

City of Marina

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September 29, 2006

Ms. Polly Valley
Owner
Valley Illuminators
P.O. Box 3001
Federal Way, WA 98063-3001

Subject: Taxiway Reflectors

Dear Ms., Valley:

I would like to take this opportunity to thank you for the prompt service and delivery of the blue taxiway reflectors a few months ago. We have assembled them and they should be installed shortly.

In addition I would like to complement you on the production of a fine product. During the past 16 years I have had the privilege to purchase your reflectors for two airports that I have been associated with. The first was Arlington Municipal in Washington State and the second Marina Municipal in the Monterey Bay region of California.

The reasons I am sold on your product are:

- Your reflectors are a solid value and reasonably priced
- They are very visible in low lighting situations (at night)
- They hold up well over time in all weather conditions
- They assemble easily and are built of proven technology and materials
- They do not attract wildlife
- They are easily repaired
- They are easily installed

During my forty years in and around the aviation world I have seen many different attempts at the delineation of taxiways and taxilanes at airports. Most of these attempts were unsuccessful because markers cannot be easily seen from the cockpit of an aircraft.

In the past eight years in the California region I have observed roadway reflector dots, roadway side edge markers, taxiway markers assembled with glue and your product.

It seems to me that we airport managers have forgotten who our aviation users are and the constraints that pilots operate under. Given the vast range of differences in general aviation airplanes that operate in the United States, the different interior lighting, placement and brightness of landing lights, increased work load-complexity that comes with flying and the fact that in today's world most airport managers are not pilots it is easy to see why some airports have elected to install inferior products which are just not visible in the airport taxiway-lane environment at night.

During the May-June time frame this year I had the opportunity to fly into some different airports with many types of reflective taxiway markers. Your taxiway edge markers were extremely effective, visible and provided great visual clues for safe operation of my aircraft at night. The other reflective markers were not nearly as visible and contributed to some anxious moments in night operations at unfamiliar airports.

Keep up the good work. Due to companies like yours our national aviation system is the greatest in the world. Again thanks for producing a solid quality product.

Sincerely,

R. Steven Johnston, Airport Director
Marina Municipal Airport