



Work Area Protection Corp.

A DIVISION OF STABLER COMPANIES INC.

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Documented Performance of the SCI Smart Cushion

These are statements about the SCI Smart Cushion from DOT's in their Findings in the Public Interest and other statements. They cover different topics which are grouped by Topic.

Cost Savings Statements

AASHTO Technology Implementation Group Nomination (TIG)

Estimated saving on frontal impacts is \$2.7M. Additional side impact savings are estimated at \$1.4M+. An estimated 370 crew dispatches were not required because of no damage on side impacts. For estimated repairs, there are savings on frontal impacts and side impacts when compared to alternate attenuators. Savings can be significant due to the low cost of repair parts (approximately \$40), decreased repair time (usually under 30 minutes) and reduced worker exposure. It is possible to repair the attenuator during incident management thereby eliminating a future site visit and lane closure.

4. The side panel design and supporting structure of the Smart Cushion eliminates damage from side impacts within design criteria. Reducing repairs needed for side impacts results in a cost savings, as well as improved worker and public safety.

Arizona Finding in the Public Interest

The second reason for our request for a FIPI is the maintenance cost savings afforded by using the SMART CUSHION. Many times after a design hit the only parts needed to repair the unit are two shear pins costing less than \$2.00 and a two-person crew can return the device to service in less than one person-hour of time after the first couple of repairs. The attached

Utah Finding in the Public Interest

2) **Reduced Life Cycle Cost.** Although the capital cost of the product is slightly more than other products, the projected 10-year cost (3 collision/year) as demonstrated by the Arizona Department of Transportation as well as the Kansas Department of Transportation, is reduced by 50% - 67% of other approved impact attenuator actual costs, projected costs or both.

Kansas Finding in the Public Interest

The point at which the SCI became more cost effective for a ten-year life cycle was at approximately 550 vehicles per day per lane and 0.08 hits per year (or one hit every 12.3 years).

Nevada Finding in the Public Interest

Justification that clearly shows that this is in the best interest for a Public Interest Finding is the maintenance cost savings afforded by using the SMART CUSHION. Many times after a design hit the only parts needed to repair the unit are two shear pins costing less than \$2.00 and a two-person crew can return the device to service in less than one person-hour of time after the first couple of repairs. The attached "cost comparison of impact

The Quad guard is about 30 times more expensive to repair than the SCI and the Tau II is 14.5 times more expensive to repair than the SCI. The time exposed to hazardous traffic is 12 times more with the Quad guard or the Tau II than the SCI system. The SCI has proven and will continue to provide a significant monetary cost savings as well as, and more importantly will expose the public and our workers to less time in a hazardous environment. Additionally the repair procedures for the SCI are less

Ontario Sole Sourcing Specification

such as at transfer exits between express/collector lanes. Although the SMART system is more expensive to supply than other narrow systems, it has been shown to be very durable and very inexpensive to repair since first being installed in Ontario in 2005. The

FHWA Concurrence to Arizona's Finding in the Public Interest

Reduced Life-Cycle Costs: As indicated by the ADOT impact attenuator life cycle cost analysis included in your request letter, its life-cycle cost is about half the amount of impact attenuators used by ADOT. The SMART CUSHION has a projected 10-year cost (3 collisions/year) of \$105K

Wisconsin Sole Sourcing Justification

Product	Initial Cost	Average Maintenance Cost \$/Hit	Average Repair Time (hours)
QuadGard Cushion System	\$24,000	\$10,000	4
Smart Cushion Innovations SCI-100GM	\$18,500	2 Shear bolts = \$1	0.75

Wisconsin Statement of Performance

gore of the ramp to I-43NB. This unit was installed as a test unit in August of 2007 during the reconstruction of the Marquette interchange project. Since that time, we have had upwards of 25 to 30 hits at this location. Each and every time the unit has performed outstandingly. Each hit to our Smart Cushion, has resulted in only minor injuries with no fatalities, minimal repair materials and resulted in a quick repair time, in turn keeping our crews within the accident scene for less than 30 to 45 minutes. The average cost for materials is \$1.45 for two shear pins and an occasional chevron marker. We have found the repair to go so efficiently, that most of our efforts concentrate around the traffic control to secure the work zone. We are very pleased with the performance of this Smart Cushion. Although Milwaukee County currently only has one

New York Thruway Statement of Performance and Savings

I spoke to the maintenance folks on the Thruway's Niagara section today. The SCI at Vulcan Street has been hit more than ten times, (Photo attached) and the only repairs have been the two shear pins and eventually, we replaced the reflective sign panel in the front. We have more than made up for the cost of the unit, and with repair times down to a half an hour, the sole sourcing of the SCI has proven to be an excellent investment. Thruway Contract TAS 13-19 includes plans to install nine of

Increased Safety of Maintenance Worker Statements

AASHTO Technology Implementation Group Nomination (TIG) by Caltrans as the best technology in the Industry

The Smart Cushion was designed to only require two shear bolts to restore the unit back to full function after a design criteria impact. providing the following benefits over other lower severity rated attenuator systems:

1. Reduces worker exposure due to fewer repair parts and repairs normally take under 30 minutes.
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4. The side panel design and supporting structure of the Smart Cushion eliminates damage from side impacts within design criteria. Reducing repairs needed for side impacts results in a cost savings, as well as improved worker and public safety.

Arizona Finding in the Public Interest

The second reason for our request for a FIPI is the maintenance cost savings afforded by using the SMART CUSHION. Many times after a design hit the only parts needed to repair the unit are two shear pins costing less than \$2.00 and a two-person crew can return the device to service in less than one person-hour of time after the first couple of repairs. The attached

high-speed, rear-end collisions for only a short time. The short repair times also minimize the safety exposure of the maintenance workers involved in repair of the impact attenuators. As there is a direct correlation between time and incidents, the reduction in the time taken to repair the device translates to a decrease in the risk of injury or death to the highway workers.

FHWA Concurrence to Arizona's Finding in the Public Interest

In the request letter, you had provided several justifications for the use of SMART CUSHION including: (1) unique stopping ability, (2) reduced life-cycle cost, and (3) reduced crash-exposure risk to workers and traveling public. We support these justifications because they are based on tangible, quantifiable benefits. The details of the justifications are summarized as follows:

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- (3) Reduced Crash-Exposure Risk: The average repair time is faster than similar impact attenuators, therefore, there is a reduced crash-exposure risk to both maintenance workers and the traveling public. As stated in the request letter, the anticipated repair time for most of the repairs is less than one person-hour for a two-person crew.

Utah Finding in the Public Interest

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- 3) **Reduced risks during repair.** This product has been shown to only require roughly ½ hour of repair time for a two man crew (one man hour). Further, in many instances, the only repair is the replacement of two shear pins. This short repair time with a two man crew reduces worker risk as well as risk to the traveling public.

Nevada Finding in the Public Interest

A safety benefit that supports the request for a Public Interest Finding is the reduced crash-exposure risk during repair of the SMART CUSHION. The short repair time needed for this impact attenuator also means the public is exposed to the risk of incidents associated with lane closures, such as sideswipe and high-speed; rear-end collisions for a shorter period. The short repair times also minimize the safety exposure of the maintenance workers involved in the repair of the impact attenuators. As there is direct correlation between time and incidents, the reduction in the time taken to repair the device translates to a decrease in the risk or injury or death to the highway workers.

more expensive to repair than the SCI. The time exposed to hazardous traffic is 12 times more with the Quad guard or the Tau II than the SCI system. The SCI has proven and will continue to provide a significant monetary cost savings as well as, and more importantly will expose the public and our workers to less time in a hazardous environment. Additionally the repair procedures for the SCI are less physically demanding than the Quad Guard and Tau II, there is no heavy lifting involved in the repair of a SCI where as the Quad Guard and Tau II requires the lifting of heavy "cartridges" that have in the past caused back injuries.

Kansas Finding in the Public Interest

The SCI side panels showed no damage during the NCHRP Report 350, TL-3, side-impact tests. Further, other state departments of transportation have had positive experiences with SCI repair. Training for maintenance forces is minimal and often the only parts required for repair are two shear pins. A significant, indirect benefit of this system is reduced worker exposure to traffic as repairs are typically completed in 20-30 minutes. (CALTRANS completed its first SMART CUSHION repair in San Francisco at the 101 and I-80 split in 23 minutes and 30 seconds.)

Colorado Initial Finding in the Public Interest

The Smart Cushion can be repaired in less than 1/2 hour and usually requires only two small bolts in repair parts. CDOT has not experienced as low a repair cost or short of repair time with other impact attenuators. CDOT requests exclusive use of the Smart Cushion for permanent locations where use of low maintenance attenuators is warranted based on high traffic counts and accident history. Short repair times are safer and in the best interest of the motoring public and CDOT maintenance workers on large traffic volume highways. Lower repair costs allow CDOT to perform more repairs within

Wisconsin Sole Sourcing Justification

a safety concern by leaving the obstruction unprotected. There is also an added safety benefit due to the fact that rapid resetting reduces the amount of time crews are working next to live traffic.

3. One of the biggest benefits is that the SCI product can be reset very quickly, reducing user delay, labor and traffic control costs. The repair can be done quickly because the system is

Caltrans Justification and Request for Sole Sourcing

We would like to be able to specify the SmartCushion as a sole source attenuator based upon the low repair cost and, more importantly, the reduction in exposure to traffic to Maintenance personnel and decreased inconvenience to motorists from the short closure times for repairs.

John Liu
Deputy District Director,
District 6 Maintenance and Operations

Caltrans Published Traffic Advisory

Oakland –Caltrans Maintenance continues to replace old and damaged beyond repair attenuators at various locations on State Highways in Oakland. An impact attenuator is used on highways as a “crumple zone” in case of an impact. The attenuators will be replaced with a Smart Cushion attenuator system.

The Smart Cushion attenuator system is known for the speed for repair, which reduces worker exposure to traffic. Money is also saved on repair parts, because parts are available at any hardware store.

Increased Safety of the Traveling Public

Arizona Finding in the Public Interest - Safety Statement for high speed and multiple impacts.

The in-service performance report documents the crash experience of the first two years that this product was deployed in the United States. Of the forty-one reported incidents, there was only one reported injury. A ¾-ton pick-up truck struck a SMART CUSHION at the HOV gore at the transition of the L202 to I-10 in Phoenix. The estimated speed of the vehicle was significantly above 100 kilometers per hour and the driver suffered minor facial lacerations, but walked away from the crash.

Arizona Finding in the Public Interest

The third reason for our FIPI request is the reduced crash-exposure risk during repair of the SMART CUSHION. The short repair time needed for this impact attenuator also means the public is exposed to the risk of incidents associated with lane closures, such as sideswipe and high-speed, rear-end collisions for only a short time. The short repair times also minimize the

Nevada Finding in the Public Interest – Request for High Speed locations

In summary, the Nevada Department of Transportation requests the Federal Highway Administration issue a Finding in the Public Interest to allow the SMART CUSHION by SCI Products, Inc. to be specified at high-speed, high crash-frequency locations through the State. This will result in safety improvements for the motoring public, and both increased safety and a significant cost reduction for the Department.

Utah Finding in the Public Interest

- 1) **Lessens vehicle occupant's chance of injury.** The unique stopping ability of the product is characterized by its ability to collapse as a function of the vehicle speed which results in a reduced longitudinal acceleration force on the occupants in the vehicle.

FHWA Concurrence to Arizona's Finding in the Public Interest

- (1) Unique Stopping Ability: The three-part energy absorption mechanics uses a metered-ports, shock absorbing hydraulic cylinder that allows for the device to adjust the resistive force necessary to collapse it as a function of the impacting vehicle's speed. The reduced longitudinal acceleration force on the occupants lessens their chance of injury.

Nevada Finding in the Public Interest

A safety benefit that supports the request for a Public Interest Finding is the reduced crash-exposure risk during repair of the SMART CUSHION. The short repair time needed for this impact attenuator also means the public is exposed to the risk of incidents associated with lane closures, such as sideswipe and high-speed; rear-end collisions for a shorter period. The short repair times also minimize the safety exposure of the maintenance

the six pulley sheaves that are locked in place by shear pins. The third component is unique among FHWA-approved impact attenuators, a metered-ports, shock absorbing hydraulic cylinder. The cylinder automatically adjusts the resistive force necessary to collapse it as a function of the impacting vehicle's speed. The 800-kg test vehicle loses inertial speed faster than the 2000-kg test vehicle and the SMART CUSHION compensates by allowing the piston to compress quicker. This reduces the longitudinal acceleration force on the occupants and lessens their chance of injury.

Wisconsin Sole Sourcing Justification

3. One of the biggest benefits is that the SCI product can be reset very quickly, reducing user delay, labor and traffic control costs. The repair can be done quickly because the system is requires approximately 45-minutes of county crew work time. All other approved systems require more in-depth repair and require the device to be out of service until spare parts can be obtained and the repair can be made. This can take up to a week or more which creates a safety concern by leaving the obstruction unprotected. There is also an added safety benefit due to the fact that rapid resetting reduces the amount of time crews are working next to live traffic.

Kansas Finding in the Public Interest

shock-absorbing hydraulic cylinder. The cylinder automatically adjusts the resistive force necessary to collapse it as a function of the impacting vehicle's speed. The 800-kg test vehicle loses inertial speed faster than the 2000-kg test vehicle and the SCI compensates by allowing the piston to compress quicker. This reduces the longitudinal acceleration force on the occupants and lessens their chance of injury.

AASHTO Technology Implementation Group Nomination (TIG)

2. Few repair parts allows workers to quickly repair the Smart Cushion which puts the attenuator back in service and reduces the traveling publics' exposure to repair vehicles and lane closures. Sometimes it is possible to repair the Smart Cushion during incident management which may eliminate a site visit and associated lane closure.

Ease of Repair and Training for Consistency in Maintenance Statements

Arizona Finding in the Public Interest

Another reason ADOT wishes to use the SMART CUSHION as the sole impact attenuator for high-speed, high crash-frequency locations is the simple method of repairing the device. Since there are no barrels or cushions there is no opportunity for confusion as to the order that these are placed. With the REACT and QuadGuard the order of the barrels and cushions is critical to the safe operation of those devices; frangible parts installed out-of-order decrease the protection offered. The SMART CUSHION does not use either barrels or cushions so there is no chance for confusion by the maintenance workers doing the repair.

Use of a single type of impact attenuator, the SMART CUSHION, also promises an increased efficiency in returning struck devices back into service. The increased efficiency comes about in two ways: first, maintenance forces will know what device is on-site and what parts should be taken to the repair; and second, crews will become adept at repairing the SMART CUSHION through repetition.

Training for maintenance forces is minimal and often the only parts required for repair are two shear pins. A significant, indirect benefit of this system is reduced worker exposure to traffic as

Nevada Finding in the Public Interest

Additional benefit of using the SMART CUSHION as the sole impact attenuator for high-speed, high crash-frequency locations is the simple method of repairing the device. Since there are no barrels or cushions there is no opportunity for confusion as to the order that these are placed. With the REACT and QuadGuard the order of the barrels and cushions is critical to the safe operation of those devices; frangible parts installed out-of-order decrease the protection offered. The SMART CUSHION does not use either barrels or cushions so there is no chance for confusion by the maintenance workers doing the repair. Use of a single type of impact attenuator, the SMART CUSHION, also promises an increased efficiency in returning struck devices into service. The increased efficiency comes about in two ways: first, maintenance forces will know what device is on-site and what parts should be taken to the repair; and second, crews will become adept at repairing the SMART CUSHION through repetition.

Wisconsin Sole Sourcing Justification

1. Although there are currently four approved crash cushions listed on PAL, there are few if any that are easier to install. The SCI cushion comes fully assembled for a pick-and-set install. Installation can be performed in less than 1-1/2 hours.
2. Minimal replacement parts are required which reduces spare parts inventory and parts costs. Repair only requires pulling the system back into place and replacing 2 shear bolts. These shear bolts are a standard hardware store bolt that the counties can easily access and requires minimal cost to maintain an inventory. The other approved systems require a substantial increase in repair costs due to the amount of parts required.

This product had been used by WisDOT in the past, primarily in the SE Region, and has the power to be a very low maintenance and cost effective product. Installing these cushions throughout the Zoo project would also provide county maintenance crews a consistent type of crash cushion to maintain.

Side Impact Performance Statements – Side Impacts average approx. 40% depending on geometrics. These impact repairs and exposure all go away with the SCI. This results in significant exposure and cost reductions that need to be factored into the equation.

AASHTO Technology Implementation Group Nomination

Estimated saving on frontal impacts is \$2.7M. Additional side impact savings are estimated at \$1.4M+. An estimated 370 crew dispatches were not required because of no damage on side impacts. For estimated repairs, there are savings on frontal impacts and side impacts when compared to alternate attenuators. Savings can be significant due to the low cost of repair parts

4. The side panel design and supporting structure of the Smart Cushion eliminates damage from side impacts within design criteria. Reducing repairs needed for side impacts results in a cost savings, as well as improved worker and public safety.

Nevada Finding in the Public Interest

vehicle impact. 2) The SMART CUSHION side panels showed no damage during the NCHRP Report 350, TL-3, side impact tests.

North Texas Toll Authority statement on unit with 60+ side impacts

3. There have been no repairs necessary for any of the side impacts. Most side impacts have certainly resulted in vehicular sheet metal damage as evidenced by the debris on the ground adjacent to the Smart Cushion and by the visible scratches (but no gouges or tears) in the side panels of the unit.

State Engineers Discussion Board Statement

Re: crash cushions

Dennis Coyle, dcoyle@dot.state.nv.us

12/13/2006

Aside from the mathematical probability factors (traffic volume, velocity and proximity to the travelway) involved in evaluating the exposure of safety hardware to impacts there are also the human behavioural factors that, in my opinion, primarily manifest themselves at driver decision points. In that regard exit ramp gores generally show up on the list of usual suspects. In addition, the converse logic of driver behavior also becomes important when a design configuration is contrary to normal driver expectations. So, in the absence of empirical data, I recommend combining probabilistic exposure data with an evaluation of driver behavioral considerations to predict high impact locations. I predicate the use of "low maintenance" devices on life cycle costs. With products like the SCI100gm going for less than \$20,000 installed the era of sacrificial devices may be coming to a close. In addition to the obvious like the cost of replacement parts I think is important to factor the following into to the cost analysis: [a] during maintenance and restoration to full operational condition any health risk to maintenance personnel and the general public; costs and equipment associated with the traffic control; adequate operating areas for labor, equipment and materials; access to the site; and the effect on other maintenance activities such as plowing snow, [b]the ability of system to remain in good operating condition through years of exposure to environmental conditions such as ultra-violet radiation, vehicle emissions, de-icing chemicals, etc.

Additional DOT Statements

Earl Sherman III – Caltrans District 4 Maint. Supervisor Southwest Region (San Jose)

I have limited experience with the Smart Cushion. We have one unit in my area of responsibility and it has been struck once. The unit was close to being fully collapsed. The supervisor and crew trained with the vendor using a video then went out and did some hands on training repairing the unit. Even though the crew had to be instructed on the process it only took approximately one half hour to complete repairs. The only materials needed for the repair were two quarter inch shear bolts and the unit looked like it was brand new. The fact that these units can be repaired so quickly with so few parts greatly reduces worker exposure. If all the repairs we do are similar to this experience this will be a great product for us.

Rosemary Chalukian – Caltrans District 6- Highway Maintenance Supervisor

We have two units installed in District 6. Both units have been hit and repaired. The first to be hit is in my area and with some help from D&M Traffic Services was repaired in less than 30 minutes. replacement parts 2- 1/4" bolts. Cost for parts \$ 0.68. Second unit hit was in another supervisor's area. I sent him the Caltrans repair video and one person from my crew. This repair took 18 minutes and cost for parts \$0.68.

Needless to say we are very impressed thus far with the Smart Cushion.

Safety is #1 and both T/C s resulted in non-injury. Maintenance employees exposure time has been reduced in regards to repairs. So far everything I had heard or read about this device has been true. facts are facts and seeing is believing.

Jon Stidman – Caltrans District 4 Maint. Supervisor North Bay Region (San Francisco)

Since I started working for the State of California in 1972, which was then THE DIVISION OF HIGHWAYS and then became the DEPT. OF TRANSPORTATION, I have worked with many styles of crash attenuators. The Hydraulic "water filled", which is not used anymore, the Sand Barrels, the Hex-Foam Sandwich Style, The "GREAT" System, The Quad-Guard System, the Adiem II, and a few others including the "Smart Cushion". At this time I am most impressed with the performance and repairability of the Smart Cushion. We installed one at the N/B 101 @ 080 Junction as this location seemed to be getting the most frequent impacts. The system has had three hits since installation last year and all three repairs took less than 30 minutes to reset. The last time it took us 22 minutes from start to finish with a cost of approx. \$1 for the shear pins which is far more cost effective while most important to us is the shorter amount of employee exposure time to Traffic.

Troy Hammond – Maintenance Supervisor Nevada Department of Transportation

I have a location on a 2 lane highway that is being damaged from accidents, 3 times this past year. The attenuator that was in place, was very time consuming and expensive to repair or replace. We purchased the Test Level III unit to give it a try at this location. The TL III unit was in place for 12 days before it was hit by a ¾ ton pickup truck going an estimated 50 MPH.

The unit performed just as Jeff had promised it would. There were not attenuator parts or debris from the hit, like we have had in the past. There was no damage done to the attenuator at all.

We were able to repair the TL III unit in 34 minutes, and that was the first time doing it. It only took 2 shear bolts, a chain and our 1-ton truck to reset the attenuator. I am very pleased with the performance of this product and would highly recommend this to anyone considering this product.

Marshel Wilber – Highway Maintenance Supervisor, Harrison County Iowa DOT

We had a pickup hit our SCI attenuator at an angle and collapsed it fully a year ago. It took us a little longer to repair as we were new to it. Once I had Chuck on the phone, he walked me thru the process and it went really easy and faster than we were trying to do. It only cost us the small shear bolts to replace and about 1 1/2 hour labor. I am sure that the next time it will be less than 30 minutes to repair as we have had the learning process and know what we need to do to make it faster and less costly to make the repairs in labor hours. This system was installed on the top of an on ramp onto a bridge on I 29 North Bound mainline interstate.

Jeff Jasper – P.E. Kentucky Department of Transportation

Here are the facts as I know them about the SCI-100 and its use in Kentucky. Our state decided to experimentally try two SCI-100s on one of our most busy highways. Both of these units were hit within six months of installation. One unit collapsed 7 feet and one was collapsed 15 feet. Both crashes were property-damage only. Our forces arrived on site at 9:30 and left the second job at 11:30 after completing both repairs. The two hours included travel time between jobs. We fixed both units for the cost of four bolts (two per unit). After this successful experiment, Kentucky began re-writing our specs to include a “severe use” crash cushion, which would include the SCI-100.

Mark Bloschock –North Texas Tollway Authority

Side Impact Frequency - Based on NTTA's past experience when the REACT 350 was in service at this location, I was told that side impacts at this particular location might have been as high as 3 or 4 side impacts for every head on impact. This estimate was based on the frequency of repairs because the cables were down. From what I think I know of the crash history at this location since the installation of the Smart Cushion on 02.21.09, the side impact-to-frontal impact relationship is still accurate. The Smart Cushion was the crash cushion of choice at this site because of its robust resistance to side impacts. There have been no repairs necessary for any of the side impacts. Most side impacts have certainly resulted in vehicular sheet metal damage as evidenced by the debris on the ground adjacent to the Smart Cushion and by the visible scratches (but no gouges or tears) in the side panels of the unit.

You didn't ask, but we also know from accident reports that no one has been killed impacting this Smart Cushion, and isn't that what it's really all about?

The history of repairs at this location are well documented in the NTTA Maintenance work orders. There have been 15 pull out repairs of the Smart Cushion without the need for replacement parts other than the bottom front roller on the first impact (as a result of a defective weld), the replacement of the usual small shear bolts in the pulley, and the replacement of the front aluminum sheet that holds the retroreflective sheeting. Because there have been multiple impacts on the already deployed Smart Cushion before the maintenance crew could schedule a

repair, I would estimate that the Smart Cushion has received approximately 20 frontal impacts that have deployed the sled at least a few feet each time.

Distributor Testimonials

John Sandy – Director of Sales and Product R&D - Traffic Safety Services

The SCI ground mounted attenuator is a value add product to our existing line of innovative products. Some companies rely on repairs as a part of their profit base when carrying certain equipment in inventory, but here at TSS we have enough to do with helping to upgrade our antiquated National Highway System without effecting expensive repairs on "newer" equipment.

The ease of installation along with the quickness of repairs, lack of a need for extensive parts inventories, and customer satisfaction add to our bottom line in a much more positive way than "disposable" crashworthy products. The SCI70GM & SCI100GM take us back to a time when things were made in America, made to last, and built tough enough to be labeled the best world- wide. We are proud to Distribute, install and stand behind this product that we truly believe in.

Ken Williams – President – Flash Safety Co., Inc.

In my 45 years in the traffic safety industry, I have seen many products introduced to Cal Trans. However, only a few have generated the enthusiasm that I see with the SCI Smart Cushion. The superior design of this product, the ease with which it can be reset, and its overall performance will revolutionize the attenuator industry for years to come.

R. Dale Cooper – President – D&M Traffic Services Inc.

Over the years we have had the opportunity to distribute products for many manufacturers. Typically, there is a lot of buildup about the products' superior features and benefits. Occasionally, the products deliver less than promised. From a distributor's viewpoint, when you get a product that really delivers all of the promises, it's pretty exciting. The Smart Cushion has proven to be one of those products. I have been present at a number of "first time repairs" with Caltrans and each time, repair crews have been very excited and pleased with the speed, cost and ease of the repairs. In each case, Caltrans crews on their first Smart Cushion repair have completed repairs in about 30 minutes using less than \$1.00 in parts! Inevitably, they are pleasantly surprised that "It actually does everything it says!" We are very excited to be involved with this product.