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MANUFACTURERS OF SIGNS AND CROWD CONTROL SYSTEMS

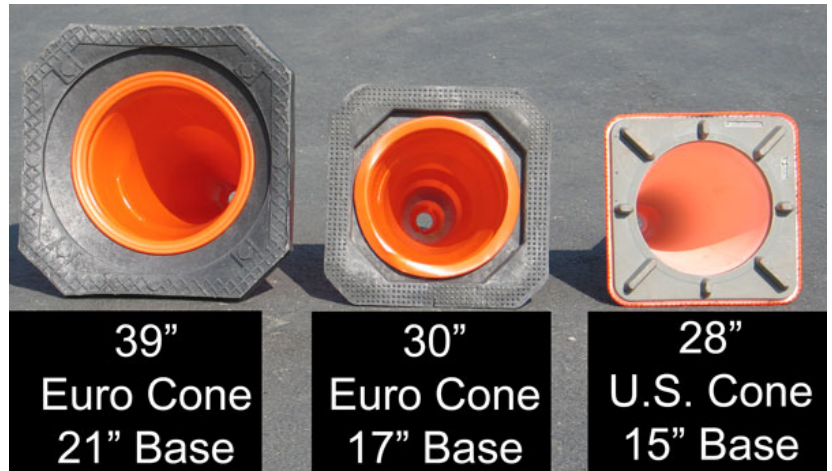
Product Update

RE: Cone Recommendations for Skipper

12/1/08

Our experience working with Skipper has shown that although Skipper can work with U.S. traffic cones it **IS NOT** the recommended solution. U.S. cones are designed to cause minimal damage when hit by a car. They are lightweight and flexible. When exposed to warmer temperatures, they become even more flexible and cannot support Skipper. The longer they are used in the field, the weaker the walls become.

We **STRONGLY SUGGEST** using our Euro Cone with Skipper for best results. The 30" unit's base is bigger (Euro:17" vs. U.S.:15") and has a flat bottom surface (vs. 8 "feet.") This gives the cone a much sturdier foot print. The cone wall is made from a harder plastic that is stiffer; this supports Skipper and additional accessories much better. The 30" Euro Cone requires a 7 lb. cone weight (Model # CONEWT7.)



30" 12 lb. Euro Cone w/ 17" base (Model # CONE3012E) replaces our 28" 10 lb. orange traffic cone. (Model # CONE2810)

For reflective collars: CONE3012ERC replaces CONE2810RC

We will also offer a 39" 18 lb. Euro Cone with a 21" base (Model # CONE3918E and CONE3918ERC with reflective collars). This cone is MASSIVE and is what Skipper was engineered to work with. This will be for extreme situations; it is very difficult to knock the cone over (i.e extreme wind.) The 39" Euro Cone does not need any additional weight, but is more difficult to transport.

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30" Euro Cones ship in an 18" x 18" x 36" box for UPS / Fed Ex shipments. Each box can hold up to 3 cones, 3 weights, 3 Skippers, and accessories (sign frame, receiving end, wall bracket.) The box ships dimensional weight at 61 lbs. or more

39" Euro Cones ship in a 24" x 24" x 48" box for UPS / Fed Ex shipments. Each box can hold up to 4 cones, 4 Skippers, and accessories. The box ships dimensional weight at 143 lbs.

Cons:

- The Euro Cone is not DOT approved. They cannot be used on highways. Check local regulations for other roads. It is perfectly fine to use on private property (parking lots, garages, warehouses, job sites, etc.)
- Euro Cones are 2 pieces (base and cone.) Like most things, they will be damaged if they are run over by a car or thrown around carelessly.

If customers want to use existing cones:

Please remember, you are adding weight to the top of the cone and pulling on it sideways – it needs to have some strength. You need at least 17 lbs. and not too much flex in the cone. The customer will need to double or triple stack cones (possibly more with old or light cones.) You can get away with this setup indoors and when you don't need to set up/break down the unit often. Flexible cones will make it more difficult to pull out the belt. It is easier for Skipper to fall off the cone; Skipper is strong but can only take so many falls. We do not recommend using the 7 lb. cone weight (Model # CONEWT7) with U.S. cones. It may get a 10 lb. cone to the required weight, but it does nothing for the wall strength.

In summary:

The recommended package is Skipper and a Euro Cone.

- 30" Euro Cone replace 28" tall U.S. cone. Suitable for the majority of situations. A 7 lb. cone weight is required.
- 39" Euro Cone available for extreme situations.
- Euro Cones and Skipper are durable, but if you handle them carelessly, they won't last forever.

Cone flex and sturdiness are more important than the weight of the cone.

- 7 lb. cone weight is not recommended for use with U.S. cones.
- Double or triple stack existing cones to get 17 lbs. and a sturdy mount for indoor use.

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