



## Alpha Expands AlphaCell Battery Family

Power solutions supplier Alpha Technologies has expanded its AlphaCell battery family to include the new Premium Gel 215 GOLD-HP and 190 GOLD-HP. These new batteries feature six-year warranties and increased runtime solutions for all outdoor Broadband back-up applications.

"Alpha has developed the AlphaCell Gold line in response to increased customer demand for longer runtimes and extended warranties," said Jim Heidenreich, Director of Sales Support Systems Engineering at Alpha Technologies. "With its six-year non-prorated warranty, the AlphaCell Gold is a big step up from our industry's current standard."

Utilizing a high-performance silver-alloy battery gel for ultimate protection against corrosion, the 215 GOLD-HP and 190 GOLD-HP provide runtimes of 215 and 190 minutes respectively. In addition, both batteries include maintenance-free threaded insert terminals for easier installation and replacement.

"Not only does the AlphaCell gold label complete and define the 2007 AlphaCell battery line, it sets a new standard in the battery market," said Heidenreich. "And as we continue to face power grid failures and natural disasters, the AlphaCell line is another example of Alpha providing customers with quality solutions that fit their powering needs."

The 2007 AlphaCell battery line also includes the blue label Gel GXL. The GXL label is now offered with silver-alloy, new maintenance-free threaded insert terminals and is available with a standard four- or five-year warranty.

The Alpha Group represents a global alliance of independent companies that share a common philosophy - create world-class powering solutions for communication, commercial, industrial and renewable energy markets.

For more info visit: [www.alpha.com](http://www.alpha.com)

## EIS Passes FDOT TERL Testing

EIS, a major supplier of radar detection for ITS systems in the State of Florida, is pleased to announce that the RTMS has successfully passed testing and evaluation to the Department's Statewide Procurement of ITS Equipment, RFP-DOT-05/06-9032-RR (Statewide ITS Specifications). The RTMS has passed numerous acceptance tests throughout the State over the past several years, but this recent test holds even more significance.

"The State of Florida standardized their specifications for ITS, and to have a product tested and approved to those specifications by the Florida DOT TERL (Traffic Engineering Research Lab) provides third party confirmation that the product performs to the stringent levels of performance and operation required by the State", says Jim LaBatt the EIS representative for the Southeast.

TERL is in the process of evaluating products for an ITS Approved Products List and all selected companies must also pass a vendor qualification process. A temporary ITS APL will soon be published for the interim until the final APL list is completed, and the RTMS X3 has been approved for the temporary APL. This is another confirmation of RTMS accuracy and performance since EIS had previously passed the State vendor qualification process and already exists on the Approved Product List for Traffic Control Devices.

"To meet a standard specification from a professional team evaluating products in a very structured and organized process gives agencies in Florida the confidence that these products will perform as required and as advertised.", says Mike Ouellette, Vice President of Sales for EIS. "Our dedication to the ITS market in Florida continues to be robust, and we look forward to continuing to provide quality detection devices on ITS projects".

Established in 1989, EIS Inc. is a high technology company specializing in radar technology for advanced traffic applications. The company's flagship product, RTMS, is the leading non-intrusive microwave traffic sensor in the world with over 15,000 units deployed in more than 40 countries worldwide. EIS offers a comprehensive portfolio of RTMS-based non-intrusive traffic management solutions including traffic counting, freeway management, urban traffic control, work zone safety and warning, and incident detection. For more information, please visit: [www.eistraffic.com](http://www.eistraffic.com).

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## Carmanah Announces Financial Results for Q3 2006

Carmanah Technologies Corporation (TSX: CMH) is pleased to announce its third quarter results for the three and nine months ended September 30, 2006 and 2005.

Highlights for the quarter:

- Record Q3 2006 revenues of \$17,510,103, representing a 44% increase over Q3 2005 revenues of \$12,195,908 and 11% over Q2 2006 revenues of \$15,844,155.
- Record 2006 year-to-date revenues at \$46,048,027, representing a 95% increase over the same nine-month period in 2005.
- Record Q3 2006 orders booked of \$17,191,817.
- Sales order backlog of \$6,363,008 carrying over into Q4 2006.
- Gross margin at 34.7% for Q3 2006 and 34.3% for the nine months ended Sept 30, 2006.
- Record Q3 2006 EBITA in the amount of \$1,061,884 representing an increase of 37% over Q2 2006 at \$773,025 and 62% over Q3 2005 at \$657,200.
- Record 2006 year-to-date EBITA of \$1,963,157 representing a 39% increase over the same period last year.
- Q3 2006 net earnings in the amount of \$336,505, compared to Q2 2006 net earnings of \$123,543 and net earnings of \$222,470 in Q3 2005.

Download financial results:

[www.carmanah.com/documents/news\\_releases/061108\\_CarmanahRelease.pdf](http://www.carmanah.com/documents/news_releases/061108_CarmanahRelease.pdf)

### Summary of Results

Overall, Q3 2006 continued to trend according to management's expectations. During the quarter, Carmanah achieved record revenues of \$17,510,103, which represents growth of 44% over Q3 2005 at \$12,195,908 and 11% over Q2 2006 at \$15,844,155. The Company also booked a record \$17,191,817 in sales orders and held a significant sales order backlog of \$6,363,008 going into Q4 2006.

In addition, gross margins improved from 33.8% in Q2 2006 to 34.7% in Q3 2006 and operating expenses declined

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as a percentage of sales from 31% in Q2 2006 to 30.2% in Q3 2006.

"While revenues continued to grow, Carmanah's management has also been investing significant time developing operational infrastructure," stated Carmanah's CEO, Art Aylesworth. "These changes will enable the Company to scale with the objectives of its five-year business plan."

Q3 2006 saw some significant sales achievements. The highlight was the receipt and substantial delivery of a \$2.6M order for 16 complete A704-5 wirelessly-controlled, solar-powered LED airfield lighting systems for a large general aviation lighting project. Management anticipates that the trend towards larger orders will continue as the uptake from mainstream buyers increases across all vertical markets and the receptive audience for our technology becomes more widespread.

Management is also seeing growth opportunities for the sales of our solar power systems across a wide range of industrial sectors. With new enabling programs coming on-stream in various jurisdictions and the increasing applications for "off-grid" solar powered solutions, Carmanah's Solar Power Systems Group is well positioned with its diverse technologies and multiple regional locations. In Q3 2006, Carmanah reinforced its position as a leading solar power systems integrator with the unveiling of Canada's largest solar power systems installation at Exhibition Place in Toronto, Ontario. The Company was also contracted in Q3 2006 to supply Canada's largest building-integrated solar power system in British Columbia.

In Q3 2006, the performance of Carmanah's LED Sign Group fell short of expectations. In response, management has initiated new directives targeting faster and more innovative product development and cost competitiveness as this sector sees increased opportunity and competition. Once implemented, management is confident that the division will be better positioned to capitalize on the growing market for solid state illuminated signage.

Beyond the details of this quarterly report, management is very pleased with the amount of opportunity presenting itself across all of Carmanah's business groups. The demand for solar-based

and energy-efficient technologies is growing at an unprecedented rate. "All of the primary drivers, from environmental objectives, energy concerns, popular support, improved technology efficiencies and a reduction in capital costs, continue to bode well for the future of the Company," states Aylesworth. "These macro trends are the basis upon which the Company's business plan and objectives are built."

### OVERVIEW OF OPERATIONS

*The growth in Carmanah's operations, both organically and through acquisition, has resulted in business activities which include the design, manufacture and/or distribution of three technology groups: solar powered LED lighting, solar power systems and LED-illuminated signage.*

*Carmanah's Solar LED Lighting Group provides a variety of energy-efficient LED lighting products for marine, aviation, transit, roadway and industrial worksite applications. The Company's Solar Power Systems Group offers a wide range of renewable energy system solutions for industrial, residential and recreational power applications. The Company's LED Sign Group designs and manufactures energy-efficient LED edge-lit signs for corporate identity, point-of-purchase and architectural applications.*

*Carmanah's headquarters and primary manufacturing and distribution facilities are located in Victoria, British Columbia, Canada. The Company also operates additional manufacturing and distribution facilities in Calgary, Alberta, Canada, as well as regional distribution and sub-assembly facilities in Barrie, ON; Santa Cruz, CA; and London, England.*

*Carmanah currently has more than 250,000 installations in 110 countries. Carmanah's customer list includes a wide range of government, commercial and private users worldwide, who are serviced directly by the Company or one of its regional authorized distributors and/or sales agents.*

For more information, please visit [www.carmanah.com](http://www.carmanah.com)

## Skyline Products Wins Statewide Procurement Contract From Iowa Department of Transportation

Skyline Products™, a leading developer, manufacturer and provider of ITS-Grade® dynamic message sign solutions for the transportation industry, announces it has been awarded a

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**Skyline Products . . .**

statewide procurement contract for the Iowa Department of Transportation (DOT). Under the contract, the Iowa DOT will purchase Skyline Products' side-mounted Lift-face Variable Message Signs (VMS).

"As a part of our best-value procurement process, we looked at critical factors from features and functionality of core requirements to ease of maintenance; from expertise in implementing similar systems to their history of high reliability. Skyline excelled in each of these areas and offered an impressive reference list," says Willy Sorenson, P.E., ITS Engineer at Iowa Department of Transportation. "Skyline's responses detailed precisely how they would meet or exceed the requirements. Their experience and know-how gave us confidence that we would receive high-quality signs."

Greg Stadjuhar, vice president of sales and marketing at Skyline Products, states, "Providing the industry with the highest quality, longest lasting variable message signs is top priority at Skyline Products. We compliment the Iowa Department of Transportation for the responsibility they showed in placing emphasis on technical merit and system reliability during their search for a VMS vendor to ensure they provide the best ROI to the taxpayers."

Skyline Products' Lift-face Variable Message Signs will be used to help motorists make informed decisions by displaying up-to-the-minute accident alerts, weather conditions, special events, construction updates, etc. The first installations are expected to occur in Summer 2007.

For more information visit:  
[www.SkylineProducts.com](http://www.SkylineProducts.com)

**Torrance, CA installs Solar Traffic Controls school flashers**

The City of Torrance has installed school zone flashing beacons from Solar Traffic Controls (STC) as part of a "Safe Routes to School" safety program. The first unit was installed December

29, 2006 under the supervision of Joe Wise of STC and Beth Overstreet from the city's public works engineering division.

Each system features a single 12-inch amber DC LED lamp (Precision Solar Controls model 2385) with an optical output of 1100 Candela on center. System activation is controlled by an STC-01 time clock unit which includes provisions for 16 holidays and 12 alternate schedule periods per year.

As part of the purchase, STC furnished a complimentary STC-01 desktop programming unit with one memory chip. This added feature allows city personnel to program the school beacon operation schedule on the desktop programmer and upload it to a memory chip that is then taken to the field. The contents are downloaded to a field clock in less than 3 minutes per clock from the chip. The city feels this is a significant feature over other types of equipment available in the market and is securing additional chips to facilitate programming of varying school programs. A total of 22 systems will be installed when the project is completed. As a courtesy, STC furnished on-site training to city personnel in the use of the clock.

All systems are mounted to 14-foot Caltrans type A poles. Installation of the equipment is being handled by the Zondiros Corporation in Torrance. Marketing of the equipment was handled by J & J Sales of Chino, CA.

For more information, please visit our website [www.solar-traffic-controls.com](http://www.solar-traffic-controls.com).



**City of Barrie purchases school flashers from STCs Canadian distributor**

Fortran Traffic Systems, Scarborough, Ontario, has furnished 38 school zone flasher systems to the City of Barrie, Ontario.

The school zone systems were manufactured by Solar Traffic Controls and customized with the addition of Chronomax time clocks furnished by Fortran. Each system will run two 8-inch amber DC LED lamps and one 2.5-inch confirmation lamp located at the rear of the unit.

The city had investigated the use of "all-in-one" flasher units but found the light output to be inadequate for their needs. The project was put out to bid for a second time with specific requirements for the light output. Fortran is furnishing DC LED lamps for the project as well as the time clocks.

For more information, please visit our Web site [www.solar-traffic-controls.com](http://www.solar-traffic-controls.com).

*STC school flasher City of Barrie, Ontario*



**Quixote Transportation Technologies, Inc. Names Jon Tarleton Marketing Manager**

Quixote Transportation Technologies, Inc. (QTT) has named Jon Tarleton as its new Marketing Manager. Tarleton will be responsible for managing the functional activities and resources of the marketing team, and provide leadership and direction in establishing objectives, planning, implementing and fulfilling the operational phases for all QTT marketing activities.

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**Jon Tarleton Marketing Manager . . .**



Jon Tarleton has been named new Marketing Manager at Quixote Transportation Technologies, Inc.

Tarleton holds a Bachelor's degree in Atmospheric Science from the University of Missouri and has over 11 years of experience in the transportation industry. He has an extensive background in both meteorology and RWIS (Road Weather Information Systems), and most recently served as Marketing Development Manager for QTT. As Marketing Development Manager, Tarleton was responsible for product development and marketing research.

Prior to his role in product development, he served as Training Specialist for Surface Systems, Inc. (SSI®), a Quixote company, where he was very active in providing weather and RWIS training for maintenance operations across the country. Additionally, Tarleton is an industry expert and sought-after speaker in the road weather industry, has worked with the FHWA on several projects, and has developed a network of contacts within the industry.

"QTT is confident in Jon's abilities and leadership of the marketing team. He brings a wealth of knowledge from the transportation industry and product development for all QTT product lines to this position," comments Mark Holland, Director of Sales and Marketing for QTT.

Visit Quixote Corporation at: [www.quixotecorp.com](http://www.quixotecorp.com).

March/April 2007

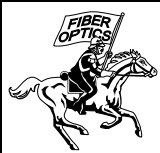


**McCain Inc. is proud to announce the production of its 3 millionth Vehicle Signal**

Since 1989, McCain has been a leader in the industry by providing Traffic Signal Display equipment to the market. McCain has been manufacturing vehicle signals and other traffic management systems; therefore, McCain has become a leading worldwide supplier. As a result McCain, Inc. is proud to announce the production of its 3 millionth vehicle signal.

McCain's Vehicle Signals unique design permits the user to interchange all of the components in the 12 inch aluminum signal head with all of the components in the 12 inch polycarbonate signal head. The same is true for the 8 inch vehicle signal. All the vehicle signals are manufactured by McCain employees either by Die Cast or Injec-

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<b>Atlanta, GA</b>	March 19-22	<b>Anaheim, CA</b>	May 7-10	<b>Long Beach, CA</b>	June 18-21
<b>Anchorage, AK</b>	March 19-22	<b>Hartford, CT</b>	May 7-10	<b>Boston, MA</b>	June 25-28
<b>Phoenix, AZ</b>	March 19-22	<b>Bismarck, ND</b>	May 14-17	<b>Savannah, GA</b>	June 25-28
<b>Orlando, FL</b>	March 26-29	<b>Washington, DC</b>	May 14-17	<b>Corpus Christi, TX</b>	July 9-12
<b>Tulsa, OK</b>	March 26-29	<b>Raleigh, NC</b>	May 21-24	<b>Cheyenne, WY</b>	July 10-13
<b>Lansing, MI</b>	April 2-5	<b>Columbus, OH</b>	May 21-24	<b>Sacramento, CA</b>	July 16-19
<b>San Francisco, CA</b>	April 2-5	<b>Las Vegas, NV</b>	May 29-June 1	<b>Memphis, TN</b>	July 16-19
<b>Jackson, MS</b>	April 9-12	<b>Spokane, WA</b>	May 29-June 1	<b>New York, NY</b>	July 23-26
<b>Tucson, AZ</b>	April 9-12	<b>Jacksonville, FL</b>	June 4-7	<b>Sioux Falls, SD</b>	July 23-26
<b>Albany, NY</b>	April 16-19	<b>Seattle, WA</b>	June 4-7	<b>Philadelphia, PA</b>	July 30-Aug. 2
<b>Seattle, WA</b>	April 16-19	<b>Nashville, TN</b>	June 11-14	<b>Denver, CO</b>	July 30-Aug. 2
<b>Charlotte, NC</b>	April 23-26	<b>St. Louis, MO</b>	June 11-14	<b>Seattle, WA</b>	August 6-9
<b>San Antonio, TX</b>	May 1-4	<b>Baltimore, MD</b>	June 18-21	<b>Atlanta, GA</b>	August 6-9
<b>Portland, OR</b>	May 1-4	<b>Buffalo, NY</b>	June 18-21	<b>Toledo, OH</b>	August 13-16

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### **McCain Inc. . . .**

tion Molding. With these processes being done in-house our internal system of quality control ensures every unit meets any and all specifications. The Aluminum units are powder coated with the highest quality powder and our state-of-the-art process exceeds any requirement. Our on-going salt spray tests bring an unprecedented standard to the industry.

If you want to join the many users of the McCain quality vehicle signals, please contact McCain or your local traffic signal supplier and ask for McCain Signals, the industry leader.

For more information please visit [www.mccain-inc.com](http://www.mccain-inc.com) or phone 760-727-8100.

### **Quixote Traffic Corporation 2070L Traffic Controller Achieves Caltrans Qualification**

Quixote Traffic Corporation announces the qualification of its 2070L intersection traffic controller by the California Department of Transportation (Caltrans). Working closely with Caltrans, Quixote has brought to market a 2070L that is in full compliance with Caltrans Transportation Electrical Equipment Specifications (TEES) 2002 including both Errata 1 and 2.

The Quixote 2070L traffic controller includes several enhancements over the baseline TEES requirements, including automatic support for the upcoming new Daylight Savings Time rules, support for increased communications baud rates on serial ports, and advancements in line with anticipated TEES changes.

The Quixote 2070L includes the 1B CPU module designed with the future in mind. It is fully compatible with Advanced Traffic Controller (ATC) v5.2b compliant Engine Boards. The 2070-1B host module also includes support for ATC specified USB and dual Ethernet ports, plus the host board EEPROM. Additionally, the Quixote Traffic Engine Board will offer enhanced support of the upcoming Linux operating system for 2070 controllers.

Quixote Traffic Corporation President Tim O'Leary said, "The upgraded 2070L is an exciting addition to our intersection control product line. It allows Quixote Traffic, Peek Traffic and US Traffic, and our distributors to serve a wider municipal demand for intersection control. This improved 2070L continues to round out our product offering and keeps us in the forefront of product development."

Visit Quixote Corporation at [www.quixotecorp.com](http://www.quixotecorp.com).

### **Quixote Transportation Technologies, Inc. Names Earth Products China Limited New Distributor**

Quixote Transportation Technologies, Inc. (QTT) has added Earth Products China (EPC) Limited as a distributor for its Nu-Metrics and Highway Information Systems product lines in China. EPC is the largest and leading services provider of civil engineering testing instruments and equipment in mainland China, Hong Kong and Macau. The company will be responsible for distributing QTT's highway advisory radio, integrated systems, traffic sensors, and traffic analysis systems.

EPC has nearly 20 years experience in the transportation industry, with more than 150 employees. EPC has evolved rapidly from a pure distributor of civil engineering testing products to a total solutions provider in all aspects of civil engineering testing products. The company offers in-house expertise in sales, installation, repairs and maintenance, training, technical consulting and testing support. In addition, a calibration center provides professional calibration services for its customers.

EPC's mission is to be a total solutions provider of civil engineering testing instruments in the Asia Pacific Region. Its stated philosophy of "Sincerity, Professionalism, Innovation and Sharing" drives the company to provide customers total solutions, design and delivery.

EPC has eight offices across China, serving various local and municipal government organizations including: Ministry of Construction; Ministry of Communications/Transportation; Ministry of Railway; Ministry of Electricity and Water; as well as universities and institutes. The QTT product line will be handled by EPC's Highway Department, led by Calvin Peng, manager of the department. Selective representatives from each EPC office will manage QTT products in their region.

"Chinese highway and city road constructions have developed very fast (in recent years), says *Charley Qin, Product Manager with EPC*. "More and more highways -- especially superways -- need to be managed and controlled by advanced technology. We think QTT can provide very good products and experience of highway information and control systems, which has been proven in the United States for more than twenty years."

Visit Quixote Corporation at: [www.quixotecorp.com](http://www.quixotecorp.com).

### **Quixote Corporation Elects Transportation Industry Veteran Joseph M. Giglio to its Board of Directors**

**Quixote Corporation** announced that Joseph M. Giglio has been elected to the Company's Board of Directors to fill the vacancy resulting from the death of William G. Fowler.

Mr. Giglio is an Executive Professor at Northeastern University's College of Business Administration and Vice Chairman of the Hudson Institute, a leading public policy organization in Washington D.C. Mr. Giglio has extensive experience within the transportation sector. He was appointed to the Board of the Special Commission on Transportation Finance by Governor Romney of Massachusetts, and has served as Special Advisor to the U.S. Office of the Secretary of Transportation. He has also served as Chairman and Vice Chairman of the Intelligent Transportation Society of America (ITSA) and as former Chairman of the Public-Private

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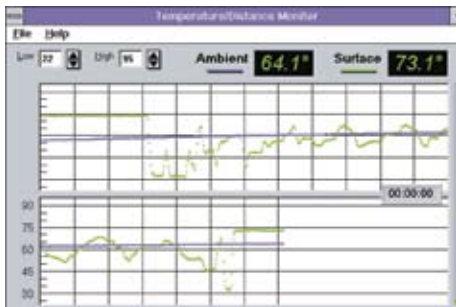
### Giglio Named . . .

Division of the American Road and Transportation Builders Association. Mr. Giglio also served as an Executive Vice President at Smith Barney, as President of Chase Municipal Securities and as a Senior Managing Director at Bear, Stearns & Co. Inc. Mr. Giglio holds a BA from Rutgers University, an MPA from New York University, an MBA from Columbia University and a PhD from Northeastern University.

Leslie J. Jezuit, Chairman and Chief Executive Officer, stated, "Joe is a valuable addition to our Board. His unique background in business, public policy and finance, combined with his special expertise in transportation, will be of tremendous value to Quixote and the Board. We are very pleased to welcome him and look forward to working together as Quixote continues to progress and grow."

Visit Quixote Corporation at:  
[www.quixotecorp.com](http://www.quixotecorp.com).

### Quixote Transportation Technologies, Inc. Announces Acquisition of Infrared Pavement Sensor From Control Products, Inc.



Quixote Transportation Technologies, Inc. (QTT), headquartered in St. Louis, MO has acquired the mobile infrared pavement temperature sensor product line from Control Products, Inc. (CPI) of Vancouver, Washington. Effective immediately, QTT will be manufacturing and selling CPI's mobile surface temperature system, known as the Surface Patrol™ (Model 999J), and their Mini-Mapping software program used to plot road weather data.

The Surface Patrol is a mobile tempera-  
March/April 2007

ture sensor that measures the ambient (air) temperature. It also features a non-contact infrared sensor for measuring pavement temperature. The Surface Patrol temperature sensor has been manufactured since 1991 – longer than any other vendor. Airport Operators, Cities, Counties, Municipalities and State DOTs use the Surface Patrol to detect possible freezing temperatures on the pavement. In doing so, they experience more efficient and effective use of sand, salt and de-icing chemicals. QTT will sell the Surface Patrol under the Surface Systems or SSI product line. It will be known as the SSI Surface Patrol (Model 999J).

The Surface Patrol has a dash-mounted digital meter that displays the pavement and ambient temperatures, and also sounds an audible alarm when potential freezing conditions are detected. The device provides an optional RS-232 output to connect to a computer or other peripheral devices. Opposed to its competition, the user can calibrate the Surface Patrol in the field, and it has better resolution, accuracy and reliability. The unit is easy to install and use, and inexpensive when compared to other pavement monitoring devices. Additionally, a major benefit is that it allows the user to view pavement data across an entire route, not just one location. The Surface Patrol is a nice addition to QTT's product portfolio because it has already been integrated with QTT's NiteStar Distance Measuring Instrument (DMI). The Mini-Mapping software product has an intuitive user interface and provides a graphical representation of the pavement and ambient temperature data.

"The Surface Patrol is a valuable addition to the QTT line of products," explains Mark Holland, Director of Sales and Marketing for QTT. "This is the first mobile temperature sensor offered by QTT and will provide customers with an inexpensive and distinctive way to measure pavement temperature. QTT is known for its integration of products and the Surface Patrol fits into the QTT product line very well. QTT possesses extensive experience designing and producing weather-hardened sensors, and the Surface Patrol will allow QTT to expand our vehicle offerings. We are pleased to announce the acquisition of this superior product and provide it to our customers."

Visit Quixote Corporation at [www.quixotecorp.com](http://www.quixotecorp.com).



### Dubay named VP/Chief Engineer of NFPA

James M. Shannon, president and CEO of the

National Fire Protection Association (NFPA), announced today the appointment of Christian Dubay as Vice President, Codes and Standards and Chief Engineer. Dubay will oversee Electrical Engineering, Fire Protection Applications & Chemical Engineering, Public Fire Protection, Building & Life Safety, and Codes & Standards Administration for the worldwide fire prevention organization.

"Christian Dubay has the reputation, the energy, and the commitment to NFPA's mission necessary to lead the NFPA engineering and technical staff and be Chief Engineer," said Shannon.

Dubay first came to NFPA in 1995 as an Associate Fire Protection Engineer. He was promoted to Fire Protection Engineer (FPE) in 1997, Senior FPE in 2002 and Principal FPE in 2006. He is a graduate of the Fire Protection Engineering program at the University of Maryland and is a registered professional engineer in the state of Connecticut.

Dubay is a recognized expert in the fire sprinkler field. He is former chair of the American Water Works Associations Fire Protection Committee and is a former Board Member of the International Water Mist Association. Within NFPA he was responsible for the automatic sprinkler technical committees and served as editor of *The Automatic Sprinkler Systems Handbook* and *The Residential Sprinkler Systems Handbook*.

Dubay's appointment was effective on January 1, 2007.

*NFPA has been a worldwide leader in providing fire, electrical, building, and life safety to the public since 1896. The mission of the international nonprofit organization is to reduce the worldwide burden of fire and other hazards on the quality of life by providing and advocating consensus codes and standards, research, training and education. Visit NFPA's Web site at [www.nfpa.org](http://www.nfpa.org).*

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## Silent Knight Distributor Awarded "Excellence in Construction"

Service Electric Inc., a full service provider of electrical and low voltage solutions and a distributor of Silent Knight products, was recently honored with the Excellence in Construction award by Associated Builders and Contractors (ABC) Heart of America Chapter.

"Service Electric presented their project professionally and handled every challenge that was thrown their way," said Monica Brentano, ABC Heart of America Chapter. "I am very excited for Service Electric for taking first place in their category."

This prestigious honor was awarded to Service Electric in the subcontracting category for renovation/restoration interior for their professional work on the Crestwood Condominiums project in Kansas City, MO. Built in 1917 this building was completely redone, two floors were added, as well as new elevators and stairwells. The revitalized building was completed with the most modern safety features including Silent Knight's IFP-1000. Silent Knight is a Honeywell (NYSE: HON) company and provider of industry-wide compatible fire alarm solutions for small to mid-sized institutions and commercial sites.

Service Electric was named first in excellence in construction based on a variety of surveyed subject matters, including safety (systems on the job site and systems in place upon completion), project difficulty, personnel management on/off the site and working well with other contractors on/off the jobsite.

"In our business, safety is the number one reason a company wins jobs and continues to grow," said Brian Treat, Service Electric. "I have no doubt that the proven track record and solid engineering of the Silent Knight system we installed is a key reason we have been honored with this award. Service Electric does not simply meet the standard codes in place for safety purposes, they exceed and maintain them."

"In the end, this renovation project had 278 change orders, a construction manager's worst nightmare," noted an ABC judge. "Service Electric responded very well to this challenge."

Service Electric is a leading provider of the highest quality electrical and low voltage services. Their mission is to create and meet their customer's goals through relationships and by providing quality services at a minimum risk.

Silent Knight is part of the Honeywell (NYSE: HON) life safety group, an industry leader in providing commercial fire alarms, advanced detection and notification products, and home patient remote tracking.

For more information, visit [www.silentknight.com](http://www.silentknight.com).



## CAO Group Introduces New LED Series for Traffic Signals, Message Centers, Video Displays and Price Changers

A new series of LEDs optimized for applications in traffic signals, message centers and price changers has just been announced by Dr. Densen CAO, Ph.D., founder, president and CEO of CAO Group of West Jordan UT. They are characterized by long-term reliability, excellent performance in outdoor applications and at high ambient temperatures, and high color intensity, which takes into account the human factors of eye color response. The color bins from which they are manufactured are measured radiometrically by the dominant wave length, in nanometers. Dr. Cao says that extreme precision in color uniformity is possible, but that broader acceptance of bin variations speeds availability, reduces costs, and will not be discernible to the naked eye.

The new products include 30 degree round red and amber lamps for traffic signals, 70/40 degree mono-color (red and amber) and 70/40 RG bi-color (red and green) displays for outdoor message centers and price changers. CAO Group also offers not only the LED component but the LED PCB assemblies as well. The packaging is environmentally sealed and fully RoHS compliant. Customized display panels can also be provided.

### LED LAMPS FOR TRAFFIC SIGNS

30 degree amber and red round lamps are currently in production, with the amber lamps offering typical color intensity in the range of 6100 mcd, and the red lamps typically at 4700 mcd. New units offering better performance at high ambient temperatures and a higher average mcd will be coming soon.

### LED LAMPS FOR MESSAGE CENTERS AND PRICE CHANGERS

70/40 red and amber oval lamps for mono-color displays range from 980 to 1700 mcd, 1300 mcd typical, are currently available, and units for high temperature applications will be available soon. RG bi-color displays are offered in red and green, with the red lamps sharing specifications with the mono-color version, and the green lamps providing color intensities of 1700-2800 mcd, 2200 mcd typical. The green lamps for high temperature applications will range from 2200 to 2800 mcd, with 2400 mcd typical.

### LED PCB ASSEMBLIES

Assemblies are manufactured to individual specifications. Considerations include pixel structure and color (mono, bi, or RGB); pitch size; brightness requirements; supporting structures and spacers, and driving conditions, including power, voltage and current sources and the brightness modulation scheme.

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### CAO Introduces LED Series . . .

The Luxem™ technology which underlies these new Dynasty™ lamps is a fusion of multiple CAO Group patents, covering methods for LED packaging, heat management, heat sink arrangement, wide wavelength spectra generation, light beam shape management, and light intensity management by LEDs. The various patents form the basis for CAO Group's wide variety of optoelectronic, solid state lighting and signage, medical, dental and forensic products, manufactured in the company's four facilities in West Jordan UT and Beijing, China. Further information about CAO Group is available at [www.caogroup.com](http://www.caogroup.com), or by contacting the company at 4628 West Skyhawk Dr., West Jordan, UT 84084, phone 801-256-9282 or 877-877-9778, or fax 801-256-9287.

*\*Photopic (daylight) human eye response peaks roughly at green 555nm, is sensitive to yellow, and falls off sharply towards blue at 400 nm, and also towards red at 700 nm. Scotopic (night-adapted) is different, peaking at about 512 nm.*

### A-Tronix Named First Licensed Distributor of SigniFire™ in USA

*Newest Technology in Early Fire and Smoke Detection Now Available Through New York Based Fire and Life Safety Firm*

A-Tronix, Corp, an international fire and life safety company headquartered in Queens, New York has been named the first U.S. licensed distributor of SigniFire™, the newest technology in early detection of fire and smoke, announces Rafael E. Alfau, president of A-Tronix.

SigniFire™, a product of axonX, LLC, utilizes video image smoke and flame detection (VISFD) technology, providing early detection of fire and smoke by analyzing video in real time. SigniFire™ can be interfaced with conventional fire alarm systems to provide early notification and when interfaced with a fire extinguishing system, it accomplishes fire control at the smoldering stage, the earliest stage of a fire.

The National Fire Protection Association (NFPA) has proclaimed VISFD the March/April 2007

most important advancement in fire and smoke detection as witnessed by its quick adoption to NFPA 72-2007, the National Fire Alarm Code.

According to Mr. Alfau, "SigniFire™ is poised to revolutionize how flame and smoke is detected. Tests comparing the product with other video image and spot-type detection systems concluded that SigniFire™ responded faster, by 4 to 7.5 minutes, to a smoldering source and to more fires than all other conventional detection systems currently available."

SigniFire™ is proactive. Rather than relying on smoke particles physically reaching the smoke detectors, it "sees" the flames and smoke. This fundamental difference gives VISFD systems many minutes of lead-time that will save both life and property allowing an operator to verify the situation instantaneously from the images on his computer screen.

In addition, SigniFire™ technology records the incident from its initial stages, offering post-event analysis, crucial to prohibiting a recurrence. And, as a bonus, SigniFire™ doubles as an intrusion detection system, safeguarding property, stock and documents.

In this age of heightened terror alert, SigniFire™ is crucial to the protection of life and property. Applications that immediately come to mind are tunnels, subway systems, offshore oilrigs, nuclear power facilities, ships, airplane hangars and terminals, high profile office buildings and electrical plants.

Mr. Alfau states, "Upon review, the client will quickly realize the revolutionary potential and cost benefit of this significant technology. We are excited to bring it to the forefront of the American consumer."

A-Tronix, a full service fire life safety and security systems corporation established in 1998, also provides electrical and lighting services, voice and data cabling, CCTV video surveillance, access control and intrusion alarms. President Rafael E. Alfau, an 18-year life safety veteran, heads a team of engineers, expert technicians and skilled staff to provide its clientele with round-the-clock reliable, responsive, dedicated installation, service and maintenance. A-Tronix is an international company headquartered in Floral Park, Queens,

New York with offices in Sao Paulo, Brazil and is the first licensed distributor of SigniFire™, the latest advancement in video image smoke and flame detection technology.

Contact 516-327-8292.

### Tecslut Integrates Intelligent Transportation Systems (ITS) Control with MatrikonOPC Multiple protocols "problematic."

In a project funded by jointly by the Ministry of Transport for the Province of Quebec (MTQ) and the federal government, Tecslut was contracted to simplify the integration of Intelligent Transportation Systems (ITS) using the NTCIP protocol. Commercial, off-the-shelf software was to be used as much as possible in order to control development and implementation costs.

While NTCIP protocols have addressed standardization of field equipment communication, they do not provide standardization of data exchange between configuration applications and NTCIP field devices. A new NTCIP driver is needed for each application, driving up costs. Also, the lack of a universal driver means a customer is captive of the very few ITS software suppliers who develop specific NTCIP drivers for their application.

This Babel of applications and drivers created inefficiency and increased cost at the operations level, as well. Operators and technicians needed to be trained on and familiar with a control room involving dozens of pieces of proprietary software running on multiple stations.

MatrikonOPC project manager Chris Robinson sums up the situation bluntly: "It's a royal pain for these guys."

"They've got hundreds of signs, and they're running around this control room changing these signs at these different terminals, trying to manage their traffic system."

### A universal solution

Tecslut developed the concept of taking an off-the shelf Human-Machine Interface (HMI) package (or any COTS software with an OPC client) and applying it to ITS by designing custom configuration screens and having one

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**Tecsult . . .**

unified configuration solution for any device that comes into the system. The only problem was, nobody in the world offered a unified configuration solution for NTCIP.

Enter Matrikon. As the world leader in the development of OPC drivers, Matrikon was the top candidate to partner with Tecsult in the development of an unprecedented product: a universal OPC driver for NTCIP devices.

“The industrial world had already solved this problem,” Robinson says, referring to the growing prevalence of OPC solutions in industries such as manufacturing, refining and power-generation. “We took an industrial solution and applied it to traffic control. OPC is completely, 100 per cent customizable for their application.”

The NTCIP protocol is multilayered, a collection of many specifications for many modes of electronic communication – TCP/IP, PPP, serial and so on. Developing a driver to accommodate the complexity of NTCIP “involved a lot of R&D,” says Tecsult automation & ITS director Michel Savard, “because it was a new product with no direct references.”

In July 2006, after eight months of intense development, the first implementation of MatrikonOPC server was successfully rolled out in Trois-Rivières, PQ, a pilot installation controlling 14 Variable Message Signs at the Laviolette bridge in Trois-Rivières via phone and direct connection.

“The expertise of Matrikon in driver development and their strong knowledge of OPC standards, combined with the expertise of Tecsult in ITS systems and the NTCIP standard, largely contributed to the success of this project. Also, since our mission is to provide independent services to our customers, we wanted to be associated with an OPC world leader and transfer them all the commercial rights for the product to ensure its continuity” says Savard.

“People involved in the project were professional even when times were difficult and problems encountered were

not easy to fix,” he continues. “MatrikonOPC personnel were very knowledgeable, stayed engaged in the project, and wanted to deliver a high-quality product.”

**Wide-ranging benefit**

The primary benefits of having all devices in an ITS system controlled and configured under a single OPC client application (such as a HMI or a SCADA system) are obvious and immediate: increased simplicity, efficiency, and responsiveness of the control system. Rather than “running around the control room,” operators have central, simultaneous access to the entire system. And by using a universal driver and off-the-shelf software, the cost of integration of ITS systems is substantially reduced compared to the cost of numerous proprietary solutions.

Another benefit lies in the flexibility and scalability of OPC itself. With a universal OPC/NTCIP server in place, new devices can be quickly added in expanding the system. And since off-the-shelf software is used, the solution is eminently portable to new sites; since the success of the Trois-Rivières project, it has been used in other ITS projects and plans have been put into place for the application of Matrikon’s NTCIP/OPC server to integrate a much more elaborate ITS system in Montreal.

“We’ve built the bottom end,” says Robinson, “but we can extend this to support these other specifications pretty easily. We can also integrate Actuated Traffic Controllers, Environmental Stations, CCTV camera control, Ramp Meter Control and any other ITS object definitions released by the NTCIP organization... whatever’s needed, by using a single OPC / NTCIP driver.”

Perhaps most importantly, the R&D invested in this project will be of enormous benefit to the global ITS community. By allowing ITS applications to be fully interoperable and interchangeable along international open standards, the OPC/NTCIP server can facilitate the full integration of ITS systems worldwide.

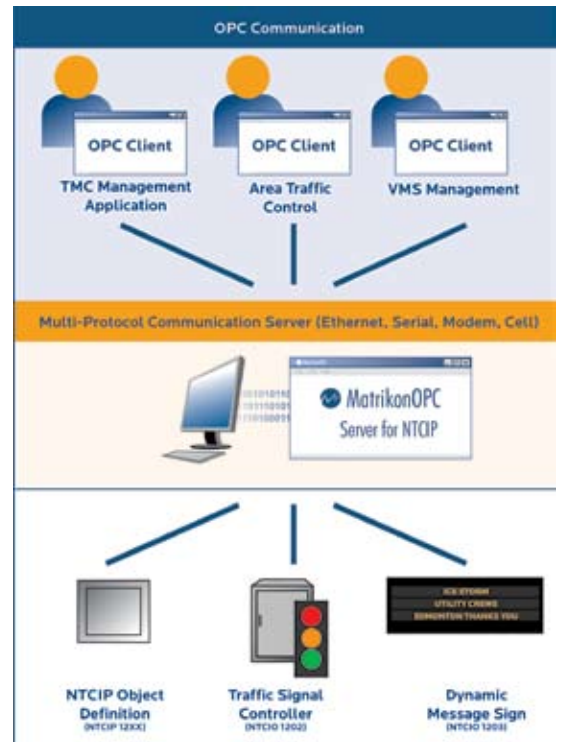
“We are very proud to have been involved in the development of this innovative technology, and we feel it will be most beneficial for the greater ITS community.” Write Québec Ministry of Transportation engineers Jean Douville and Anne Pelletier. “The partnership with Tecsult and Matrikon was excellent and, even though it was a very challenging project, the OPC/NTCIP driver meets our expectations and was successfully implemented. We are planning to implement the new driver in other applications in the near future.”

**About MatrikonOPC**

MatrikonOPC is the world’s largest OPC company. For free downloads or more information about MatrikonOPC visit [www.matrikonopc.com](http://www.matrikonopc.com).

**Tecsult**

One of Canada’s most important engineering firms, Tecsult has an international reputation in the engineering and integration of innovative Intelligent Transportation System solutions.



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## New Reason Transportation Study

Dear Transportation Colleague,

As you probably know, the average American now spends an astounding 47 hours a year stuck in traffic—more than an entire work week! So it should not be surprising that we're hearing calls for a fresh approach to dealing with traffic congestion.

Two new studies from the Reason Foundation ask fundamental (but rarely asked) questions regarding what congestion truly costs our society, and how much it would cost to build enough capacity to handle projected demand. By asking and answering these questions, we hope to lead transportation policy makers towards a workable approach for significantly reducing (rather than just living with) the scourge of traffic congestion.

These two new studies are the first in a whole series of research efforts, being developed by Reason Foundation's new policy initiative, the Galvin Mobility Project. This project seeks to significantly increase urban mobility via a multi-part strategy that includes innovative highway designs, value pricing, public-private partnerships, and innovations in system operations and management. With input, research, and writing from transportation experts nationwide, we have developed a powerful clearinghouse of ideas and approaches for dealing with America's traffic congestion headache.

The Galvin Mobility Project <http://www.reason.org/mobility/index.shtml> builds on Reason's existing competencies in congestion pricing, infrastructure financing, privatization, and land use. Our understanding of the effects of congestion on urban economies, analysis of the solutions currently available, and innovative and original ideas are all necessary for effecting change in this area.

The first major study to come out of this project analyzes a fundamental question that has received far too little attention until now: How much added capacity, and at what cost, would it March/April 2007

take to eliminate the worst congestion (Level of Service F) on a national level? We were able to enlist the expertise of David Hartgen of UNC Charlotte to lead this study. His team examined travel demand and capacity expansions for more than 400 U.S. urban areas to develop quantitative estimates for both lane-miles and costs.

I encourage you to read through the study <http://www.reason.org/ps346/index.shtml> to get a sense for what it would take to eliminate severe congestion by 2030. To give you a preview, the report ultimately finds that nationwide, an additional 104,000 lane-miles of capacity (about 6.2 percent of current lane-miles) would be needed, costing about \$533 billion in 2005 dollars. While \$533 billion is a big number, at about \$21 billion per year, it is only 10-15 percent of the likely highway program over the next 25 years, about 28 percent of the cost of current MPO long-range transportation plans, and only 39 cents per day per commuter trip.

The benefits of this investment would be substantial, particularly in reduced travel times, smoother traffic flow, reduced accidents, lower operating costs, more reliable travel, more choices of jobs for workers and businesses and wider choices for consumers.

This finding is intended as a beginning, not the end, of the discussion. Congestion is a multifaceted problem that needs a multifaceted answer, including pricing options, transit services, demand management, aggressive system operations and management, and many others. That is why the researchers taking part in the Galvin Mobility Project are working on a whole series of studies that address many of these (and more) components of solving congestion.

In fact, the second study [http://www.reason.org/pb43\\_whymobilitymatters.pdf](http://www.reason.org/pb43_whymobilitymatters.pdf) by Reason Foundation's Ted Balaker, addresses the larger social questions surrounding the traffic jams and downsized mobility of modern life. To many, congestion seems nearly as unstoppable as gravity. Indeed, many business owners have simply accepted congestion as "a part of the cost of doing business." But what if that could be changed? Imagine a world where people and products could move around our urban areas far more freely. Job-seekers would have access to more and better job opportunities; business

owners could attract more customers and better employees. Regional economies would be more productive, and personal lives richer.

We hope these two initial studies will help begin a new dialogue about mobility and dealing with congestion. Over the coming months, Reason Foundation will make many further contributions to this discussion, and I encourage you to join us.

Sincerely, Robert W. Poole, Jr.  
Director of Transportation Studies  
Reason Foundation

## IRD and Scientex Announce New Patent Licensing Arrangement

International Road Dynamics Inc. (IRD) and The Scientex Corporation (Scientex) announced Dec 11, 2006 that they have reached a new licensing arrangement with reference to Scientex's patent on certain products used in IRD's portable work zone safety installations. IRD and Scientex both offer traffic safety products which are used to monitor, communicate and direct traffic to reduce potential hazards and delays within highway work zones through the use of warning light systems and dynamic message signs. The agreement contains an upfront license fee of USD \$125,000 to be paid immediately to Scientex, USD \$50,000 in 2007 and USD \$40,000 in 2008, as well as an 8% royalty on sales within the United States on the sale of work zone safety system solutions.

"We are pleased to have reached this new arrangement with Scientex, and look forward to leveraging their patents and products to build our presence in the niche highway work zone safety business within North America," commented Mr. Terry Bergan, President and CEO.

Dr. Eddie Neal, Scientex's CEO, said "The licensing arrangement with IRD provides additional protection for Scientex's intellectual property and affords both companies a unique opportunity to exploit a rapidly expanding ITS market. The traffic mitigation and safety benefits of Scientex's technology are well established and State DOTs are demanding our technology for their construction work zone and safety applications."

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### IRD and Scientex . . .

The Scientex Corporation is a 26 year old transportation research and technology company. It introduced its Adaptir™ technology in 1997 and has since deployed the technology nationwide as an automated, real-time motorist information and traffic control system for construction work zone, freeway speed management, and dynamic traffic merging applications.

IRD is a highway traffic management technology company specializing in supplying products and systems to the global Intelligent Transportation Systems (ITS) industry. IRD is a North American company based in Saskatoon, Saskatchewan with sales and service offices throughout the United States and overseas. Private corporations, transportation agencies and highway authorities around the world use IRD's products and advanced systems to manage and protect their highway infrastructures.

For more information Email [irdir@irdinc.com](mailto:irdir@irdinc.com).

### Citilog Provides Intelligent Video Surveillance to the SMART SunGuide Traffic Management Center in Florida

*2006 ITSA Award Winning DOT Implements Citilog's VisioPaD, on 45 PTZ Cameras*

The SMART SunGuide Traffic Management Center is the communication hub for traffic information along I-95 and I-595 in Broward County, Florida. Based in Fort Lauderdale, this traffic management center (TMC) monitors and controls the freeway management system and serves as the headquarters for its Intelligent Transportation System's (ITS) operations and maintenance.

This innovative TMC utilizes a breakthrough approach to video surveillance. Most TMCs, use their video surveillance systems in passive manner, by simply streaming the video for operators to review once an incident is called into the center. Citilog's solution allows the SMART SunGuide TMC to utilize its video surveillance system

in a proactive way by automatically reviewing the video streams from all its cameras and providing operators with alerts when incidents occur. Citilog's solution improves incident management productivity, dispatch, response time, and performance measurement by providing early detection, incident verification and most importantly, user safety.

Citilog's solution is fully integrated into the incident management software of SMART SunGuide and alarms are automatically displayed on operators' workstations.

The solution has been installed by Fortran Traffic Systems, an experienced and long-term partner of Citilog in Canada and the United States.

For more information, please visit <http://www.citilog.com>.

### GE Industrial to Acquire Microwave Data Systems

*Acquisition opens growth opportunities in \$1.3 billion global industrial wireless market segment*

GE Industrial, a unit of General Electric (NYSE:GE), and Moseley Associates have announced the signing of an agreement for GE to acquire the assets of Rochester, NY-based Microwave Data Systems (MDS), a subsidiary of Moseley Associates and a world leader in industrial, wireless, and networking solutions. The acquisition offers complementary technology to GE's Multilin business, part of GE Consumer & Industrial. It will create growth opportunities for Multilin in its current markets and in the \$1.3 billion global industrial wireless market segment, which is expected to grow 15 percent in 2007. The transaction is subject to customary government approvals and is expected to close in January 2007.

MDS employs approximately 275 people who design and manufacture networked high-speed, microwave radios for wireless communications solutions in use in oil and gas, utility, traffic monitoring, public safety, lottery and other industrial applications. The MDS wireless technology - combined with Multilin's current product lines in protection, metering, control and automation systems - will offer customers improved asset protection and control through enhanced security, speed and access of information, even in the most

remote and challenging environments, by eliminating the need for wiring. MDS' technology also helps Multilin customers to significantly reduce the cost of system interconnection, commissioning, and maintenance costs while increasing overall system performance and uptime. The MDS technology also enables the potential for a wide-range of applications in the products and services of other GE businesses, including Oil & Gas, Energy, Transportation, Equipment Services, and GE Fanuc.

"MDS is a highly technical and innovation-based enterprise with a stream of new products planned for launch in '07 and beyond. This is exactly the type of business we want in our portfolio," said Larry Sollecito, General Manager, GE Multilin. "Combining MDS' technology and products with that of Multilin not only gives us more and better solutions for our current customers but also opens up new markets for us to serve. The potential for growth is tremendous."

Jamal Hamdani, President and CEO of Moseley Associates, said, "For several years now, we have articulated a vision for Moseley - to become the GE of the wireless business - a global, diversified, and profitable market leader. Today, that vision is becoming reality in the industrial wireless business, as one of our companies, MDS, now becomes the wireless component of GE's industrial business. As we move forward, our company and our subsidiaries will continue our tradition to provide innovative products and services, always striving to anticipate and exceed the needs of our customers and employees."

Upon closure, the new business will be a wholly-owned GE subsidiary called GE MDS, LLC. Roberto Vengoechea, currently GM of Multilin's Instrument Transformer business, will lead GE MDS, LLC, working with its current leadership team of Richard Nozel, John Geiger, Mike Wagner, and David Rodriguez.

About GE Multilin visit: <http://www.geindustrial.com/multilin/>

About Moseley visit <http://www.moseleysb.com>

About MDS visit <http://www.microwavedata.com/>