

Firecom, Inc

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Ms Kristen Morriseau
Real Estate Board of New York
570 Lexington Avenue
New York, NY 10022

September 18, 2005

Dear Ms. Morriseau:

As per our conversation, contained herein please find Firecom's comprehensive discount program for REBNY Members relative to New York City Local Law 26 of 2004 as it pertains to Photoluminescent Signs and Markers as an emergency egress system installed in stairways.

As part of Firecom's commitment to Fire and Life Safety, which has been central to our Corporate Philosophy for over 42 years, Firecom has always investigated areas of interest pertinent to this issue. We have expanded our core business to include, in addition to High Rise Fire Alarm Systems, Fire Extinguishers, Hoses, Racks and Hose Nozzles on a sale or service basis, Emergency Action Plans as required by the same Local Law 26, as well as affiliations and strategic alliances with Electrical and Sprinkler Contractors to offer turn-key installations of Fire Safety Systems and Life Safety Programs.

We feel so strongly about these issues, and have been committed to Fire and Life Safety in the New York City market so intensely, that we felt it necessary to become ISO Compliant so others could recognize our commitment as well. **Firecom is the only supplier of these types of products and services in New York City that is ISO 2005 certified!** Please see the attached Certification Certificate.

Warranty on Products and Installation Guarantee:

In keeping with the high standards demanded by the Real Estate industry when it comes to Fire and Life Safety, Firecom had the choice of offering different types of materials. As a result of our commitment to excellence, and extensive investigation, we chose to use only the best quality product: Aluminum. Since the spirit of LL 26 dictates a long lasting installation, we saw no benefit in utilizing materials more susceptible to wear and environmental changes. Products that will require frequent replacement over the years and just meet minimum MEA requirements are of no benefit to our customers. As such, Firecom will warrantee that, if maintained properly* i.e. cleaned regularly and not covered by paint, dust or debris, our Aluminum products will glow for 20 years and if Firecom provides installation, guarantee the installation for 3 years**. This is just one way we stand behind our products. We have a vested interest in the NYC market and will remain in NYC long after the July 2006 compliance date has passed.

LOCAL LAW 26 of 2004 Photoluminescent Requirements for Existing Buildings:

All materials used to satisfy the requirements of NYC Local Law 26 of 2004 must comply with Reference Standard 6-1 and 6-1A: the technical standard for installation and placement of these markers. The design, shapes, sizes and colors have been specified by this Standard. The materials used **must** be MEA approved. Our **InfiniGlow®** brand of Photoluminescent products has been accepted for use in NYC and has been issued **MEA 219-05-M**. **Firecom will provide building surveys and detailed certification information at no charge.**

1- Step Demarcation – steps must be marked on both sides with an “L” shaped Photoluminescent marker not more than 2” away from the stringer.

2- Perimeter Demarcation – all landings must be outlined with a continuous strip of Photoluminescent material on the floor not more than 2” away from the wall, or on the wall not more than 4” above the floor with transitions down to the floor at specified locations.

3- Landing Demarcation – all landings at the top of the flight of steps must be marked with a continuous strip of Photoluminescent material not more than 2” away from either side of the side edges.

4- Obstacle Markings – all obstacles protruding more than 4” from the wall and below 6’6” must be marked with a Photoluminescent strip of alternating bands of black and Photoluminescent material.

5- Stairway Doors – All doors on all floors entering into a stairway must have the appropriate EXIT Sign mounted on the Tenant side of the door either on the wall adjacent to the door latch or on the door itself.

6- Directional Signs – stairways below grade and any above grade egress corridors where the direction of egress may be unclear must be marked with Directional Arrows.

Our Gross Manufacturing is accomplished in California, our finished manufacturing and warehousing is accomplished in Long Island City, Woodside and Deer Park Long Island. Material is available quickly, with installation within 3 to 4 weeks of contract.

All of these products and Firecom’s expertise and service are available to REBNY Members at the discounted rate of 23% off of published list price.

* A maintenance program, as required by RS 6-1A is available for all Firecom customers.

** See Firecom Sales Contract for details.

If we can answer any questions for you or any REBNY Members, please feel free to contact me in my office at (718) 899-6100 x 289 or Val Sherer at x 283.

Yours truly,

Ed Zangrillo
Firecom, Inc.