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June 7, 2009

Mr. Joe Diebner Washington Trust Bank

NFPA Fire Alarm Monitoring

Dear Mr. Diebner:

I have been employed by Colliers Paragon International since 1990 as Director of Maintenance and Construction. In that period I have observed the mandatory supervision of the fire alarm systems mature from little or no oversight by government and insurance agencies to total control of all aspect of their installation, operation and maintenance. I am in total agreement with the increased oversight, it makes my job easier if ordinances and codes are enforced uniformly throughout the municipalities.

In the past, the options available to property managers were limited, regarding the fire alarm monitoring, all involved two dedicated phone lines and a relationship with a national and or regional UL rated monitoring organization. The monthly cost for NFPA service averaged \$117.00 monthly [\$41.00 per phone line and \$35.00 monitoring]. Over the years the cost on monitoring became more competitive, [Peak Alarm \$18.00 Monthly] but the telephone hard line costs remained stagnant. When buildings changed ownership or management, there were always additional expenses related to disconnections, reconnects, on-site labor for supervision and the time the building was without monitoring to contend with.

The approval of the AES Corporation, IntelliNet RF Subscriber 7750F Unit by Underwriters Laboratory and NFPA-72 change appreciably our options when it came to how were able to communicate with the monitoring companies. With the installation of this equipment, we would be able to disconnect the dedicated phone lines and realize a immediate savings of \$81.00 monthly. We are faced with an initial startup cost for the proprietary equipment of between \$650 and \$750 and the cost of the monthly monitoring increased from \$18.00 to \$25.00. After running the numbers we were able to realize a return on investment on average in 7-9 months depending on the project.

I have included the actual cost analysis I performed for CenterCal's Treasure Valley MarketPlace in Nampa Idaho. These systems were converted by Alarmco a few months ago with no interruption in service.





All of the new buildings we are taking on will be monitored using the new RF System and we are proceeding with conversion of the remaining buildings under our management. We expect this project to be completed within the calendar year of 2009.

Cordially

Pete Conlon

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