

# METROPOLITAN AIRPORTS COMMISSION

Minneapolis-Saint Paul International Airport

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January 2005

Mr. Tom Knox  
President  
Safe Lites  
12903 Pioneer Trail  
Eden Prairie, MN 55347

Dear Mr. Knox:

In the fall of 2004, the Metropolitan Airports Commission procured BeaconWear™ safety vests for issue to Field Maintenance personnel. The MAC also equipped several snow removal vehicles with BrightZone™ safety signs for demonstration purposes. I would like you to know that MAC Field Maintenance personnel are extremely impressed with the performance of the Safe Lite products.

The safety vests have proven very valuable for use in an airport environment. The vests provide an extra level of safety when working in traffic zones and in areas of marginal lighting. But their greatest value is realized on the airfield where there is little or no ambient lighting. The airfield environment is dark by design. By generating its own light with the electroluminescent lighting (EL) technology, the safety vests appreciably increase the distance that personnel can be seen and identified. That margin of safety is significant.

The BrightZone™ safety signs can indeed be seen through snow, blowing snow and other debris. Visibility range is at least twice, and perhaps three times greater than officially observed visibility readings. Under clear conditions, the signs can be seen from one end of the runway to the other, a distance of over one-mile. But long-range distance is not what the MAC was looking for during the sign demonstration. When conducting our "conga-line" snow removal operations, vehicles operate in very close quarters and under extremely poor visibility conditions. Proximity awareness is, therefore, much more important to the safety and efficiency of the operation. We have found the EL technology to be far superior to strobe lighting and reflectors. Vehicle operators are able to more easily gauge distance, speed and changes in direction with the installation of a BrightZone™ safety sign on the vehicle.

I am pleased to report these observations to you and your company. On behalf of the crews who work in demanding environments, thank you for bringing this outstanding safety equipment to the marketplace.

Sincerely,

Paul M. Sichko  
Assistant Airport Director / Maintenance

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