

THE TECHNOLOGY

GALVANIZING INFO.

Greetings, after hearing from several dealers on how our Hot-Dip Galvanizing feature on the RBA aerials is being received well, we wanted to offer further details on this option. As discussed back in our dealer meeting, we now have patented this feature and presently have no competition in this area. Use this specification item to your advantage and help eliminate competition!

By immersing each entire section in molten zinc, and having penetration holes in each side-rail, hand rail, diagonal, brace, and rung; the entire interior and exterior receive this coating which will nearly eliminate any corrosion due to exposure to the elements.



The best comparison that we share with customers is to drive down their local Interstate and take note that every sign post or guard-rail they see has the SAME process. When you consider the exposure during winter weather road conditions...the main reason that this form of protection is used is due to the road salt and similar corrosive materials. These sign posts DO NOT RUST due to this protection; and remain in-service for years upon years.

This hot-dip galvanizing is extremely beneficial in any salt air environment, such as waterfront or Island communities. Our latest sale in Jamaica will be eight (8) all galvanized aerial devices. A painted steel aerial (although more conventional) at some point over its life span may show some wear spots which will subsequently have surface rust if not maintained or treated properly.

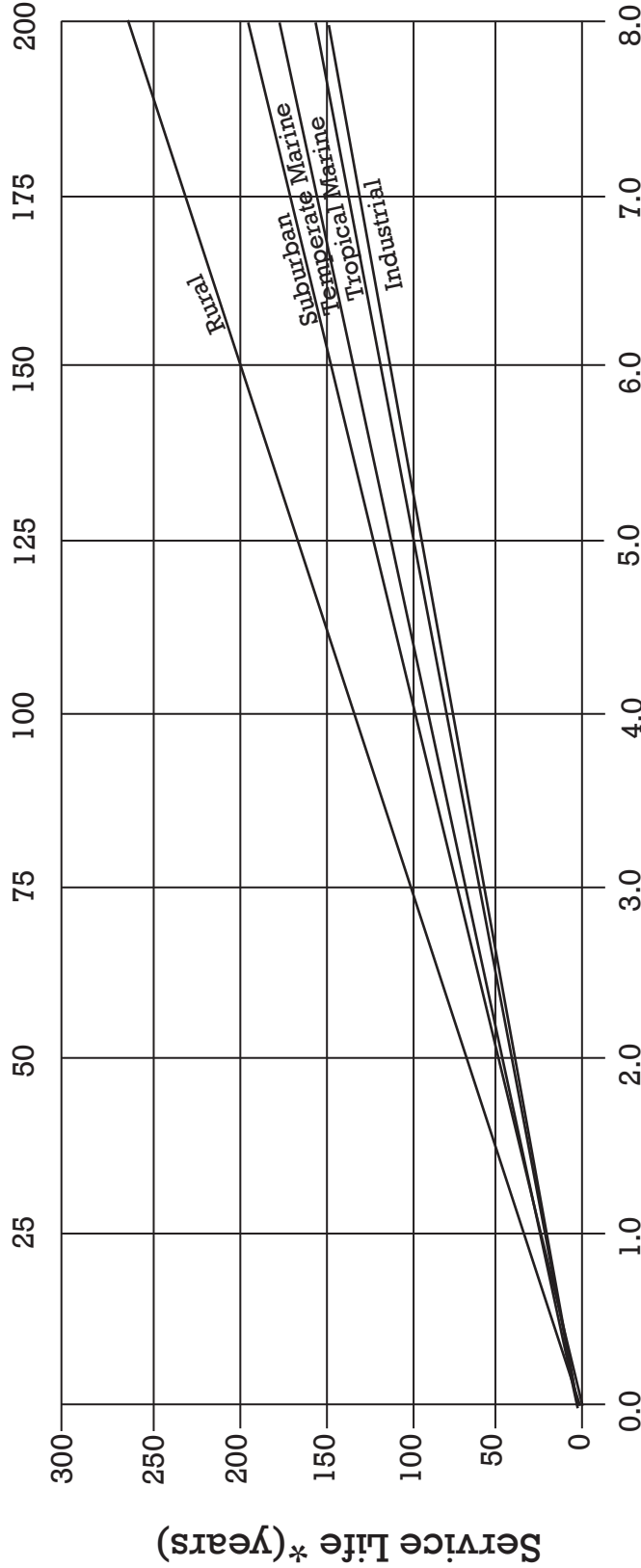
One added benefit we also discovered when using the galvanized aerial sections is that they also develop a higher lubricity quality (“coefficient”)...meaning that the aerial sections slide more freely...and now require much less greasing. Fire Departments enjoy their vehicles when they require less maintenance!

Finally, a study was conducted on long-range life expectancy on the galvanized coating...compared to common steel painted ladders and also the aluminum aerials on today market (results show on the next page); the interesting comparison figure is that it is based on rusting of the surface. Keep in mind that the average life of a Fire Department aerial device is considered to be 20-years; which varies from suburban to metro FD's.



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Service Life Chart for Hot-Dip Galvanized Coatings Derived from the Zinc Coating Life Predictor



Average Thickness of Zinc (microns top line, mils bottom line)

* Service Life is defined as the time to 5% rusting of the steel surface

Note: 1 oz./ft² ~1.8

Each galvanized part receives an average of 3 to 4 microns of zinc coating.



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HOT DIP GALVANIZING CONTACT LIST

RK Aerials began galvanizing aerials in 2003. The first trucks were sold to Minneapolis, MN. Below are Fire Departments you can contact that currently own an RK hot-dipped galvanized aerial.

Contact	Fire Department	Address	City	State	Zip Code	Phone Number	Purchased Year / Size
Kent Bratcher	Artesia Fire Department	309 E. 7th St.	Artesia	MN	88211	800-748-2076	2005 / 104'
Dale Hancock	East Side Fire Protection District	15094 Old Hammond Hwy	Baton Rouge	LA	70816	225-272-7779	2006 / 104
Robert Case	Canandaigua Fire Department	335 S. Main St.	Canandaigua	NY	14424	585-369-5051	2005 / 104'
John Fowler	Pendleton Fire & Ambulance	901 SW Court	Pendleton	OR	97801	541-276-1442	2004 / 104'
Chuck Haines	Rock Hill Fire Department	214 Elizabeth Lane	Rock Hill	SC	29731	803-329-7241	2004 / 104'
Lt. Matt Benedict	Pendleton Fire & Ambulance	901 SW Court	Pendleton	OR	97801	541-276-1442	2004 / 104'
Stephen Demeter	Midway Fire District	1322 College Pkwy	Gulf Breeze	FL	32563	850-932-4771	2004 / 104'
Mark Ober	Anderson Township	6211 Salem Rd.	Cincinnati	OK	45230	513-624-3800	2003 / 109'
Chris Hohol	Belevue Fire Department	2828 Allouez Ave	Green Bay	WA	54311	920-427-6920	2005 / 109'
Ron Nordenbrock	Poplar Springs Fire Department	494 Monroe Road	Moore	NC	29369	864-574-6554	2005 / 109'
Manuel Navarro	Colorado Springs Fire Department	3667 East Bijou St.	Colorado Springs	CO	80909	719-578-7016	2004 \$ 2005 / 109' & 75'
Rocco Forte	Minneapolis Fire Department	350 S. 5th St.	Minneapolis	MN	55415	612-673-2536	2003 / 100'
Ralph Hickenbottom	Fairfield Fire Department	104 N 2nd St.	Fairfield	IA	52556	(641)472-2509	2005 / 85'
Jerry Johnson	Madison Fire Department	116 West Center Street	Madison	SD	57042	605-256-7523	2005 / 85'
John Schoen	Airway Heights Fire Department	S. 1208 Lundstrom	Airway Heights	WA	99001	509-244-3322	2005 / 75'
Steve Bass	Grapevine Fire Department	601 Boyd Dr.	Grapevine	TX	76051	817-410-8100	2006 / 75'
C. R. Harris	HWY 58 Volunteer FD	PO BOX 310	Harrison	TN	37341	423.344.5770	2006 / 75'
Ed Reily	Hartford Fire Department	436 E. Main St.	Hartford	MI	49057	269-621-4707	2007 / 75'
Keith Tadewald	Rio Vista Fire Department	350 Main St.	Rio Vista	CA	94571	707-374-2233	2004 / 75'
A.C. Fernando Fernandez	Miami-Dade Fire Rescue	111 NW Firs St.	Miami	FL	33128	786-336-3702	2006 / 75' & 60'
Ed Einswerth	Peachtree City Fire Department	105 Peachtree Parkway N.	Peachtree City	GA	30269	770-631-2526	2004 / 65'
Jeff Brown	Cleveland Fire Department	4150 E. 49th St., Bldg 1	Cleveland	OK	44105	21-420-8100	2003 / 60'
Deputy B. Demarzo	City of Orange Township	419 Central Avenue	Orange	NJ	07050	973-266-4230	2004 / 60'

