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**City of Madison Engineering
1600 Emil St.
Madison WI 53713**

December 2, 2010

Attn: Randy Wiesner

Per our conversation, we need to ask for an extension to the Madison Siren contract for 2010. Our supplier had some setbacks this summer that caused delays in the shipments of the poles and the siren heads. Due to this, we can not complete the testing of the sirens until this spring. The project is complete but the contract states that we must have two consecutive monthly tests by the county before the final payment can be made. The cold streak has made it impossible to do these tests. I have attached a copy of the letter I received from our supplier stating the reasons for the delays and should you need any further documentation, they can provide this to you.

Thanks you for your understanding on this issue.

Sincerely,

James R Beyer

**Project Manager
Hill Electric, Inc.**

#21



November 29, 2010

Mr. Jim Beyer
Hill Electric
1513 Emil Street
Madison, Wisconsin 53713

Subject: Production Delays

Jim,

I want to thank you for your order to support Dane County's Emergency Warning System and also want to offer an explanation for the delivery difficulties we encountered in completing our commitment to you.

As you know we are in the process of moving our production facility from the original plant on Woolworth Avenue to our new factory on Bradley Road West. As in all moves the completion date has been a very challenging target to hit and has caused production schedules to be extended as a result. This is by no means an excuse, rather it is a reality dictated by the very successful year we had in sales combined with over taxing our supply channel.

Our normal lead time has been 6 weeks. Given the current events, we have been experiencing 8-10 week lead times. This is a temporary scenario, but again given what we have been up against and ensuring that our quality is first and foremost 100%, it unfortunately lead to schedule extensions.

The pole delivery was complicated by the need to provide the best pricing which we were able to obtain via a "bulk shipment". Again, coordinating multiple projects on one shipment with size and quantity changes accruing as the order date drew near pushed the shipment out.

I appreciate your understanding in this matter and will assure you that this is a onetime occurrence due to the extraneous circumstances that have befallen us this 4th quarter.

I once again apologize for any inconvenience this has caused you. We will improve upon these measures as we head into 2011 and will work to be your vendor of choice.

Thank You for your patience and understanding in this matter.

Sincerely,

Ernest R. Companion
Regional Sales Manager

#21