					
1	2	T-128-DC	Rotating Siren 129.5dB 48V DC Siren	\$ 14,605.71	\$ 14,605.71
2	2	TEMPEST™ AC/DC	AC/DC Motor Control 128 - UL Listed NEMA 4X Aluminum Powder Coated Gray	Included	Included
3	2	RTU--DC Door Mt.	RTU, Universal Controller, Panel Mount DC Tempest-MC's	Included	Included
4	2	SENSOR - Current	Current Sensor, Tempest-Series	Included	Included
5	2	KIT-TTS	Two Tone Sequential, Format Card	Included	Included
6	2	RK-V	TK7180K-30 Watt Kenwood Radio VHF 150-170Mhz, Handheld radio to be provided by fire dept	Included	Included
7	2	KIT-KCT-19	Kenwood Radio Interface, UHF/VHF MHz	Included	Included
8	2	KIT-OMNI-ANT-7	Antenna, VHF, 35' coax Omni-Directional	Included	Included
9	2	KIT-ARR-2	Lightning Arrestor, VHF, PL-259	Included	Included
10	2	BATT-1 M	Battery, 12V, Group 24 - Set of (4) for TEMPEST™ 48Vdc DC Controls for T-128	Included	Included
11	2	PM-4	Pole Mount - Tempest T-128	Included	Included
Option 1 - Centralized Command And Control Software & Hardware, Budgetary					
14	1	CSC-960-FSK	Central Station Controller-960, FSK Format includes 10 programmable push buttons	\$ 4,576.75	\$ 4,576.71
15	1	RK-V	TK7180K-30 Watt Kenwood Radio VHF 150-170Mhz	Included in Option 1	Included in Option 1
16	1	KIT-KCT-19	Kenwood Radio Interface, UHF/VHF MHz	Included in Option 1	Included in Option 1
17	1	KIT-ARR-2	Lightning Arrestor, VHF, PL-259	Included in Option 1	Included in Option 1
18	1	KIT-OMNI-ANT-7	Antenna, VHF, 100' coax Omni-Directional	Included in Option 1	Included in Option 1
Option 2 - NOAA AutoActivation, 2 Way Reporting and Mass Notification Platform, Budgetary					
19	1	NEXGen	CompuLert™ NEXGen Command and Control Server software with Google Chrome client. Requires Ubuntu 14.04 LTS Server operating system, and Google Chrome for the Client	\$ 10,000.00	\$ 10,000.00
20	1	Server	Tower Server-Includes RAID 1 data mirroring, 8Gb RAM, 21" Monitor, Keyboard, Mouse. Preloaded with Ubuntu 14.04 LTS and supporting environment for CompuLert™ NEXGen.	Included in Option 2	Included in Option 2
21			NOAA AutoActivation	Included in Option 2	Included in Option 2
Installation					
23	2	Install	Provide 55' Class II Wood Pole. Assemble Components on Pole. Auger and Set Assembly. Note: 120 VAC, 20 Amp Service, Meter (if required) and Disconnect Brought to the Pole by Others. Underground Utility Locates by Others.	\$ 7,500.00	\$ 15,000.00
Rock Clause					
26		Rock Clause	During the Augering Process should Rock or some other impenetrable Substrate be encountered and a Pier Drilling Rig or Secondary Pole Site be Required an Additional Fee May Apply	na	na
System Commissioning					
28	1	Commissioning	ASC Certified Installer to Perform Start Up and Commissioning of System. Provide One (1) Day of Operational and Maintenance Training on the System	\$ 1,000.00	\$ 1,000.00
Shipping					
31			EXW:8600 W. Bradley Road, Milwaukee Wisconsin 53224	\$	-
33			Standard ASC Warranty Applies to Order	\$	45,182.42
34			Taxes - Not Included		
35			Project Totals - US Funds	\$	45,182.42

25% Due with order = \$ 11,295.61

Domestic Payment Terms:

All prices are in USD and Equipment Accounts are 25% due at time of order. (Engineering, Mobilization & Acquisition), 75% due Net 30 days upon shipment of equipment. If project is turn key installation contract 25% Down payment with 65% Net 30 days upon shipment of equipment to customer designated location or installers site with a 10% retainage. Net 10 days upon final start up and test of system. Payments tendered by Credit Card will be subject to a 4% processing Fee.

Validity: This quotation is valid for 30 days from date of issuance.

Shipping Terms: EXW Factory, 8600 W. Bradley Road, Milwaukee Wisconsin 53224 in accordance with Incoterms® 2010.

Installation services: If installation services are provided in contract, all change orders will be authorized in writing before work is performed outside of the scope of the contract. If during installation of a system we encounter rock that cannot be removed by standard drill and pier methods, all work will stop and the customer will be notified of the situation before work resumes. Special equipment required to penetrate the rock or other site conditions as well as relocation of the site/pole will continue on a cost plus basis once authorized in writing by the customer.

These are standard ASC Terms and Conditions and are not reflective of negotiated or proposed contract language under invitations to bid or final requests for proposals. All international orders require a full wire transfer of funds to our bank in Milwaukee, WI.

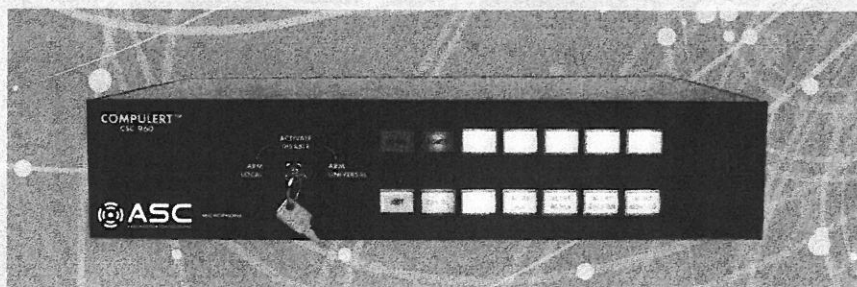
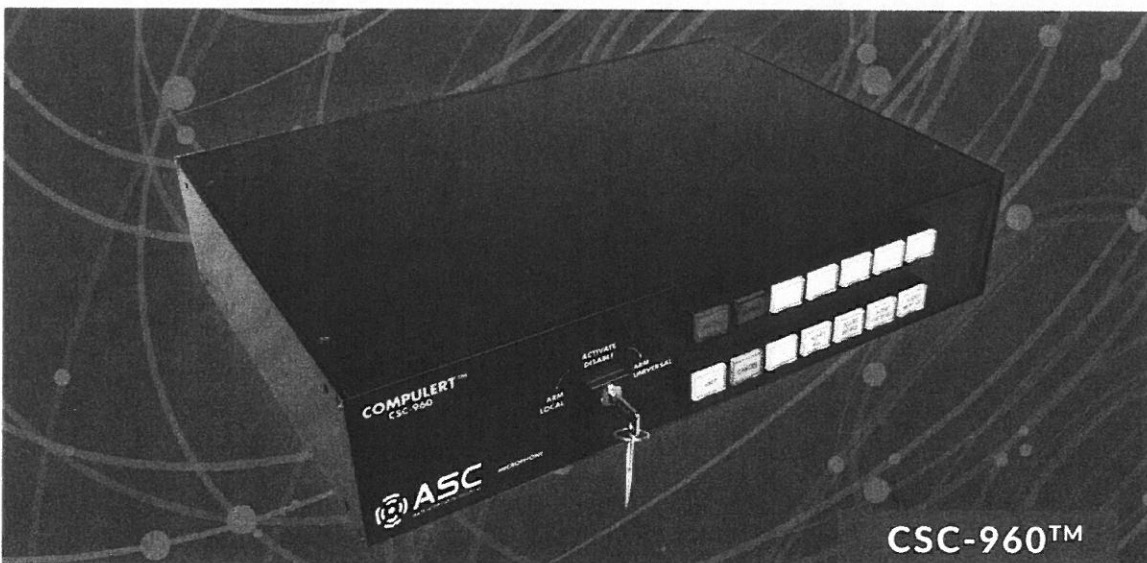
CSC-960™ | CENTRAL STATION CONTROLLER 960

The CSC-960™ is a status encoder and siren control unit, capable of activating siren sites via TTS, DTMF or FSK individually, in groups or all at once. The control unit features a key lock to secure the keypad; four LED's to indicate power, status of the RF carrier, cancel, and a spare function; and ten programmable function keys on the face of the unit. Buttons may be programmed to execute a variety of activation commands across managed sirens, HPSAs and other notification devices.

CSC-960™ units are designed for ease-of-use and simplicity of activation. Inserting and turning the key unlocks the control panel and pushing the appropriate button activates predetermined sites, with pre-programmed audible alerts. Use it as a stand-alone unit, or in multiple-controller arrangements of a 1-way or 2-way control system.

This central station controller offers critical failsafe advantages over other units. A standard battery backup remains operational for a minimum of eight hours if AC power is interrupted. The controller also provides continuous operation in the event of workstation failure. It works with American Signal Corporation's CompuLert™ NEXGen platform to leverage life-saving features such as auto activation. It can also independently activate siren systems via hardwire or radio communications if the networks are down.

The CSC-960™ remains relevant in any system, no matter if you operate a legacy product like CompuLert™ 6.0, or you run the latest CompuLert™ NEXGen operating platform. CSC-960™ can also be installed with ASC's Encrypted Communication Card to protect over the air protocols (FSK, DTMF) via 256-bit encryption. Encryption prevents attackers obtaining knowledge of the protocol or access to ASC equipment from communicating with the system. Using ASC's Encrypted Communication Card will also provide an easier migration path for customers as they move to more secure DMR and P25 capabilities, while retaining legacy hardware. CSC-960™ remains an important link to operate existing systems by extending the life and benefits of investments made with American Signal Corporation.



CSC-960™ | CENTRAL STATION CONTROLLER



LIFE-SAVING FEATURES

With the turn of a key and the push of a button, siren activation is made quick and easy. These units communicate flawlessly across any network to ensure complete control over sirens and HPSAs. Leverage CompuLert™ NEXGen to also connect with sensors, data distribution equipment and more.

- CSC-960™ units, combined by CompuLert™ NEXGen, are capable of interfacing with virtually any threat detection device, communicating life-saving information alerts to targeted populations.
- Communicates with ASC's Remote Terminal Unit (RTU), which can control and monitor voice or motor sirens, as well as interface to interior building voice and mass notification systems for emergency notification.
- Turning the key unlocks the control panel and pushing the appropriate button activates predetermined sites with pre-programmed audible alerts for instant, life-saving function.

ADVANCED TECHNICAL SPECIFICATIONS

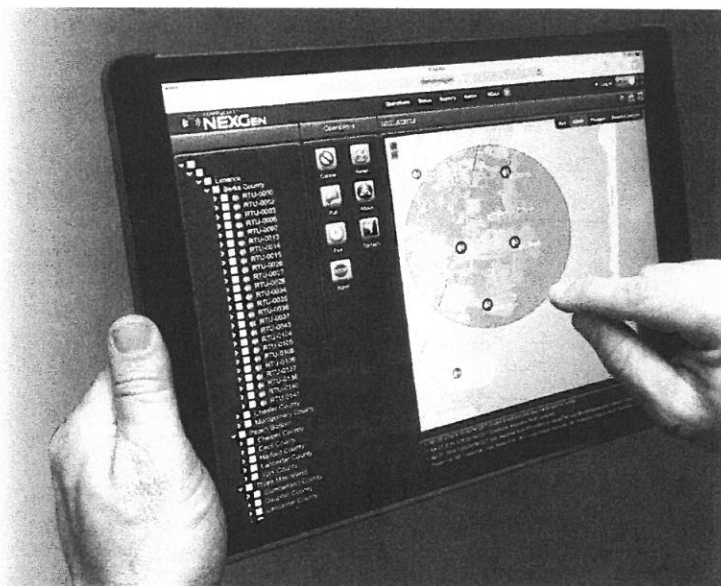
Activation and control over sirens spans your entire network, touching a full gamut of hardware to provide comprehensive integration and control. The CSC-960™ is designed to give you immediate access to your notification network at all times, with the failsafe features necessary to guarantee functionality in any event.

- Compatible with FSK, DTMF and TTS siren decoder controllers, offering full integration and functionality out of the box.
- Battery backup and nonvolatile memory enable uninterrupted operation even during unforeseen AC failures. The backup battery runs for a minimum of eight hours. If the network is down, the unit can still activate sirens via hardwire or radio communication.
- Ten function keys may be programmed to execute a variety of activation commands across managed sirens and HPSAs.

EASE-OF-INSTALLATION

Installation and operation is simple. Plug the CSC-960™ into any 100-240 VAC, 50/60 Hz service outlet, connect your radio transmitter, power it on and push the tone-signal/siren button to activate the equipment.

- Designed for sustainability and low cost of ownership, CSC-960™ remains viable in both CompuLert™ 6.0 legacy systems and modern CompuLert™ NEXGen networks.
- Two-way operation is also configurable for one-way setups, enabling controllers to properly integrate the CSC-960™ into any environment.
- Designed with mounting in mind, it's easily installed on a desktop, in a 19" rack-mount configuration or integrated into an existing dispatch console.



**Combine With Our CompuLert™ NEXGen Software
For a Complete Control Solution**



Computer



CompuLert™ NEXGen
Control Station

VIA
Hardwire

Or Radio
(UHF/VHF)
P25



CSC 960

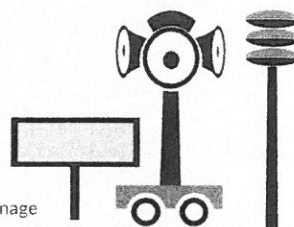
Indoor Notifications

Access Panels
Speakers & Strobes
Message Boards
Fire Alarm Panel
Voice Evacuation Systems



Outdoor Notifications

Outdoor Sirens
Mobile Sirens
Outdoor Digital Signage



iPAD



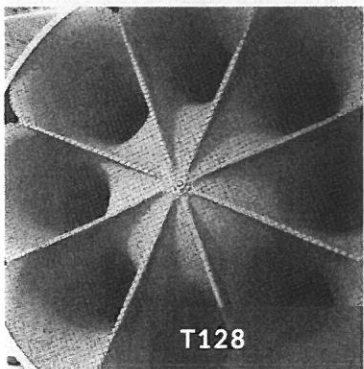
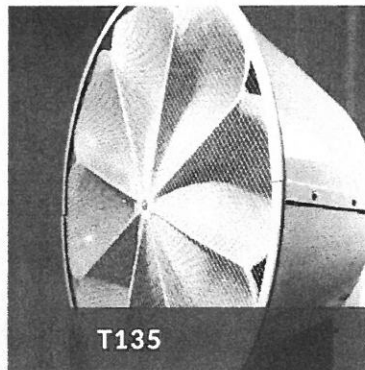
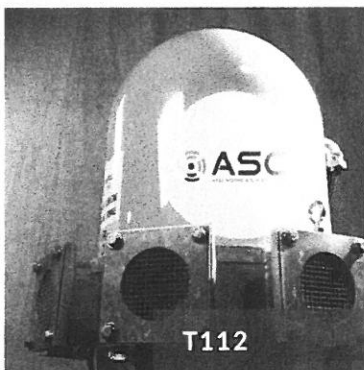
Global Manufacturer and Integrator
of Mass Notification Solutions

Tempest™ | MECHANICAL SIREN SERIES

ASC's many years of experience in the warning system industry since 1942 has culminated with the advent of the Tempest™ line of the most reliable and coverage effective mechanical sirens on the market to date.

The Tempest™ series of emergency alerting products are used for notification of the public or employees during severe weather situations, hazardous material incidents, wild fires, and other disaster scenarios including military facility attack, terrorism incidents and other amber alerts.

In conjunction with the FEMA, and the National Weather Service's Emergency Alerting System to notify people indoors, the Tempest™ Siren Series is used to notify people outdoors of impending danger.



Tempest™

MECHANICAL SIREN SERIES



AMERICAN MADE

ASC's Tempest™ line of mechanical sirens provide high availability during the most critical times. Tempest™ sirens are "Made in the U.S.A" at our factory in Milwaukee, WI where each unit is assembled and fully tested.

LOWEST TOTAL COST-OWNERSHIP

Designed for the lowest total cost of ownership, Tempest™ sirens utilize 48VDC motors with factory-sealed bearings that increase reliability and improve efficiency. Composite materials are used to reduce or eliminate the damaging effects of a harsh operating environment. Stainless steel hardware is standard on all Tempest™ series sirens. Built to outperform and outlast the competition, Tempest™ sirens provide unparalleled reliability and durability.

...the most reliable and coverage effective mechanical sirens on the market to date.



NEXGEN INTEGRATION

Tempest™ sirens can be connected to your personal computer and monitored from anywhere with the addition of one of our CompuLert™ graphic user interface options. Our expert team can custom create an Early Warning or Mass Notification System to suit your specific needs and maximize life saving potential. CompuLert™ NEXGen Features including:

- NOAA Activation
- IPAWS Compatible
- CAP Compliant
- Auto-Activation
- Coverage Area
- Dynamic Mapping
- Polygon device selection and activation

SYSTEM SPECIFICATIONS:

Depending on your application, Tempest™ sirens come in the following power configurations:

- AC only operation – Only alternating current is supplied to the control systems.
- DC only operation – Only direct current is supplied to the control systems.
- AC primary with DC backup operation – Alternating current is supplied and direct current is supplied when AC is unavailable.

For units with direct current supplies battery bank charging can be accomplished either by AC current, Solar current, or both. Ask about our GREEN Power configurations that provide solar primary charging and only revert to grid power if necessary.

STANDARD 3 SIGNAL FORMAT

Alert

Steady Tone, 3 minutes

Attack

Wailing Tone, 6 sec. Hi / 6 sec. Low, 3 minutes

Fire

Wailing Tone, 16 sec. Hi / 8 sec. Low, 4 Cycles

AC Power Voltage Input (DC Control)	120/240 V AC 50/60 HZ
AC Power Voltage Input (AC Control)	208/240 / 480 V AC 50/60 HZ
AC Power Voltage Input (AC/DC Control)	208/240 / 480 V AC 50/60 HZ
Operational Voltage	48 VDC

ACOUSTICAL CHARACTERISTICS*

	T-112 Omni	T-121 Omni	T-128 Rotational	T-135 Rotational
Effective Range @ 100ft	113 dB @100ft/30m	121 dB @100ft/30m	129.9 dB @100ft/30m	133.5 dB @100ft/30m

*Acoustical Characteristics given for omni-directional configurations; will vary for other coverage options.

WEIGHT AND DIMENSIONS

	T-112	T-121	T-128	T-135
Siren Dimensions (uncrated)	39"(H) x 23"(W)	39"(H) x 50"(W)	57"(H) x 50"(W) x 51"(L)	61"(H) x 59"(W) x 53"(L)
Weight (uncrated)	176 lbs	176 lbs Siren / Horns packaged Separately	380 lbs	500 lbs

All information and specifications are subject to change without notice, and may contain typographical or other errors.



FEDERAL SIGNAL

Protecting people and our planet

Quote Number OSC071818BEA

Contact Name Shaun Lutz Email shaun.lutz@beachwoodohio.com
Account Name Beachwood FD
Bill To 2655 Richmond Rd
Beachwood, OH 44122
Phone (216) 292-1986
Date 7/18/2018
Quote Expires 11/18/2018

Quantity	Product	Description	Weight	Total Weight	Unit Price	Total Price
1.00	2001-130	Rotating Electro-mechanical Siren, 130dB(C) +/- 1 dB	485	485	\$7,920.00	\$7,920.00
1.00	2001TRBP	Transformer rectifier; 240 VAC (Nominal) to 48 VDC / 120 VAC Power Converter.	180	180	\$1,848.60	\$1,848.60
1.00	DCFCTBD	DC Siren Control, No Radio; includes standard sensor package (current, rotator, and intrusion); 120 VAC, NEMA4X aluminum, Four chargers, Two 48 VDC Contactors and NEMA3R Aluminum battery cabinet. (Requires (4) deep cycle marine batteries, sold separately)	234	234	\$5,540.40	\$5,540.40
1.00	HTR4	Four battery heaters.	0	0	\$346.50	\$346.50
1.00	OMNI-4	3dB Gain omni antenna, 152-156 MHz, VHF; 35' coax and LMR cable included.	25	25	\$361.80	\$361.80
1.00	AMB-P	Antenna pole mounting bracket	20	20	\$121.50	\$121.50
1.00	TK-I-2001ADC-Z2	Turnkey installation includes: *Mounting 508/2001-130 on new 50' class 2 wood pole *Framing of pole *All conduits, disconnect, meter base (if requested by customer) *Installation of antenna *Proper grounding *All necessary materials and labor as described in installation manual *Startup and commissioning (after AC power is brought to the pole by customer)	0	0	\$6,008.00	\$6,008.00
4.00	IK-BATT-STD	Deep Cycle Standard Capacity Battery	0	0	\$130.00	\$520.00
1.00	TK-IO-CUSTINS-OSC/SYSTOPT	System optimization per existing activation control point (this custom part number is not on Ohio State Contract).	0	0	\$365.00	\$365.00
1.00	ES-FREIGHT	Shipping and Handling	0	0	\$757.00	\$757.00

Grand Total

\$23,788.80

X2
\$ 47,577.60

Account Name Beachwood FD

Shaun Lutz

From: Jamie Musulin <jmusulin@Capitolelectronics.com>
Sent: Wednesday, July 18, 2018 2:41 PM
To: Shaun Lutz
Cc: Leslie Caulk
Subject: Federal Signal - siren quote
Attachments: Beachwood OH 2001 quote 071818.pdf

Shaun, depending on location it looks like two sirens would be required to adequately cover the entire City. One in the northern region and one in the southern region. Our quotation is based on the Ohio State Contract.

I have engaged B&C Communications to provide a quotation for the MARCS radio. Dale Kurcsak is your contact. He is working on the quote for the MARCS radio. We will work together on the project. We have done the exact same configuration at the Village of Richfield.

Let us know how we can assist you moving forward. Thank you!

<u>Dale</u>	System Solutions	<u>B&C</u>	(216) 362-8104 (216) 469-4737	<u>dkurcsak@bandccomm.com</u>
<u>Kurcsak</u>	Specialist	<u>Communications,</u>		



Jamie Musulin
Account Manager
JMusulin@CapitolElectronics.com
Phone: 724-816-3103
Fax: 317-839-2662 Evans City, PA 16033
visit our website at: www.CapitolElectronics.com



FEDERAL SIGNAL

Protecting people and our planet

Quote Number OSC071818BEA

Notes:

- 1) Quote does not include the MARCS radio or installation of the radio in the controller.
- 2) Frequency must be confirmed before purchase to insure correct antenna is ordered.

Assumptions and Notes

ALL PRICING PROVIDED ON THIS QUOTATION IS CONTAINED ON OHIO STATE CONTRACT SCHEDULE NUMBER 800537 AND MAY BE FOUND ON THE OHIO STATE WEBSITE AT: <https://procure.ohio.gov/proc/viewContractsAwards.asp?contractID=34119>

EMAIL OR FAX ORDERS TO CAPITOL ELECTRONICS FOR PROCESSING:

sales@capitolelectronics.com

F: 317-839-2662

1. Purchase order MUST be made out to: Federal Signal Corporation, Federal Warning Systems, 75 Remittance Drive, Suite 3257, Chicago, IL 60675-3251.
2. Prices are firm for 120 days from the date of quotation unless shown otherwise. Upon acceptance, prices are firm for 6 months. This quotation is expressly subject to acceptance by Buyer of all Terms stated in the attached Terms document, and any exception to or modification of such Terms shall not be binding on Seller unless expressly accepted in writing by an authorized agent or Officer of Seller. Any order submitted to Seller on the basis set forth above, in whole or in part, shall constitute an acceptance by Buyer of the Terms. Any such order shall be subject to acceptance by Seller in its discretion. If the total price for the items set forth above exceeds \$50,000 then this quotation IS ONLY VALID if countersigned below by a Regional Manager of the Safety & Security Systems Group, Federal Signal Corporation. Installation is not included unless specifically quoted as a line item above. Adverse Site Conditions, including rock, caving soil conditions, contaminated soil, poor site access availability, and other circumstances which result in more than 2 hours to install a pole, will result in a \$425.00 per hour fee, plus equipment. Trenching is additional. Power Clause, bringing power to the equipment is the responsibility of the purchaser. Permit Clause, any special permits, licenses or fees will be additional. See attached Terms sheet.
3. Upon receipt of your order and acceptance by Federal Signal Corporation, the equipment herein will be supplied at the quoted prices above. Delivery schedule cannot be established until radio information is supplied, if applicable.
4. Delivery, Terms and Services:
 - a. Delivery: 6-8 weeks A.R.O., plus installation
 - b. Freight Terms: F.O.B. Destination Freight Prepaid and Add
 - c. Terms: Equipment: Net 30 Days
 - d. Services: Net 30 Days upon completion, billed monthly

Proposed By

Manufacturer's Representative
Address
Phone
Fax
Email

Jamie Musulin
Capitol Electronics
2680 E Main Street, S-117
Plainfield, IN 46168
(724) 816-3103
(317) 839-2662
jmusulin@capitolelectronics.com

Account Name Beachwood FD



FEDERAL SIGNAL

Protecting people and our planet

Quote Number OSC071818BEA

Accepted By _____

Accepted By: _____ Date: _____

Title: _____

TERMS AND CONDITIONS OF SALE (Goods and Services) Effective 9-20-2016

1. DEFINITIONS. In these Terms and Conditions of Sale, "Seller" means Federal Signal Corporation, including any division or subsidiary of Federal Signal Corporation; "Buyer" means the person or entity that placed the order or on whose behalf the order is placed; "Goods" means the goods identified in Seller's acknowledgement of Buyer's order; "Services" means the services identified in Seller's acknowledgment of Buyer's order; "Contract" means the written agreement (which shall include these Terms and Conditions) between Buyer and Seller for the supply of the Goods and/or provision of Services; and "Contract Price" means the price payable to Seller by Buyer for the Goods and/or Services.

2. ORDERS; CONTRACT. All orders must be in writing. Buyer understands and agrees that any order, upon Acceptance by Seller, shall be subject to these Terms and Conditions of Sale. Seller objects to and shall not be bound by any additional or different terms, whether printed or otherwise, in Buyer's order or in any other communication from Buyer to Seller, or any trade usage or course of dealing between Buyer and Seller, unless expressly agreed to in writing by Seller in Seller's acknowledgement of Buyer's order. If the details of the Goods or Services described in Seller's quotation differ from those set out in Seller's acknowledgment, the latter shall apply. Seller reserves the right to make minor modifications and/or improvements to the Goods before delivery provided that the performance of the Goods is not adversely affected and that neither the Contract Price nor the delivery date is affected.

3. EFFECTIVE DATE; CANCELLATION. The Contract shall become effective only upon the date of acceptance of Buyer's order by Seller's written acknowledgement or upon Seller's commencement of performance, whichever is first ("Acceptance"). Buyer may not cancel or change an order after Acceptance by Seller without the written consent of Seller. Notwithstanding the foregoing, Seller may, in its sole discretion, agree to a written request from Buyer for cancellation of an open order under the following conditions: Seller shall be subject to cancellation charges equal to the greater of (i) 110% of the cost of work completed and/or custom materials purchased at the time the request is delivered, or (ii) a percentage of the canceled portion of the Contract calculated as follows:

10% - if cancelled more than 2 weeks from the Effective Date;

20% - if cancelled more than 4 weeks from the Effective Date;

40% - if cancelled more than 6 weeks from the Effective Date;

80% - if cancelled more than 8 weeks from the Effective Date.

4. PRICE AND PAYMENT TERMS. Unless previously withdrawn, Seller's quotation is open for acceptance within the period stated therein or, when no period is so stated, within thirty days after its date of issuance to Buyer. Prices are subject to increase by Seller based on Seller's prices in effect at the time of shipment in all instances where the specified shipment date is more than 30 days from the date of the order from Buyer. Unless otherwise specified in the Contract or Seller's applicable price list, prices are FOB Seller's point of shipment, and the terms of payment are NET 30 days from the date of invoice. Amounts not paid when due shall bear interest for each day after the due date calculated at the annual rate of 18% or the highest rate permitted by law, whichever is less. Freight, packing and handling will be charged at Seller's standard rates, which are available upon request by Buyer. If the Contract is for more than one unit of Goods, the Goods may be shipped in a single lot or in several lots at the discretion of Seller. In such event, each such shipment shall be paid separately and Buyer shall be responsible for all transportation charges. Seller may require full or partial payment or payment guarantee in advance of shipment whenever, in its opinion, the financial condition of Buyer so warrants. Payment by credit card may be subject to a service charge.

5. TITLE; RISK OF LOSS. Title to, ownership of, and risk of loss or damage to the Goods shall pass to the Buyer, and Buyer shall be responsible for insurance of the Goods, upon delivery of the Goods to the carrier. Alternatively, if it is expressly stated in the Contract that Seller is to procure insurance for the Goods after delivery to the carrier, such insurance will be charged at the carrier's standard rates. "FOB" and any other delivery term used in the Contract shall be defined in accordance with the latest version of Incoterms. Buyer shall have sole responsibility for processing and collection of any claim of loss against the carrier.

6. TAXES. Prices do not include taxes. Buyer shall pay Seller, in addition to the price of the goods, any applicable excise, sales, use or other tax (however designated) imposed upon the sale, production, delivery or use of the Goods or Services ordered to the extent required or not forbidden by law to be collected by Seller from Buyer, whether or not so collected at the time of the sale, unless valid exemption certificates acceptable to the taxing authorities are furnished to Seller before the date of invoice.

7. DELIVERY; FORCE MAJEURE. Unless otherwise stated in Seller's quotation, all periods stated for delivery or completion run from the Effective Date and are to be treated as estimates only and are not guaranteed. If Seller is delayed in or prevented from performing any of its obligations under the Contract due to the acts or omissions of Buyer or its agents, the delivery/completion period and the Contract Price shall both be adjusted as necessary. If delivery is delayed due to any act or omission of Buyer, or if having been notified that the Goods are ready for shipment, Buyer fails to take delivery or provide adequate shipping instructions, Seller shall be entitled to place the Goods into storage at Buyer's expense. Upon placing the Goods into storage, delivery shall be deemed to be complete, risk in the Goods shall pass to Buyer and Buyer shall pay Seller accordingly. The Contract (other than Buyer's obligation to pay all sums due to Seller in accordance with the Contract) shall be suspended, without liability, in the event and to the extent that its performance is prevented or delayed due to any circumstance beyond the reasonable control of the party affected, including but not limited to: Act of God, war, armed conflict or terrorist attack, riot, fire, explosion, accident, flood, sabotage; governmental decisions or actions (including but not limited to prohibition of exports or re-exports or the

Account Name Beachwood FD



FEDERAL SIGNAL

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Quote Number OSC071818BEA

failure to grant or the revocation of applicable export licenses), or labor trouble, strike, lockout or injunction. Seller shall have no obligation to deliver any hardware, software, services or technology unless and until it has received any necessary licenses or authorizations or has qualified for general licenses or license exceptions under applicable import, export control and sanctions laws, regulations, orders and requirements, as they may be amended from time to time (including without limitation those of the United States, the European Union and the jurisdiction in which Seller is established or from which the items are supplied). If for any reason any such licenses, authorizations or approvals are denied or revoked, or if there is a change in any such applicable laws, regulations, orders or requirements that would prohibit Seller from fulfilling the Contract, or would in the reasonable judgment of Seller otherwise expose Seller to a risk of liability under applicable laws, regulations, orders or requirements, Seller shall be relieved without liability of all obligations under the Contract. If either party is delayed or prevented from performance of its obligations by reason of this clause for more than 180 consecutive calendar days, either party may terminate the then unperformed portion of the Contract by notice in writing given to the other party, without liability provided that Buyer shall be obliged to pay the reasonable cost and expense of any work in progress and to pay for all Goods delivered and Services performed as at the date of termination. Seller may deliver by installments, and each delivery shall constitute a separate Contract. Failure by Seller to deliver any one or more of the installments in accordance with their terms shall not entitle Buyer to terminate the whole Contract or treat it as repudiated.

8. INSPECTION. Buyer shall inspect the goods immediately upon the receipt thereof. All claims for shortfalls in quantity or for incorrect delivery or for any alleged defect in Seller's performance under this Contract, capable of discovery upon reasonable inspection, must be fully set forth in writing and received by Seller within five days of Buyer's receipt of the Goods. Failure to make any such claim within said period shall constitute a waiver of such claim and an irrevocable acceptance of the Goods by Buyer.

9. DEDUCTIONS AND RETURNS. Buyer must contact the factory before returning any merchandise. Goods in new, unused and undamaged condition that are resalable as new products without modification or repackaging may be returned to Seller for credit only upon the Seller's prior written consent (such consent to be in the sole discretion of Seller) and upon terms specified by Seller, including prevailing restocking, freight, and handling charges. A Return Material Authorization (RMA) must be obtained before returning merchandise for credit. All returns are subject to inspection of merchandise and any defects in the units will be charged back to the Buyer at the cost of parts and labor. Credit deductions will not be honored unless covered by an RMA. Buyer assumes all risk of loss for such returned goods until actual receipt thereof by Seller. Agents of Seller are not authorized to accept returned goods or to grant allowances or adjustments with respect to Buyer's account.

10. LIMITED WARRANTY.

NOTICE: IF ANY GOODS, INCLUDING ANY COMPONENT PART OF ANY GOODS, OR SERVICES SOLD BY SELLER ARE ACCOMPANIED BY A SEPARATE MANUFACTURER'S WARRANTY COVERING SUCH GOODS OR SERVICES, THE TERMS OF SUCH WARRANTY, INCLUDING ALL LIMITATIONS OF SUCH WARRANTY, SHALL GOVERN THOSE GOODS OR SERVICES, AND ANY WARRANTY OF SELLER OTHERWISE APPLICABLE TO SUCH GOODS OR SERVICES SHALL NOT APPLY.

A. Goods. Subject to the forgoing, Seller's limited warranty for any new Goods which are the subject of any Seller's acknowledgement of Buyer's order may be found at www.fedsig.com/SSG-Warranty, or may be obtained by writing to Federal Signal Corporation, 2645 Federal Signal Drive, University Park, IL 60484; by email to info@federalsignal.com; or by calling 708/534-3400.

B. Services. Seller warrants that Services provided by Seller will be performed with all reasonable skill, care and diligence and in accordance with standard industry practice. Seller will correct defects in Services provided by Seller and reported to Seller within ninety days after completion of such Services. Services corrected in accordance with this Section shall be subject to the foregoing warranty for an additional ninety days from the date of completion of correction of such Services.

11. REMEDIES AND LIMITATIONS OF LIABILITY. The remedies contained the preceding paragraph constitute the sole recourse against Seller for breach of any of Seller's obligations under the Contract, whether of warranty or otherwise. **In no event shall Seller be liable for consequential damages nor shall Seller's liability on any claim for any direct, incidental, consequential or special damages arising out of or connected with the Contract or the manufacture, sale, delivery or use of the Goods or Services exceed the purchase price of the Goods or Services.** The term "consequential damages" shall include, but not be limited to, loss of anticipated profits, business interruption, loss of use, revenue, reputation and data, costs incurred, including without limitation, for capital, fuel, power and loss or damage to property or equipment. It is expressly understood that any technical advice furnished by Seller with respect to the use of the Goods is given without charge, and Seller assumes no obligation or liability for the advice given, or results obtained, all such advice being given and accepted at Buyer's risk.

12. LIMITED INDEMNITY AGAINST INFRINGEMENT. Seller shall, at its own expense, defend any litigation resulting from sale of the Goods to the extent that such litigation alleges that the Goods or any part thereof infringes any United States patent, copyright, or trademark, provided that such claim does not arise from the use of the Goods in combination with equipment or devices not made by Seller or from modification of the Goods, and further provided that Buyer notifies Seller immediately upon its obtaining notice of such impending claim and cooperates fully with Seller in preparing a defense. If Buyer provides to Seller the authority, assistance, and information Seller needs to defend or settle such claim, Seller shall pay any final award of damages in such suit and any expense Buyer incurs at Seller's written request, but Seller shall not be liable for a settlement made without its prior written consent. If the Goods are held to be infringing and the use thereof is enjoined, Seller shall, at its option, either (i) procure for the Buyer the right to use the Goods, (ii) replace the Goods with others which do not constitute infringement, or (iii) remove the infringing Goods and refund the payment(s) made therefor by Buyer. The foregoing states the Buyer's sole remedy for, and Seller's entire liability and responsibility for, infringement of any patent, trademark, or copyright relating to the Goods provided hereunder. **THIS LIMITED INDEMNITY IS IN LIEU OF ANY OTHER STATUTORY OR IMPLIED WARRANTY AGAINST INFRINGEMENT.**

13. INTELLECTUAL PROPERTY RIGHTS. All drawings, data, designs, tooling, equipment, procedures, engineering changes, inventions, trade secrets, copyrights, mask works, source code, object code, patents, patent applications, know-how, computer and/or product software and all parts thereof, trademarks and all other information, technical or otherwise which was developed, made or supplied by or for Seller in the production of any Goods or Services sold hereunder will be and remain the sole property of Seller (or its licensors, if any). Buyer agrees not to

Account Name Beachwood FD



FEDERAL SIGNAL

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Quote Number OSC071818BEA

reverse engineer any Goods purchased hereunder.

14. EXPORT REGULATIONS. Buyer agrees to comply fully with all laws and regulations concerning the export of Goods from the United States.

15. INSTALLATION. In those circumstances where Seller has agreed to install Goods for Buyer, the following provisions shall control:

A. Responsibility. Installation shall be by Buyer unless otherwise specifically agreed to in writing by Seller.

B. Receiving Product and Staging Location. Buyer is responsible to receive, store and protect all Goods intended for installation purposes, including, but not exclusively, siren equipment, poles, batteries, and installation materials. Materials received in cardboard containers must be protected from all forms of precipitation. Additionally, Buyer is to provide a staging area of an appropriate size for installation contractors to work from and to store equipment overnight.

C. Installation Methods & Materials. Installation is based on methods and specifications intended to meet applicable safety and installation codes and regulations. Design changes required by Buyer may result in additional charges.

D. Radio Frequency Interference. Seller is not responsible for RF transmission and reception affected by system interference beyond its control.

E. Installation Site Approval. Buyer must provide signed documentation to Seller, such as the "WARNING SITE SURVEY FORM" or a document with the equivalent information, that Seller is authorized to commence installation at the site designated by Buyer before Seller will commence installation. Once installation has started at an approved site, Buyer is responsible for all additional costs incurred by Seller for redeployment of resources if the work is stopped by Buyer or its agents, property owners, or as the result of any governmental authority or court order, or if it is determined that installation is not possible at the intended location, or the site is changed for any reason by the Buyer.

F. AC Power Hookup. Buyer is responsible to coordinate and pay for all costs to bring proper AC power to the electrical service disconnect installed adjacent to the controller cabinet, unless these services are quoted by Seller.

G. Permits & Easements. Seller will obtain and pay for electrical and right-of-way work permits as necessary for installations. Buyer is responsible for obtaining and payment of all other required easements, permits, or other fees required for installation, unless specifically quoted.

H. Soil Conditions Clause. In the event of poor site conditions including, but not limited to rock, cave-ins, high water levels, or inability of soil to provide stable installation to meet specifications, Seller will direct installation contractors to attempt pole installation for a maximum of 2 hours. Buyer approval will be sought when pole installation exceeds 2 hours and abandoned if Seller cannot obtain approval in a timely manner.

I. Contaminated Sites. Seller is not responsible for cleanup and restoration of any installation sites or installer equipment where contaminated soil is encountered. Seller will not knowingly approve installation at any site containing contaminants. Buyer must inform Seller when known or suspected soil contaminants exist at any intended installation site.

J. Site Cleanup. Basic installation site cleanup includes installation debris removal, general site cleanup, and general leveling of affected soil within 30' of the pole. Additional site restoration quotes are available.

K. Waste Disposal. Buyer is responsible for providing disposal of all packing materials including shipping skids and containers.

L. Work Hours. All installation quotes are based on the ability to work outdoors during daylight hours and indoors from 7 AM to 7 PM Monday through Saturday. Work restrictions or limitations imposed by Buyer or its agents may result in additional charges being assessed to Buyer for services.

M. Project Reporting. Installation & Service Progress Reports will be provided on a regular basis, normally every week during active installation, unless pre-arranged otherwise by mutual agreement.

N. Safety Requirements & Compliance. Seller requires that all subcontractors and their employees follow applicable laws and regulations pertaining to all work performed, equipment utilized and personal protective gear common to electrical and construction site work performed in the installation of Seller equipment. Additional safety compliance requirements by Buyer may result in additional charges assessed to Buyer for the time and expenses required to comply with the additional requirements.

16. ASSIGNMENT AND SUBCONTRACTING. Seller may assign its rights and obligations by giving Buyer written notice thereof but without being obligated to obtain Buyer's consent prior thereto. In the event of an assignment, Seller shall be discharged of any liability pursuant to those purchase orders which have been assigned or delegated. Customer may not assign its rights nor delegate its obligations under any or all of its purchase orders unless Seller's written consent is obtained prior thereto and any such assignment or delegation without such consent shall be void.

17. DEFAULT, INSOLVENCY AND CANCELLATION. Seller shall be entitled, without prejudice to any other rights it may have, to cancel the Contract immediately, in whole or in part, by notice in writing to Buyer, if (a) Buyer is in default of any of its obligations under the Contract and fails, within 20 (twenty) days of the date of Seller's notification in writing of the existence of the default, either to rectify such default if it is reasonably capable of being rectified within such period or, if the default is not reasonably capable of being rectified within such period, to take and diligently continue action to remedy the default or (b) on the occurrence of an Insolvency Event in relation to Buyer. "Insolvency Event" in relation to Buyer means any of the following: (i) a meeting of creditors of Buyer being held or an arrangement or composition with or for the benefit of its creditors being proposed by or in relation to Buyer; (ii) a receiver, administrator or similar person taking possession of or being appointed over or any distress, execution or other process being levied or enforced (and not being discharged within seven days) on the whole or a material part of the assets of Buyer; (iii) Buyer ceasing to carry on business or being unable to pay its debts; (iv) Buyer or its equity holders or the holder of a qualifying floating charge giving notice of their intention to appoint, or making an application to the court for the appointment of, an administrator; (v) a petition being presented (and not being discharged within 30 days) or a resolution being passed or an order being made for the administration or the winding-up, bankruptcy or dissolution of Buyer; or (vi) the happening in relation to Buyer of an event analogous to any of the above in any jurisdiction in which it is incorporated or resident or in which it carries on business or has assets. Seller shall be entitled to recover from Buyer or Buyer's representative all costs and damages incurred by Seller as a result of such default or cancellation, including all costs of collection and a reasonable allowance for overheads and profit (including but not limited to loss of

Account Name Beachwood FD



FEDERAL SIGNAL

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Quote Number OSC071818BEA

prospective profits and overheads).

18. SEVERABILITY. If any term, clause or provision contained in the sales contract is declared or held invalid by a court of competent jurisdiction, such declaration or holding shall not affect the validity of any other term, clause or provision herein contained.

19. NO WAIVER. No waiver by either party with respect to any breach or default or of any right or remedy and no course of dealing or performance, shall be deemed to constitute a continuing waiver of any other breach or default or of any other right or remedy, unless such waiver be expressed in writing and signed by the party to be bound.

20. NOTICES. All notices and claims in connection with the Contract must be in writing.

21. INTEGRATION. These terms and conditions supersede all other communications, negotiations and prior oral or written statements regarding the subject matter of these terms and conditions.

22. GOVERNING LAW AND LIMITATIONS. The formation and performance of the sales contract shall be governed by the laws of the State of Illinois. Venue for any proceeding initiated as the result of any dispute between the parties that arises under this Agreement shall be either the state or federal courts in Cook or DuPage County, Illinois. Whenever a term defined by the Uniform Commercial Code as adopted in Illinois is used in these standard terms, the definition contained in said Uniform Commercial Code is to control. Any action by the Buyer for breach of the sales contract or any covenant or warranty contained herein must be commenced within one year after the cause of action accrued.

23. U.N. CONVENTION. Pursuant to Article 6 of the United Nations Convention on Contracts for the International Sale of Goods (the "UN Convention"), the Parties agree that the UN Convention shall not apply to this Agreement.

Account Name Beachwood FD



FEDERAL SIGNAL

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Quote Number OSC071818BEA

LIMITED WARRANTY - Schedule of Products

Federal Signal Corporation - Integrated Systems Division	
Product*	Warranty Period for Parts replacement and factory performed labor**
Mechanical Sirens	
2001-130 / 508-128 / Equinox / Eclipse8 / Model 2	5 years parts and labor from date of delivery, return to factory for service
Electronic Sirens	
MOD1004B / MOD2008B / MOD3012B / MOD4016B / MOD5020B / MOD6024B / MOD8032B / DSA2/3/4/5/6	2 years parts and labor from date of delivery, return to factory for service
Controllers	
SS2000+ FC Controllers DCFCTBD Controllers UV / UVRI / UVIC Controllers	2 years parts and labor from date of delivery, return to factory for service
Signaling Devices	
Beacons / Speakers / Sounders ECHO Intercoms Selectone Controllers Audiomaster Products	5 years parts and labor from date of delivery, return to factory for service
Miscellaneous	
IP Informers / Radio Informers Signal Tech - Beacons, Sounders, Strobes FT400BX	1 year parts and labor from date of delivery, return to factory for service
OEM Products (such as)	
PC Equipment Field Devices Security and LPR Products UPS Systems PABX Systems	Federal Signal utilizes the original manufacturer's warranty
PAGA	
PAGA	18 months from shipment or 12 months from commissioning/system field acceptance whichever is sooner covering parts and labor, return to factory for service.
Software	
Commander (SFCD-XX)	Free from defects for 12 months from date of acceptance, Software Maintenance Agreements available
*Federal Signal Offers extended warranties and software maintenance agreements - contact your Federal Signal Mfg. Rep. for further information.	
**On-site services not included	
***Domes, lenses, lamps and batteries installed on Federal Signal products are specifically excluded	
When Federal Signal has provided a turn-key installation including optimization and/or commissioning services, Federal Signal will provide on-site warranty service during the first 60-days after completion of the installation.	

Account Name Beachwood FD



Quotation

Sentry Siren, Inc.

2812 N. 9th St.

Canon City, CO 81212

T: 719-275-8691 F: 719-269-3397

mail@sentrysiren.com

Quotation #: 92431

Reference:

DATE: June 26, 2018

CUSTOMER ID:

TO: Shaun Lutz, Assistant Chief
City of Beachwood
2655 Richmond Rd.
Beachwood, OH 44122

Office: 216-292-1986

Email: shaun.lutz@beachwoodohio.com

Estimated Delivery Time	Shipment Method	PAYMENT TERMS	Valid Until
6-8 weeks ARO	LTL	Progressive Billing	7/26/18

QUANTITY	DESCRIPTION	UNIT PRICE	LINE TOTAL
2.00	14V-B AC/DC - 14HP Battery Backup Warning Siren 127dB(C)	\$ 13,650.00	\$ 27,300.00
	1PH, 230VAC, 125 amp power supply required		
2.00	Optima Red Top Batteries (set of six [6] batteries)	1,350.00	2,700.00
2.00	Generation 3 AC/DC Wireless Radio Siren Controller	2,212.44	4,424.88
2.00	Utility Pole Mounting Bracket - 14V	587.50	1,175.00
			-
			-
			-
			-
			-
			-
2.00	Installation on Class II wooden utility poles	6,500.00	13,000.00
			-
2.00	Shipping to 44122	841.30	1,682.60
			-
2.00	Factory Direct Discount	(1,200.00)	(2,400.00)
Notes:			SUBTOTAL \$ 47,882.48
			SALES TAX
			TOTAL \$ 47,882.48

Total Represents Complete and Delivered Cost unless Freight states PPA/Ex Works. Warning Siren(s) carry a 5 Year Warranty. External components such as siren motor starters, VFDs, et al. carry a 3 Year Warranty. Siren control equipment carries a 2 Year Warranty. Lifetime Tech Support also available. Installation is not included unless stated. Quotation valid for 30 days from date at the top of this form.

Quotation Prepared By:

Aaron Wolking

Signature :

Aaron Wolking

Sirens for Cities, Inc. Outdoor Warning Systems

P.O. Box 126
Jonesboro, Georgia 30237
Phone: 678-479-5711
Fax: 678-479-2499
www.sirensforcities.com

Authorized Dealer



June 27, 2018

City of Beachwood
2655 Richmond Rd.
Beachwood, OH 44122

Following, you'll find my company's proposal to supply Beachwood, Ohio with a new, State of the Art warning system. We would like to stress our ability to provide onsite assistance before, during, and after the sale. At Sirens for Cities, our corporate culture is "relationship driven". Meaning, we establish lifetime relationships with our clients. We approach every job with the intention that each client will, from that day forward, only need Sirens for Cities for their warning needs.

Since 1917, we have been proudly building continuous duty, motor driven, omni-directional sirens, known to be the highest quality available today. We continue to take great pride in their **quality, durability, and performance**. Sentry Siren, Inc. is known worldwide for the production of the **absolute best** in outdoor warning equipment. We are sure you will not find a higher quality product, as we are well known for our outstanding workmanship and unmatched customer service.

Second, the only maintenance our sirens require is the occasional testing. You will not have the large expense of maintaining sirens, finding outages, and locating non-functioning sirens. Our warning sirens are Omni-Directional (full decibel output in all directions at all times); therefore, you will not encounter the dangers of rotating sirens, i.e. Doppler Effect, signal confusion, or rotating mechanism failures.

Continued on the next page.....

Visit us at sirensforcities.com

Perhaps the key feature of the Sentry Storm Sirens is the length of time that the siren will run on batteries. As is common with tornadic storms, they frequently come in lines over a 3-5 hour period. If the first storm knocks out power, you may need to sound your system 6-7 times before power is reconnected. The Sentry sirens will run on batteries for a minimum of 30 minutes, cumulative. Keep in mind this is DOUBLE the time our competitors' sirens will operate.

Each of our sirens is custom made using parts cast from the same metal ingot which means that the components expand and contract in the heat and cold at the same rate. This ensures significantly closer tolerances and a longer operational life. When evaluated by the Nuclear Regulatory Commission for use around power plants, Sentry sirens were estimated to have a 53 year life expectancy. As recommended by FEMA, the proposed siren is omnidirectional not rotating.

Please also note our outstanding warranty. Each of the sirens features a 7 year warranty on the siren head, that's two years better than our competitors'. Our controls are warranted for 3 years and our batteries are covered by a 5 year pro-rated warranty, another industry best.

Also, each of the sirens we've suggested can provide the FEMA recommended alert level for outdoor warning to more than 1.5 - 3 square miles. We've proposed various options for your convenience and I hope to have the opportunity to explain each possibility.

Like most products, a storm siren is only as good as the service that stands behind it. Sentry has produced and maintains tens of thousands of warning sirens across the globe. I encourage you to contact some of the Cities and Towns in the attached reference packet to verify that we are as committed to service as we are to sales.

Finally, please note that upon order, the storm siren can be operational in as little as 6 weeks. I hope we have answered all of your questions; if there is anything I can do to be of further service, please do not hesitate to call.

Signed with confidence,



Ed Wise
CEO
Sirens for Cities, Inc.
P.O. Box 126
Jonesboro, Georgia 30237
678-479-5711

Continued on the next page.....

Please remember we can mix and match the items in any of the following systems to fit your needs. These are merely optional packages. The city would only be responsible for providing electrical service to the siren pole and the appropriate permits and traffic control when necessary.



All products are American Made using American Made components.

Siren System Proposal: (Battery Backed)

This Option Includes:

(2) Model 14V-B AC/DC Warning Sirens: This System Includes:

- | | |
|--|--|
| -127 dB(c), Omni-Directional Siren | -Siren Pole Mounting Brackets with Bolts |
| -Motor Contactor in NEMA 3R Enclosure | -4 Function, Wireless Siren Controllers |
| -Complete, Turn Key Installation including | -On Site Testing and Training |
| 45', Class II utility pole | -7 Year Warranty on Siren Head |
| Power Disconnect | |
| 12 Optima 34U Gel Cell Batteries | |
| Power Supplies, Rectifiers, Transformers | |

Complete, 1 Siren, Basic Warning System Installed (AC/DC Battery Backed)

Full System Total (Installed): \$49,800.00

*Installation Notes:

Excludes any wiring, or work off of the siren pole.
Price is based on all sirens being ready for installation at the same time.
If hard rock is encountered when drilling to set poles any special equipment or extra time will be billed as extra and separate.
Locations must supplied and be readily accessible for pole setting equipment.
Any required permits or inspection costs will be the responsibility of the city or county.
Adequate AC power must be supplied to the siren pole.
Costs subject to change with changes in siren quantities or models.
Cost does not include installation of power meter at siren site. Electric company shall provide and install appropriate meter should one be required.

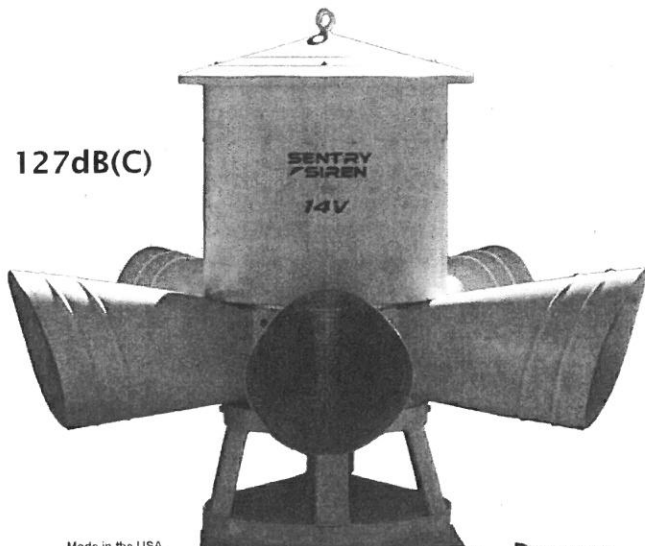
14V-B

Premium Warning Siren

The Ultimate Combination of Power,
Performance, and Price

**SENTRY
SIREN Inc.**

127dB(C)



- 100% Maintenance Free, not just the siren, the whole system!
- Non-Rotating: Forget the worries of rotating sirens, this unit has only two moving parts and does not require lubrication or any type of scheduled adjustment or maintenance.
- Compatibility: This siren will integrate seamlessly with most existing siren systems.
- 7 Year Warranty: rest assured your siren will be functional at all times and enjoy the confidence of free lifetime tech support and the best customer service in the industry.

The ground-shaking 14V-B was designed to provide the same power and performance of our two-tone siren line with a single tone / single row of projection horns. Perfect for single or multiple siren installations, this siren is FEMA and USDA grant compliant.

This 14 Horsepower brute is rated at 127dB(c) @ 100 ft. continuous*. Not just for 25% of its cycle time, like its rotating competitors, the 127 dB measurement is for 100% of its full volume run time. Plus, this 127 dB is broadcast at 600Hz. The 14V-B's mid-range frequency perfectly combines the penetrating ability and low fade rate of low frequency sirens with the sound wave reflectivity of high frequency sirens.

Perhaps the key feature of the 14V-B is the length of time that the siren will run on batteries. As is common in the United States, storms frequently come in lines over a 3 or 4 hour period.

If the first storm knocks out power, you may need a siren which can be sounded 6 or 7 times before power is restored. The Sentry model 14V-B can sound 10 full 3 minute signals using its battery reserve; that's more than twice the reserve capacity of competitive sirens.

Unmatched in the siren industry, the 14V-B creates a state of the art system, with tried and true technology, for a winning combination.

ELECTRO-MECHANICAL SIRENS

produce stronger and further reaching sound than electronic sirens while providing far better reliability.

OMNI-DIRECTIONAL DEVICES

"..present a distinct advantage.. over rotational devices," according to FEMA's warning system guide. It says "a rotational device will have an overall lower dB level when assessed across a given time period than an Omni-directional device operating at the same frequency." (4.4.5 FEMA OWS Technical Bulletin 2.0)

Further, the guide states: "Omni-directional sirens provide a greater area of coverage than do rotating or directional devices. They provide a more constant signal that improves public alerting..." (4.4.5 FEMA OWS Technical Bulletin 2.0)

14V-B

Premium Warning Siren

Performance

*This siren is rated @ 127 dB(c) at 100 ft.**

*Estimated sound radius is 5,400 ft. continuous.***

Sound pattern is Omni-Directional producing 100% volume at peak RPM 100% of the siren cycle time.

The 14V-B produces a single pitch design with one rotor producing 600 Hz.

Power Requirements

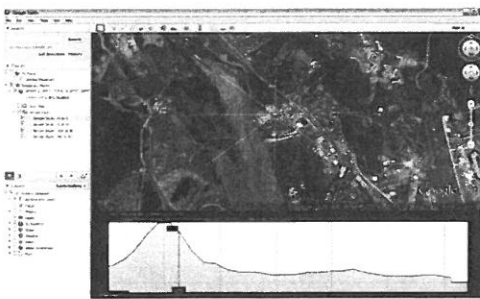
14V-B - AC/DC Battery Backup Siren:

Siren operates on AC rectified power when available then automatically switches to battery backup power when AC power fails.

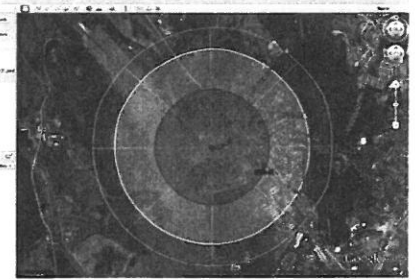
14V-B uses one (1) American Made, 14 HP, DC motor. 125 Amp, 208-240 VAC, 1 phase power required.

Separate, 30 Amp, 110 VAC circuit required for controls.

Additional Services / Accessories



Need a site design? One of our engineers will work with you step by step to determine the optimum location for your siren(s). We analyze topography and terrain, population, available infrastructure, and more to design a siren system that best suits your community's needs.



Best of all, this is done 100% free of charge, no obligation!

Siren Starters and Controllers:

Our "S" series siren motor starters and "Generation" series siren controllers make powering and activating your siren simple and easy. Call us today and let our knowledgeable staff help you select the perfect control solution for your system!



"S" series motor starter

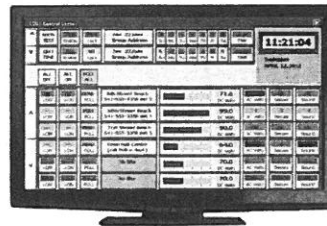
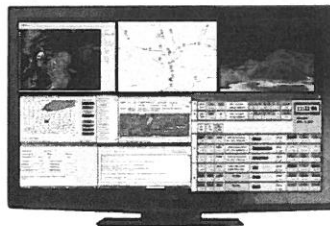


GEN-1 manual controller



GEN-3 radio controller

Be sure to ask about our full line of siren activation, weather monitoring and communication packages including "Storm Sentry", the world's first fully automatic siren activation system, "S.T.A.R.", our state-of-the-art report-back status monitoring system, and "E.P.I.C.", the world's first PC-based FEMA IPAWS interface.



* - Sentry rating based on field tests using FEMA Guidelines; assumes perfect conditions, actual coverages may vary based on multiple factors. No guarantee is expressed or implied concerning dB or SPL of sirens.

** - Based on FEMA guidelines of 9 dB drop and assumes perfect conditions, actual coverages may vary based on unforeseen factors. No guarantee is expressed or implied concerning sound coverage of sirens.

**SENTRY
SIREN** Inc.

Generation 3 Wireless Siren Controller

Wireless Siren Control, built just for you...

One Part Number = One Price
To simplify ordering, every G3 is
"top of the line", with "all the
options".

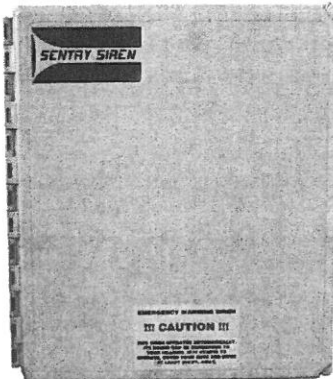
Auto-Test Functions

Every G3 includes an auto-test
function which allows for
automatic testing on a regular
schedule you set yourself.

DTMF and 2 Tone Sequential
can be combined into the same
unit. Does your Fire Department
and EMA use different codes or
frequencies? No problem. One
G3 can receive it all.

Ready for the Future

All G3 controllers are
reprogrammable; meaning if
your community upgrades its
radio system, you're covered.
Just send in the G3 and Sentry
will reprogram the unit to match
your new format, free of charge.



The third generation of siren controller
from Sentry Siren is aptly named the G3.
The product of decades of experience
and countless hours of R&D, the
Generation 3 is our flagship siren
controller.

The true downside of traditional siren
controllers was the inability to alter
functions and programming after the
unit was installed. Users were "stuck"
with the original format and timing
functions and were forced to either buy a
new controller or pay for a factory
reprogram if their radio system changed,
in even the slightest way. Our goal was
to produce one single controller that
could fit into almost any existing or new

- **Programmability:** No proprietary components or software are used in the operation of this unit. All timing functions can be programmed on site.
- **Compatibility:** This controller will integrate seamlessly with most existing siren systems.
- **Flexibility:** VHF, UHF, Low Band, 900 MHz, Narrow or Wide band, the G3 can use them all.
- **Availability:** Units are in stock and can be programmed in just a few hours for same day shipping.

siren system and work perfectly every
time, even if the radio format changed.
The result was the Generation 3 siren
controller.

Ease of use was pinnacle when designing
the timing functions of the G3. If the
user doesn't like the current on/off time
the siren performs, a few simple button
pushes will allow infinite adjustment.
There is just no need to pay for a
technician to make such simple
adjustments. The G3 comes completely
programmed from the factory, so when
the user installs the controller, it's ready
to go. Ask your salesperson for details.

Simple, Easy, Effective, Every Time...

2812 N. 9th St.
Canon City, CO 81212

www.SentrySiren.com
mail@SentrySiren.com

T: 866-427-4736
F: 719-269-3397

Sirens for Cities, Inc.
References

Woodford County
103 South Main St.
Courthouse Room 12
Versailles, KY 40383
Drew Chandler, Director EMA
859-983-2158

City of Martinsville
55 West Church St
Martinsville, VA 24112
Bobby Scott, Director EMA
276-403-5283

City of Sugar Hill
4988 West Broad St.
Sugar Hill, GA 30518
Tracy Williamson, IT/Network Admin
770-945-6716

City of Huntsville
P.O. Box 308
Huntsville, AL 35804
Jim Pockrus, EMA Operations Coordinator
256-427-5130

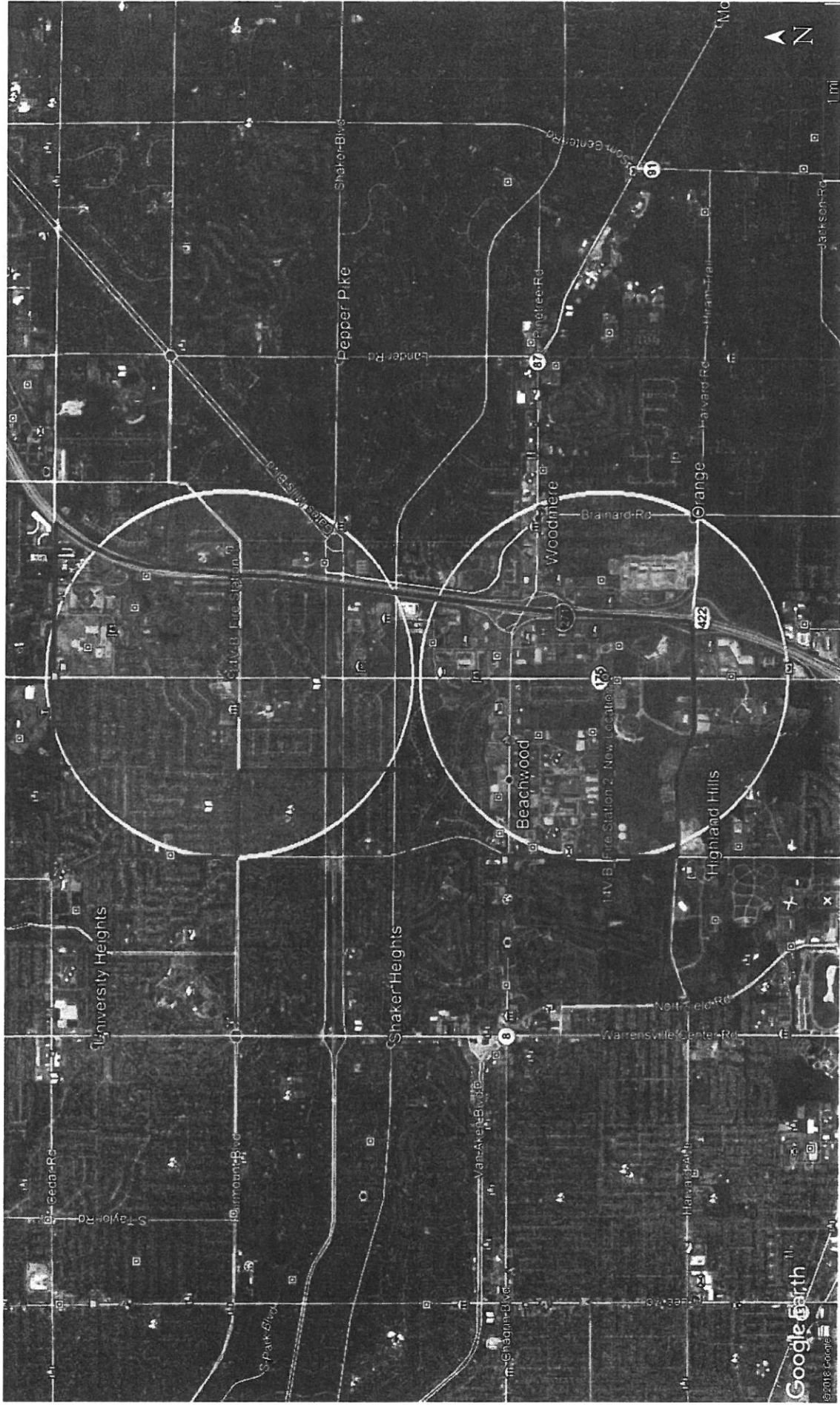
City of Coolidge
3065 S. Pine St.
Coolidge, GA 31738
Diane Causey, Mayor
229-346-3551

Caldwell County
616 West Ave.
Lenoir, NC 28645
Ken Teague, EMA Coordinator
828-757-1419

Webster County
170 Montgomery St.
Preston, GA 31824
Darrell Holbrook, EMA Director
229-317-1682

More Available on Request

Sentry Siren Coverage Study for Beachwood, OH

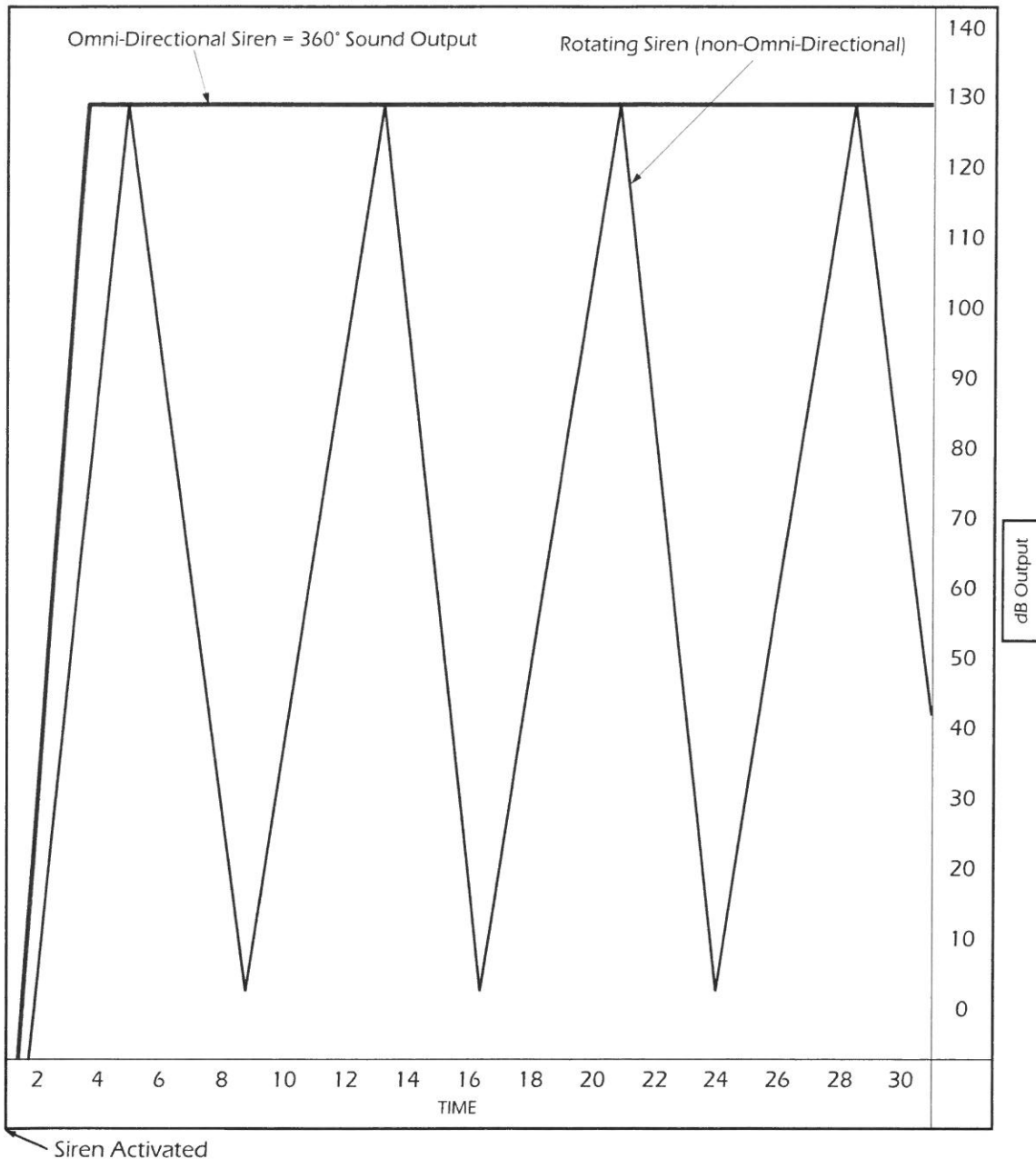


- Siren coverages are approximate and assume perfect conditions.
- Actual coverages may vary based on local terrain, conditions, foliage, structures and other unknown conditions.
- Sentry Siren makes no guarantee that coverage shown will mimic actual, real-world, coverage.
- Coverage area is based on computer generated data and FEMA Guidelines covering atmospheric attenuation.
- Data subject to license and use / reproduction is restricted.

**SENTRY
SIREN** inc.

719-275-8691
www.SentrySiren.com

Omni-Directional vs. Rotating Sirens Comparative dB Output Study

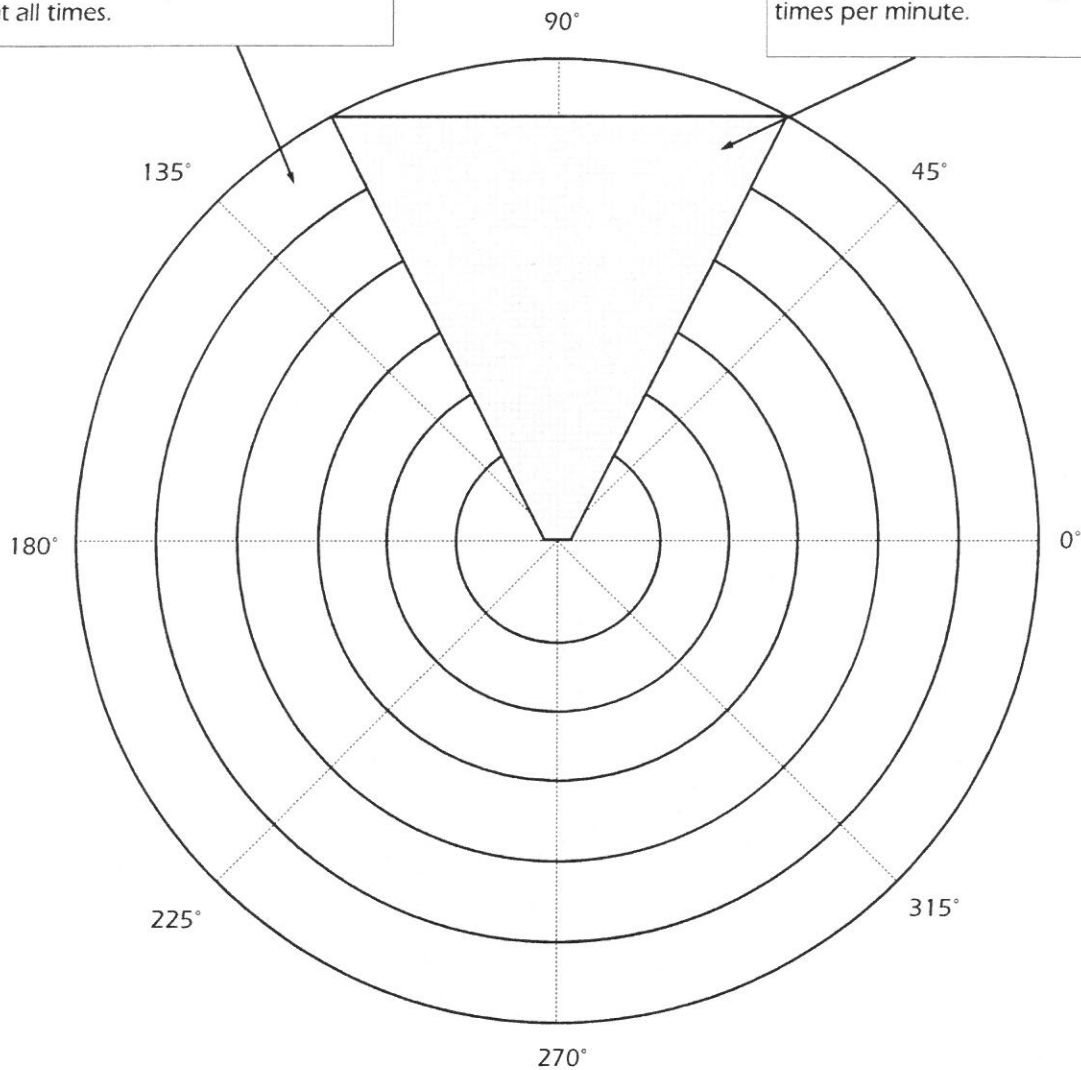


Omni-Directional siren produces continuous full dB output throughout warning period.
rotating siren varies from full output to 0 dB.

Comparative Coverage Study Omni-Directional vs. Rotating Sirens

Omni-Directional Siren:
Full Decibel output in all directions
at all times.

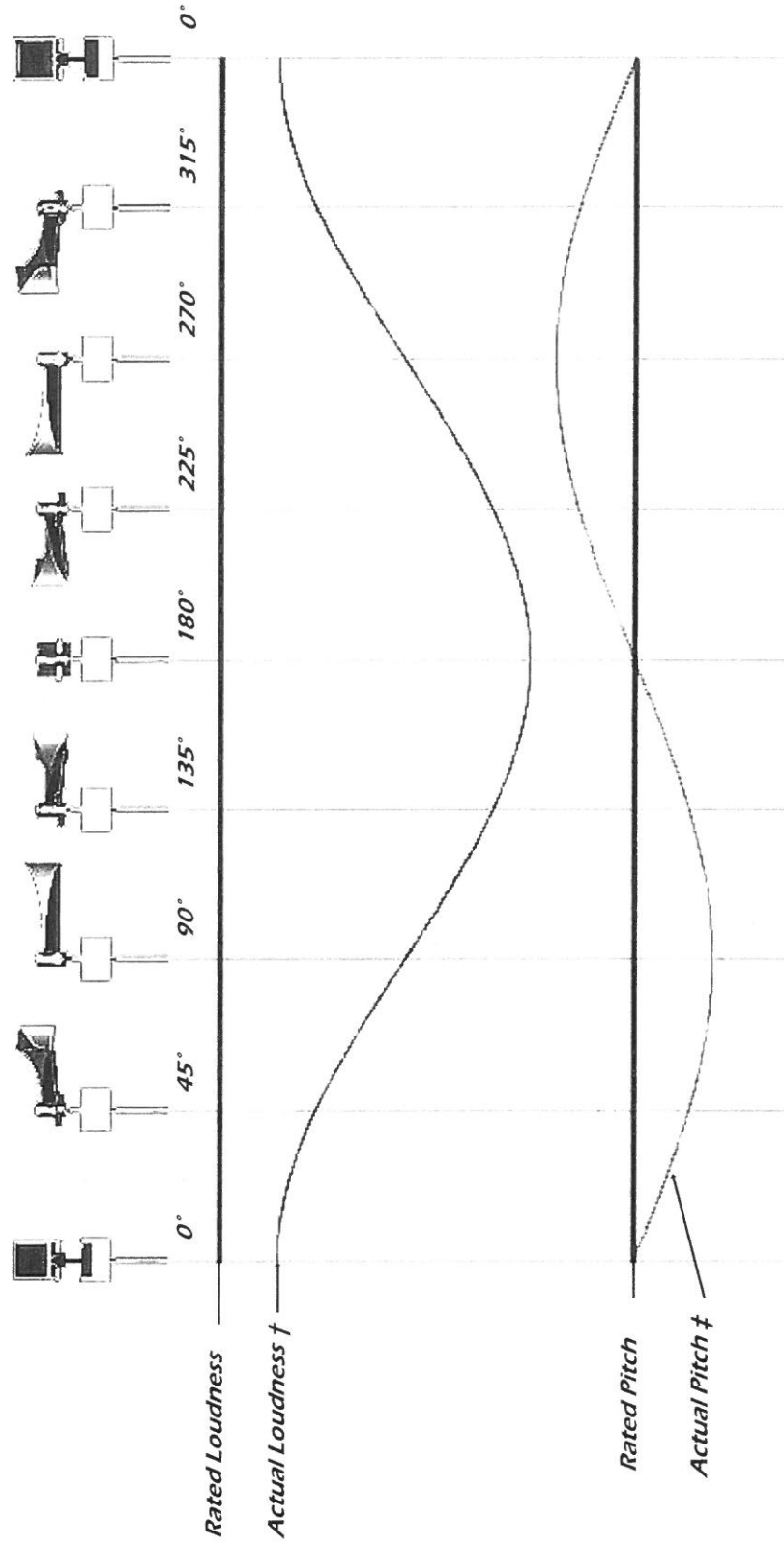
Lobe (rotating) siren rotates as
to appear from two to eight
times per minute.



Although Decibel Output rating is the same for each siren,
Omni-Directional Siren produces nearly **TEN TIMES** more sound
than the rotating model.

The Doppler Effect and Rotating Sirens

Actual † vs. Rated sound of a directional beam siren emitting a steady output tone through one 360° counter clockwise rotation cycle.



† Perceived by a theoretical listener on the ground at a distance much greater than the siren's mounted height.
 ‡ The "actual pitch" data does not represent recorded data. It is used only to illustrate a proven concept.
 Source: www.allraidsirens.com



P.O. Box 386
Cañon City, CO 81212
Tel: 719-275-8691
Fax: 719-269-3397
www.SentrySiren.com

Siren, Control, and Installation Notes and Exclusions are as follows:

1. Seller will supply the warning siren and control equipment per sales order / purchase order.
2. Seller will supply and set wooden utility poles.
3. Seller will mount all required equipment on utility pole.
4. Seller will complete termination wiring for all required equipment.
5. Seller will test and commission system once installation is completed.
6. Complete and accurate radio controller programming information shall be furnished by the Buyer or their current radio vendor.
7. If hard rock is encountered during drilling, any extra material, labor, or equipment will be the responsibility of the Buyer.
8. Obtaining any necessary permits, inspections, and the costs of such are the responsibility of the Buyer.
9. Any special metering requirements are the responsibility of the Buyer.
10. All of the Seller's work will be performed on the siren pole, all work off of the siren pole is the responsibility of the Buyer.
11. The Buyer is responsible for supplying size appropriate electrical service to the pole.
12. The Buyer is responsible for all underground line locate requests.
13. Any guy wires, anchors, or materials to secure the siren pole, besides compacted earth, are the responsibility of the Buyer.
14. The Buyer is responsible for selecting and supplying an appropriate, truck accessible, and legal location for the siren pole.
15. Any unmarked underground facilities, following appropriate and legal locate request, and damages to such facilities are the responsibility of the Buyer.
16. Any concrete or asphalt cutting or removal is the responsibility of the Buyer.
17. Seller will deliver the equipment to the Buyer's specified address. If further transportation is required from the Buyer's specified address to the installation location, that transportation is the responsibility of the Buyer.

.....

B & C Communications

5321 Commerce Parkway West

Parma, Ohio 44130

Phone 216-362-8104

Fax: 216-362-8116

800-645-9924

Proposal For: **BEACHWOOD FD**

[illegible]

Total	\$24,500.00
Labor, Installation and Test	\$23,680.00
Tax	
Subtotal	
Freight	<u>N/A</u>
Total	\$48,180.00

Date 7/10/2018

Valid Pricing: (Days) 30

Submitted By: Nichole Duplago

Shaun Lutz

From: Chris Pfaff <cpfaff@bandccomm.com>
Sent: Tuesday, July 10, 2018 2:56 PM
To: Shaun Lutz
Subject: Re:
Attachments: Beachwood Fire Department Whelen Siren Solution.xls; OA4.pdf

Hi A/C

Attached is a quote to install (2) Whelen OA4 sirens located at Beachwood Station 1 and the future home Beachwood Station 2. This solution provides for activation through via radio thru the Beachwood Fire repeater. This is a turnkey solution where the City of Beachwood just needs to supply power to the pole location. Our subcontractor, Thompson Electric, will provide, deliver and set the poles while connecting the electric to the siren controls and installing all siren components. B&C will terminate and test all other siren, radio and encoder controls. We are also looking into the options of using fiber instead of radio and using the NOAA weather alerts to initiate the siren.

Regards

Chris Pfaff
Facility Manager

B and C Communications

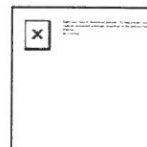
5321 Commerce Parkway West

Parma, Ohio 44130
cpfaff@bandccomm.com

www.bandccomm.com

Phone: 216-362-8104
Fax: 216-362-8116

Cell: 216-469-4723



COMMUNICATIONS

"Celebrating 50 Years of Excellence"

Visit us at our [Website](#).

 <http://www.linkedin.com/profile/view?id=129849460>

 <http://twitter.com/BCCOMMU>

On Thu, Jul 5, 2018 at 8:32 AM, Chris Pfaff <cpfaff@bandccomm.com> wrote:
Hi A/C,

I wanted to check in with you as I am waiting for my siren solution to come back from Whelen. I am waiting for confirmation of our siren choice and the alert via NOAA. As soon I as have something, I will be in touch.

Regards

Chris Pfaff
Facility Manager

B and C Communications

5321 Commerce Parkway West

Parma, Ohio 44130
cpfaff@bandccomm.com

www.bandccomm.com

Phone: 216-362-8104
Fax: 216-362-8116

Cell: 216-469-4723



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 <http://twitter.com/BCCOMMU>

WHELEN[®] OA4 Four Cell

TRUSTED TO PERFORM[™]

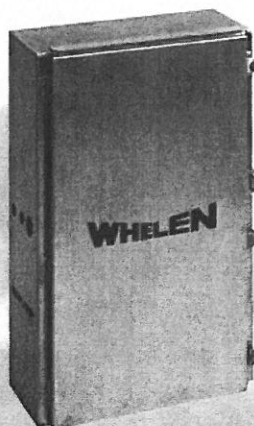
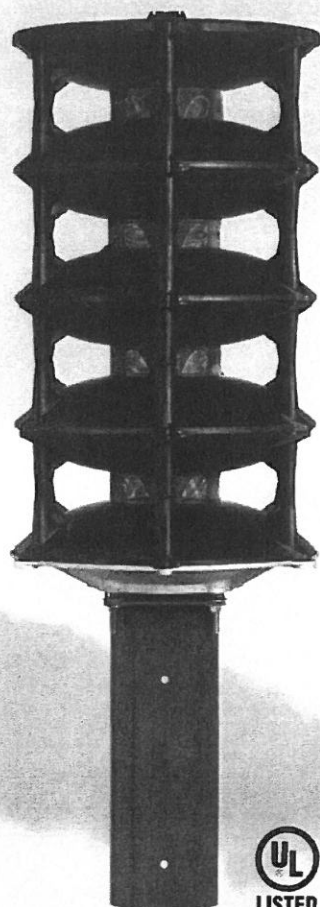
All Hazard High-Power Siren System

Whelen's OMNI-ALERT[™] Series provides an economical alternative for powerful omni-directional siren warning without compromising quality.

SYSTEM FEATURES

- OA4 - Four omni-directional speaker cells assembled in a vertical column
- Two-compartment (Type I) natural finish aluminum cabinet
- Speaker cell includes four high efficiency 400 watt EZ-PULL[™] speaker drivers
- Pole top mounting bracket included
- Battery powered. Minimum of 15 minutes of full power output with batteries of our recommendation
- AC temperature compensated 5 amp battery charger
- 50' (15.24m) cable included
- Local controls or remote controls
- Four power amplifiers
- Electronic siren controller
- Tone generator timer
- Local control push-buttons
- SI TEST[®]
 - Low battery alarm
 - Battery tray
 - Lightning arrestor
- Six standard public warning tones - Wail, Whoop, Attack, Hi-Lo, Alert, Airhorn

Optional
Solar panel
and VisuAlert[™]
360° LED warning
lights below OA4



Type I
Electronic Cabinet

SYSTEM OPTIONS

- Solar option - 2 each 80 watt panels, with brackets and solar regulator
- Batteries - 2 each Whelen approved batteries. Check Whelen's web site (www.whelen.com) for other recommended batteries
- VisuAlert[™] - Omni-Directional visual warning Model VALERT[®] for OA Series
- L31H*F4 - Top mount high dome beacon for 2900 Series, 24 VDC

SIREN ACTIVATION CONTROLS

Our VHF High and UHF siren activation control packages include the following:

- Radio
- Radio Interface
- Tone or digital Squelch
- 3-5dB Gain Omni-Directional Antenna with Bracket
- 35' (10.67m) of RG58 Antenna Cable
- Polyphaser
- SI TEST

Other features are dependant upon one or two-way controls. Whelen equipment can be interfaced with many different types of two-way radio communications products and systems. The following is offered as standard options. Contact factory for special applications.

ONE-WAY CONTROLS

- OAUXIN - Auxiliary board for contact closure activation
- OD2030LL - 10 Digit DTMF landline activation
- OD230NV - 10 Digit DTMF VHF High-Band Narrow-Band / 138-174 MHz
- OD230NU - 10 Digit DTMF UHF Narrow-Band / 450-470 MHz
- OTT - Two-tone sequential option

TWO-WAY CONTROLS

- OAUXCS - Two-way contact closure activation and status board
- OC2030LL - Two-way landline activation
- OC230NV - 10 digit DTMF VHF High-Band Narrow-Band / 138-174 MHz
- OC230NU - 10 Digit DTMF UHF Narrow-Band 450-470 MHz

OPTIONS:

- OSTATUS - Cabinet window LED Status Indicator
- OPGINT1 - Paging interface to interface Whelen tones with existing paging systems
- OINTRU - Intrusion alarm (available with two-way only)

OA4 Four Cell



Specifications

Component	Height Inches (CM)	Width Inches (CM)	Depth Inches (CM)	Weight Lbs. (kg)
OA4 Speaker	56.0 (142.24)	33.4 (84.84)	—	266 (120.65)
Electronics Cabinet Type I (Aluminum)	32.5 (82.6)	22.5 (57.2)	10.5 (26.7)	83 (37.7)
Pole Top Bracket	30.5 (77.47) (with top plate)	12.0 (30.50) x 13.5 (34.30)	See Drawing	71 (32.20)

Batteries add 90 lbs. Pallets, boxes and skids add weight.
Check with Whelen if a freight quote is needed.

Electrical

- **Battery Charger Input:** 120 VAC, 60 Hz, 7 A fuse
- **Battery Charger Output:** 28 VDC, 5 A (nominal)
- **Batteries:** 2-12 V, 60 AH lead calcium (user supplied)
- **Standby Current:** 82 mA, 24 VDC
- **Operating Current:** 89 A, 24 VDC
- **Power Amplifier Output Power:** 1600 watts

Environmental

- **Operating Temperature:** -35°C to +60°C
- **Storage Temperature:** -65°C to +125°C
- **Humidity, Non-Condensing:** 0 to 95%

Ordering Information

BASIC SYSTEM INCLUDES ALL OF THE FOLLOWING

- OA4 - Speaker Assembly, Electronics Cabinet & Pole Top Bracket

OPTIONS

- OAUXIN - Auxiliary board for contact closure activation
- OAUXCS - Auxiliary / status control board for contact closure activation and status
- OD2030LL, OD230NV, OD230NU - One-way narrow-band radio control
- OC2030LL, OC230NV, OC230NU - Two-way narrow-band radio control/status monitoring, COMM/STAT™
- OTT - Two tone sequential
- OSTATUS - Cabinet window LED status indicator
- OPGINT1 - Paging interface to interface Whelen tones with existing paging systems
- OINTRU - Intrusion alarm
- OSBC280 - Solar power, 2 x 80W
- OBATT - One pair of batteries
- VALERT* - VisuAlert™ 360° highly effective LED warning accessory
- L31H*F4 - L31 LED, 24 VDC

* Replace symbol in model number with letter indicating LED color desired:
A = Amber; B = Blue; C = Clear/White; R = Red; RC = Red/White

NOTES

- ① 10 digit DTMF Controls • Landline • VHF High-Band / 138-174 MHz • UHF / 450-470 MHz
Our VHF High and UHF activation control packages include tone squelch, radio, radio interface, 3-5dB gain omni-directional antenna with bracket, 35' (10.67m) of RG58 antenna cable and polyphaser.

OA4 Acoustic Performance

Wattage: 1600 watts

Estimated 70dB range: 2,800 ft / 853 m

Weather, terrain and other structures may impact the range. Each siren within the system may have a decreased or increased range depending on conditions beyond our control.

MASS NOTIFICATION PRODUCTS
Whelen Engineering Company, Inc.
51 Winthrop Road
Chester, Connecticut 06412-0684
860-526-9504
800-637-4736
www.whelen.com
iowsales@whelen.com

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reserves the right to upgrade its products with
design improvements without notification.
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Speak for Themselves"™

