



FY 2025 Municipal Community Mitigation Fund Grant Application

Application Instructions:

- I. All applications must be received by the Massachusetts Gaming Commission by January 31st, 2024, at 11:59 p.m. to be considered for funding for the FY 2025 grant round.
- II. Each Municipality may only submit ONE application as a Word Document.
- III. Each project must have its own form within the appropriate category. Forms can be found below as Parts A-E. If there is more than one project in a category, please copy the form. Provide a form and attachments for each project. All attachments should directly follow the relevant project form.
- IV. Be sure to fill in all the information requested on the application. Applications that are left incomplete will not be accepted.
- V. The application must be signed by the municipal administrator or an individual with signatory authority.
- VI. Submit this completed form as well as any relevant attachments to MGCCMF@Massgaming.gov or as a response to the COMMBUYS BID BD24-1068-1068C-1068L-95061

For more detailed instructions as well as the full FY 2025 Application Guidelines visit <https://massgaming.com/about/community-mitigation-fund/>

Municipal Grant Manager Information:
Applicant: Town of Ludlow
Vendor Code:
Name: Marc Strange
Title: Town Administrator
Email Address: mstrange@ludlow.ma.us
Telephone: 413-583-5600 x1200
Address: 488 Chapin Street, Ludlow, MA 01056

For full guidelines please see www.massgaming.com/about/community-mitigation-fund/application-guidelines/

Grant Budget Summary

Your community's FY 2025 proposed allocation can be found at <https://massgaming.com/about/community-mitigation-fund/>. Use the space below to total all requests by category. Please clarify how many discreet projects your community plans to undertake per category.

Total FY 2025 Allocation:		
Application Totals by Category	# of Projects	Requested Amount
A. Community Planning	1	\$44,856.00
B. Public Safety	3	\$245,084.55
C. Transportation		
D. Gambling Harm Reduction		
E. Specific Impact		
Total		\$289,940.55
Administrative Fee @ 7.5%		\$2,174.55
Grand Total		\$292,115.10

- I. Are you requesting a waiver for any program requirement?
 Yes ☒
 No ☐
- II. If yes, you must fill out a CMF Municipal Waiver Form. The Waiver form can be found as Appendix E to the RFR on COMMBUYS or online at <https://massgaming.com/about/community-mitigation-fund/forms/>. Applications without a completed waiver form will not be considered for a waiver.

Budget Category Summary

Use the below space to provide an overview of all projects to be covered by this funding. You may add as many items as is pertinent to your application (you can add rows by right clicking on the row and selecting "add row"). Please provide a category, name, brief description, and amount for each item.

Category	Project Name	Description	Amount
A. Community Planning	Ludlow Marketing	Concept & development of marketing campaign	\$44,856.00
B. Public Safety	Ludlow Police Traffic I	Traffic & speeding signage, lighted crosswalks, radar gun, message trailer.	\$136,704.00
	Ludlow Fire I	Fire extraction equipment	\$73,270.00
	Active Shooter	Estimated cost for Police & Fire overtime to attend training.	\$35,110.55
C. Transportation			

For full guidelines please see www.massgaming.com/about/community-mitigation-fund/application-guidelines/

D. Gambling Harm Reduction			
E. Specific Impact			

Applicant Certification

On behalf of the aforementioned applicant, I hereby certify that the funds that are requested in this application will be used solely for the purposes articulated in this application.



Signature:

1-30-24

Date:

MARC STRANGE, Town Administrator

Name and Title of Signatory:



COMMUNITY MITIGATION FUND

MUNICIPAL BLOCK GRANT FY 2025 WAIVER FORM

Applicants may request a waiver of a condition set forth in the Application for the Commission's consideration. All requests for waivers or variances shall be submitted with the Application. The Commission may in its discretion waive or grant a variance from any provision or requirement contained in the FY 2025 Guidelines.

Applicant: City/Town of Ludlow
Program Manager: Marc Strange
Email: mstrange@ludlow.ma.us
Telephone: 413-583-5600 x1200
Address: 488 Chapin Street, Ludlow, MA 01056

I. Financial Variance Request:

If your municipality's proposed allocation is insufficient to mitigate identified casino related impacts, you may use the space below to request additional funds. Municipal waivers will be evaluated on a case-by-case basis and award decisions will be based on available funding.

Please Note: The intent of this waiver is not to fund routine expenses but to fund significant projects that would not otherwise be able to be funded under a municipality's annual CMF allocation.

CMF Designated FY 2025 Grant Amount: \$244,900.00

Requested Amount Over Designated: \$47,215.10

Basis of Waiver Request:

The Town of Ludlow has hired a Chief Procurement Officer that will assist departments with their grants going forward. This is a new position.

The Town was able to have robust discussions after the informational meeting in December and came up with comprehensive traffic safety and marketing programs.

The departments received quotes and after reviewing the budget, 1 lighted crosswalk (-\$17,600) was eliminated and the marketing proposal was scaled back by (-4,000).

We are asking for consideration to fund our remaining requests this year so the Town can plan accordingly.

Thank you.

II. Programmatic Requirement Variance Request:

A municipality may request a waiver from any application requirement. Municipal waivers will be evaluated on a case-by-case basis and applicants will be notified of the Commission's decision.

Basis of Waiver Request:

Part C- Public Safety

Project Name: Ludlow Traffic Public Safety	
Please provide below the contact information for the individual managing this aspect of the grant	
Project Contact	Additional Project Contact (if applicable)
Name: Stephen Ricardi	Name: David Irwin
Title: Sergeant	Title: Lieutenant
Department: Ludlow Police Department	Department: Ludlow Police Department
Email Address: sricardi@ludlowpolice.com	Email Address: dirwin@ludlowpolice.com
Telephone: (413) 583-8305	Telephone: (413) 583-8305
Address: 612 Chapin Street Ludlow MA 01056	Address: 612 Chapin Street Ludlow MA 01056
<p>I. Please use the space below to identify the impact of the gaming establishment on your municipality. You may use the impacts identified in the FY 2025 Guidelines relevant to this category (Page 12-13). If you are using an impact not identified in the guidelines, please use the space below to identify the impact. Please provide documentation or evidence that gives support for the determination that the operation of the gaming facility caused or is causing the impact (i.e., surveys, data, reports, etc.)</p> <p>MGM Springfield and its various partnerships with Springfield businesses, sports franchises entertainment (Basketball Hall of Fame, Symphony Hall, Thunderbirds Hockey, Red Sox) have increased notoriety and traffic to the casino location in downtown Springfield.</p> <p>The increased traffic volume along Route 21 in Ludlow and from the Massachusetts Turnpike has created safety concerns that the Town would like to mitigate by maximizing the use of message boards, driver checkpoints and lighted crosswalks.</p>	
<p>II. Please describe the project in detail and how the proposed project will address the impact indicated above. Please include a breakdown of the proposed scope of work, the scope should be sufficiently detailed to allow the review team to understand the steps required for project completion.</p> <p>The Ludlow Police Department is seeking to purchase items and upgrade crosswalks to ensure pedestrian and vehicle safety in the areas in which travel is likely with individuals traveling to the MGM Casino in Springfield. We are seeking new and upgraded speed messaging signs as to promote safety; new upgraded crosswalks to ensure safety for crossing pedestrians on the highest of traveled roads in the Town of Ludlow and a Lidar Unit to assist with traffic enforcement on these designated areas.</p> <p>Upon confirmation of a grant award the Town will work with the Chief Procurement Officer and relevant department heads to procure these items under the terms of this grant.</p> <p>Once received they will be immediately deployed in the areas of highest impact.</p>	

Proposed MGC Grant Budget

Please use the following table to outline the project budget. Please include as an attachment any requests for proposals, quotes, or estimates that would quantify the costs associated with the mitigation.

Description of Purchase/Work	Timeline	QTY	Budget
Purchase of a ruggedized Lidar	7/1/24-2/15/25	1	\$2,495.00
Purchase of SAM Speed Board	7/1/24-2/15/25	1	\$8,856.00
Purchase of Speed Alert Boards	7/1/24-2/15/25	10	\$68,380.00
Purchase of Message Trailer	7/1/24-2/15/25	1	\$21,143.00
Solar Lighted Crosswalks	7/1/24-4/15/25	2	\$35,200.00
	Total		\$136,704.00

Part C- Public Safety

Project Name: Ludlow Fire Extraction Public Safety	
Please provide below the contact information for the individual managing this aspect of the grant	
Project Contact	Additional Project Contact (if applicable)
Name: Ryan Pease	Name:
Title: Fire Chief	Title:
Department: Ludlow Fire Department	Department:
Email Address: Lfdc1@ludlow.ma.us	Email Address:
Telephone: (413) 531-6215	Telephone:
Address: 612 Chapin Street Ludlow MA 01056	Address:
<p>I. Please use the space below to identify the impact of the gaming establishment on your municipality. You may use the impacts identified in the FY 2025 Guidelines relevant to this category (Page 12-13). If you are using an impact not identified in the guidelines, please use the space below to identify the impact. Please provide documentation or evidence that gives support for the determination that the operation of the gaming facility caused or is causing the impact (i.e., surveys, data, reports, etc.)</p>	
<p>Our Fire Department covers the entire town of Ludlow with full-time fire protection and as well as three transporting paramedic level ambulances. The Fire Department also covers several miles of Interstate 90 and state Route 21. We have seen an increase in traffic on the roadways and Interstate in which the fire department serves, created by the MGM Casino in Springfield. This increased traffic has led to a rise in vehicular collisions. We feel that purchasing a complete set of battery-operated hydraulic tools will increase the ability of our department to be better equipped and prepared to respond to vehicular collisions. Our proposal is to invest \$73,270.00 to purchase (1) battery operated hydraulic cutter, (1) battery operated hydraulic spreader, (1) battery operated hydraulic combi-tool, (1) battery operated hydraulic set of extrication rams, a set of lifting air bags, and all the accessories needed for this equipment.</p>	
<p>II. Please describe the project in detail and how the proposed project will address the impact indicated above. Please include a breakdown of the proposed scope of work, the scope should be sufficiently detailed to allow the review team to understand the steps required for project completion.</p>	
<p>The Ludlow Fire Department would like to utilize the FY2025 Community Mitigation Funds to purchase a new second set of vehicle extrication tools. Our department has one set of battery-operated hydraulic extrication tools and a second set of traditional hydraulic extrication tools. They are kept on separate engines to enable our department to respond to two separate incidents when needed. This second set is over twenty years old and utilizes a gas operated hydraulic power plant connected to the extrication tools by fifty-foot hydraulic hoses. Our primary battery-operated tools allow these tools to be mobile so that they can be used at any location and do not have to be connected to a bulky power source powered by a gasoline engine limited to fifty-foot-long hydraulic hoses.</p>	

As you can imagine, many of the vehicular accidents that require the use of such lifesaving equipment do not always occur next to a roadway. Often, this extrication equipment needs to be brought to an accident scene that is very remote from where the engine can be parked.

Proposed MGC Grant Budget

Please use the following table to outline the project budget. Please include as an attachment any requests for proposals, quotes, or estimates that would quantify the costs associated with the mitigation.

Description of Purchase/Work	Timeline	QTY	Budget
Purchase of cutter and spreader package	7/1/24-12/1/25	1	\$ 73,270.00
	Budget		\$73,270.00

Part C- Public Safety

Project Name: Ludlow Active Shooter Public Safety	
Please provide below the contact information for the individual managing this aspect of the grant	
Project Contact	Additional Project Contact (if applicable)
Name: Stephen Ricardi	Name: David Irwin
Title: Sergeant	Title: Lieutenant
Department: Ludlow Police Department	Department: Ludlow Police Department
Email Address: sricardi@ludlowpolice.com	Email Address: dirwin@ludlowpolice.com
Telephone: (413) 583-8305	Telephone: (413) 583-8305
Address: 612 Chapin Street Ludlow MA 01056	Address: 612 Chapin Street Ludlow MA 01056
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<p>MGM Springfield and its various partnerships with Springfield businesses, sports franchises entertainment (Basketball Hall of Fame, Symphony Hall, Thunderbirds Hockey, Red Sox) have increased notoriety and traffic to the casino location in downtown Springfield. This has increased vehicle & pedestrian traffic as well as calls for both Police and Fire services.</p>	
<p>II. Please describe the project in detail and how the proposed project will address the impact indicated above. Please include a breakdown of the proposed scope of work, the scope should be sufficiently detailed to allow the review team to understand the steps required for project completion.</p>	
<p>Ludlow is seeking to cover overtime costs for an Active Shooter training course in conjunction with our Fire Department. This training would cover everything from the response to an active shooter incident, to treatment of injured individuals as well as stopping the active shooter threat. The ability to train side by side with our local Fire Department on a topic like this one is significant and impactful for both departments.</p> <p>By awarding the grant the Town can ensure members of both departments can attend this worthwhile training with funding outside of the general budget.</p>	

Proposed MGC Grant Budget

Please use the following table to outline the project budget. Please include as an attachment any requests for proposals, quotes, or estimates that would quantify the costs associated with the mitigation.

Description of Purchase/Work	Timeline	QTY	Budget
Overtime for Active Shooter training for Ludlow Police & Fire. To be scheduled.	ASAP after grant award	1	\$35,110.55(Police & Fire)
	Total		\$35,110.55

Part A-Community Planning

Project Name:	
Ludlow Marketing Plan	
Project Contact	Additional Project Contact (if applicable)
Name: Lori Belanger	Name: Marc Strange
Title: Chief Procurement Officer	Title: Town Administrator
Department: Purchasing	Department: Selectboard
Email Address: lbelanger@ludlow.ma.us	Email Address mstrange@ludlow.ma.us
Telephone: 413-583-5600 x1298	Telephone: 413-583-5600 x1200
Address: 488 Chapin Street-2 nd Floor, Ludlow, MA 01056	Address: 488 Chapin Street, Ludlow, MA 01056
<p>I. Please use the space below to identify the impact of the gaming establishment on your municipality. You may use the impacts identified in the FY 2025 Guidelines relevant to this category (Page 8-9). If you are using an impact not identified in the guidelines, please use the space below to identify the impact. Please provide documentation or evidence that gives support for the determination that the operation of the gaming facility caused or is causing the impact (i.e., surveys, data, reports, etc.)</p> <p>The opening of the MGM Springfield casino has attracted thousands of visitors to the Pioneer Valley seeking gaming as well as dining, shopping, entertainment, and other tourism offerings. Town of Ludlow is located less than 15 miles Springfield, and the primary impact of MGM Springfield is that its dining, entertainment, and recreational offerings divert commerce and consumer spending away from Ludlow.</p>	
<p>II. Please describe the project in detail and how the proposed project will address the impact indicated above. Please include a breakdown of the proposed scope of work, the scope should be sufficiently detailed to allow the review team to understand the steps required for project completion.</p> <p>The requested funds will support the development of a master marketing plan which includes concepts, video production, digital marketing materials and website design & development. Many of Ludlow's businesses already operate on narrow margins given the current economic conditions.</p> <p>Ludlow offers quality dining, outdoor recreation spaces, craft breweries and a zoo among other things.</p> <p>The Town lacks a consistent marketing program/approach. This opportunity will be a significant tool to promote Ludlow and its assets for casino visitors, employees, and the public.</p> <p>Understanding the need for a comprehensive marketing plan the Town will commit to yearly fees for website maintenance and press releases from its general fund budget.</p>	

Proposed MGC Grant Budget

Please use the following table to outline the project budget. Please include as an attachment any requests for proposals, quotes, or estimates that would quantify the costs associated with the mitigation.

Description of Purchase/Work	Timeline	QTY	Budget
Marketing Plan	7/1/24-6/30/25	1	\$44,856.00

Part C- Public Safety

Project Name: Ludlow Active Shooter Public Safety	
Please provide below the contact information for the individual managing this aspect of the grant	
Project Contact	Additional Project Contact (if applicable)
Name: Stephen Ricardi	Name: David Irwin
Title: Sergeant	Title: Lieutenant
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	Total		\$35,110.55

2024 Ludlow Fire Department

Active Shooter Training

- 1 Deputy Fire Chief
- 5 Captains
- 4 Lieutenants
- 26 Firefighters

8 Hours of Overtime (approximate numbers)

- Deputy @ \$ 79.33 per hour = \$ 634.63
- Captain @ \$ 63.46 per hour = \$ 2,538.53
- Lieutenants @ \$57.11 per hour = \$ 1,827.74
- Firefighter @ \$ 50.77 per hour = \$ 10,560.29

Total Cost (Approximate) = \$15,561.20

2024 Ludlow Police Department

Active Shooter Training

- 3 Lieutenants
- 8 Sergeants
- 27 Patrolman
- 19 Special Police Officers

8 Hours of Overtime (approximate numbers)

- Lieutenants @ \$ 75.74 per hour = \$ 1,817.76
- Sergeants @ \$ 61.58 per hour = \$ 3,941.12
- Patrolman @ \$ 48.87 per hour = \$ 10,555.91
- SPO @ \$ 21.28 per hour = \$ 3,234.56

Total Cost (Approximate) = \$19,549.35

Part A-Community Planning

Project Name:	
Ludlow Marketing Plan	
Project Contact	Additional Project Contact (if applicable)
Name: Lori Belanger	Name: Marc Strange
Title: Chief Procurement Officer	Title: Town Administrator
Department: Purchasing	Department: Selectboard
Email Address: lbelanger@ludlow.ma.us	Email Address mstrange@ludlow.ma.us
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Proposed MGC Grant Budget

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Description of Purchase/Work	Timeline	QTY	Budget
Marketing Plan	7/1/24-6/30/25	1	\$44,856.00

Communications Campaign Proposal

PREPARED FOR THE
TOWN OF LUDLOW



About John Guilfoil Public Relations



John Guilfoil Public Relations LLC is a full-service public relations and communications agency specializing in serving municipal governments, police and fire departments, and school districts. We provide content creation, social media management, press releases, media relations, branding, crisis management, training, web design, video production and other communications services to more than 300 government agencies, nonprofits, and small businesses in 14 states.

JGPR works with dozens of communities, public safety agencies and school districts in eastern Massachusetts, New Hampshire, and Connecticut, supporting their communications efforts.

Company Principal John Guilfoil is a former Boston Globe reporter and former deputy press secretary to the late former Boston Mayor Thomas M. Menino. He is the 2015 and 2016 PR News National Public Affairs Professional of the Year, the 2016 National Crisis Manager of the Year, 2017 Runner Up for National Crisis Manager of the Year and 2018 Runner Up for National Government Communicator of the Year. In 2023, he was awarded the People of the Year Agency Innovator Award by PRNEWS.

JGPR was named the 2021 & 2020 Runner-Up for the PRNEWS National PR Team of the Year.

In 2022, JGPR was named nationally in the PRNEWS Agency Elite Top 100 and is a finalist for the PRNEWS National Small PR Agency of the Year.

In 2023, JGPR received the International Communications Consultancy Organisation's Global Award for Crisis and Issues Management for its work in supporting a client in crisis.

JGPR also won PRNEWS top national honors for its branding and redesign project for the Town of Groveland, Mass.



Our Award-Winning Digital Team



Kristen Potter

Digital Marketing Director

As a detail-oriented strategic marketer who is well-versed in website, email and social media marketing initiatives, Kristen leads the web team with police, fire, town and school clients.



Katelyn Goddard

Digital Marketing Project Manager

Katelyn assists with creating and maintaining client websites. She self-taught herself HTML and CSS from a young age and has been working with website design in some capacity.



Danielle Fortin

Digital Marketing Project Manager

Danielle designs and builds custom client websites. Her digital media experiences include social media strategy development, content creation, analytics, and paid ads. She moved to focusing fully on web design and development in 2021.

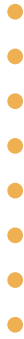


Gerald Hinch

Video Executive Producer

Gerald Hinch is a video Executive Producer at JGPR, shooting and editing high-quality videos for a range of client needs. He is a recent graduate from the Boston University College of Communication and has won multiple awards for his work as a filmmaker.

Our Award-Winning PR Team



Benjamin Paulin

Vice President

Ben oversees the JGPR's Canton office and manages the company's clients in southern New England, including police departments, fire departments, school districts and municipal government agencies. As Vice President, Ben prides himself on meeting the needs of his smallest clients with the same passion and expertise as his largest accounts. Ben also serves as the Director of JGPR Academy.



Tom Zuppa

Public Relations Account Director

Tom has a deep knowledge of local government and school operations, as well as community journalism and social media trends. At JGPR, he has developed numerous strategic communications and social media campaigns.



Robert Mills

Public Relations Associate/Public Safety Liaison

Rob joined JGPR in August 2021 after spending over two decades in the daily newspaper business, including over 19 years at The Sun in Lowell, where he worked mostly as a crime and breaking news reporter.



Kayla Rochon

Public Relations Associate

Passionate about writing and helping others, Kayla has become an integral part of the John Guilfoil Public Relations web team assisting with projects including the Town of Groveland.

CAMPAIGN ELEMENTS



Campaign Concept

Experience Ludlow

Subject to refining and
finalizing



Video Production

Spotlighting Town
Sites & Attractions



Digital Marketing Materials

Backdrops, Banners,
Postcards, Graphics & More



Website Design & Development

An Online Marketing &
Communications Hub



Public Relations

Messaging and Communications around
the various media elements



617-993-0003

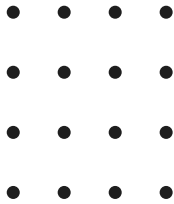


jgpr.net



info@jgpr.net

VIDEO ELEMENTS



Four (4) short profile videos featuring various sights and attractions around the Town of Ludlow.

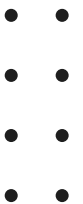
Feature historical sites, gathering places and destinations.

Interview local business owners and residents about why they like their community and why others should visit their town.

1. Elements of each individual video will be stitched together into one overarching video

2. Videos will include staged video of local businesses and attractions as well as photos & videos from past events

3. Reformatting of each video into a social media-friendly square or vertical file



GRAPHIC DESIGN



Design a logo for the campaign that would be featured on all communications and graphics.

Up to five (5) social media graphics, resized for each platform, which highlight unique experiences and destinations in Ludlow.

Two (2) infographics targeted towards the why and what makes Ludlow the place to visit.

1.

Consistent visual branding across graphics and video, including language, font & color scheme

2.

Customization of Logo to brand the communications plan.

3.

A suggested social post calendar with examples of post text/content



617-993-0003



jgpr.net



info@jgpr.net

WEBSITE & PR



Creation of a standalone website for *Experience Ludlow*. This website would feature the campaign logo, videos, and graphics that support the campaign.

The website would provide visitors with historical information, places to visit and links to resources and businesses.

Press release kicking off the marketing campaign

1-2 press releases per month highlighting various locations and businesses around town.

Press releases will be posted to your standalone dedicated website and be automatically shared to all town social media platforms and shared via email subscription signup.



CAMPAIGN PRICING

VIDEO PRODUCTION

\$22,500 Four (4) 30–90 second videos +
One (1) overarching video (max 3 minutes)
Travel Expenses Estimated at about \$1,000*

GRAPHIC DESIGN

\$7,500** Campaign Logo, Four (4) social media graphics and two (2) infographics

CAMPAIGN WEBSITE

\$10,000 one-time development fee
\$280/year SSL & Domain Registration Fee
\$99/mo hosting, security, backup & support

PUBLIC/MEDIA RELATIONS

\$199/mo for one (1) press release per month OR
\$299/mo for two (2) press releases per month

Option 1: One (1) Press Release/Mo.

\$44,856 1st Year Total for ALL deliverables

(Does not include additional marketing materials)

\$3,576 Annual Costs (after year one)

Option 2: Two (2) Press Releases/Mo.

\$46,056 1st Year Total for ALL deliverables

(Does not include additional marketing materials)

\$4,776 Annual Costs (after year one)

ADDITIONAL DIGITAL MARKETING MATERIALS:

Backdrops: Starting at \$1,500

8' Pull-Up Banner: Starting at \$999

Rack Cards: Starting at \$599 (based on quantity of 500)**

Tri-Fold Brochures: Starting at \$799 (based on quantity of 250)**

6"x9" Postcard, Two-Sided: Starting at \$920 (based on quantity 300)**

*Travel Expenses based on GSA rates and are subject to change **Does not include mailing costs

617-993-0003

 jgpr.net

 info@jgpr.net

SERVICES ACCEPTED/ SIGNATURE



- ☐ Video Production
- ☐ Graphic Design
- ☐ Campaign Website
- ☐ Public/Media Relations (\$199/mo - 1 release/mo.)
- ☐ Public/Media Relations (\$299/mo - 2 releases/mo.)
- ☐ Additional Digital Marketing Materials:
 - ☐ Backdrop
 - ☐ Pull-Up Banner
 - ☐ Rack Cards Quantity _____
 - ☐ Tri-Fold Brochures Quantity _____
 - ☐ Postcard Quantity _____

Client Name

Client Signature

Date

TERMS & CONDITIONS

1. PAYMENTS.

- i. Fee. Payment is due 30 days from delivery of the invoice. All fees quoted include, and Provider shall pay, all sales, use, excise and other taxes that may be levied upon either party in connection with this Agreement, except for taxes based on Customer's net income.
- ii. Expenses. Customer shall reimburse Provider for all reasonable out-of-pocket expenses which have been approved in advance by Customer and which are incurred by Provider in the performance of services hereunder, within 30 days after Customer's receipt of expense statements including appropriate receipts or other evidence of the expense.

2. TERM AND TERMINATION.

- i. Term. The initial term of this Agreement shall be for a period of twenty-four (24) months ("Initial Term"). Thereafter, this Agreement shall automatically renew on an annual basis ("Renewal Term") unless terminated by either party upon thirty (30) days written notice to the other party.
- ii. Termination for Cause. Except as otherwise provided for herein, either party may terminate this Agreement upon the material breach of the other party, if such breach remains uncured for 60 days following written notice to the breaching party.

3. PROVIDER WARRANTIES.

- i. Work Product Warranties. Provider warrants that any work product created pursuant to this Agreement shall not: (a) infringe on the Intellectual Property Rights of any third party or any rights of publicity or privacy; (b) violate any law, statute, ordinance or regulation (including without limitation the laws and regulations governing export control, unfair competition, antidiscrimination or false advertising); (c) be defamatory, trade libelous, unlawfully threatening or unlawfully harassing; (d) be obscene, child pornographic or indecent; and (e) contain any viruses, or other computer programming routines that are intended to damage, detrimentally interfere with, surreptitiously intercept or expropriate any system, data or personal information.

4. DISCLAIMER OF WARRANTIES. EXCEPT AS SET FORTH HEREIN, EACH PARTY EXPRESSLY DISCLAIMS ALL WARRANTIES OR CONDITIONS OF ANY KIND, EXPRESS OR IMPLIED, INCLUDING WITHOUT LIMITATION THE IMPLIED WARRANTIES OF TITLE, NON-INFRINGEMENT, MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE.

5. INDEMNITY.

- i. Mutual Indemnity. To the extent permitted by law, each of Provider and Customer shall indemnify the other for all losses, damages, liabilities, and all reasonable expenses and costs incurred arising from any third party claim, action, suit or proceeding alleging any breach of the covenants, warranties or obligations contained this Agreement, or arising from either party's acts, omissions or misrepresentations under this Agreement.

6. CONFIDENTIAL INFORMATION. Customer's "Confidential Information" are any passwords used in connection with the Public Relations service, police reports, incident reports, social security numbers, dates of birth, and any other materials which Customer designates as confidential or which Provider should reasonably believe to be confidential. Provider understands and agrees that Customer does not want any other Confidential Information of Provider, and should the parties believe that additional confidential information of Provider needs to be disclosed to Customer, the parties shall execute a separate non-disclosure agreement regarding such information. Each party shall hold the other party's Confidential Information in confidence and shall not disclose such Confidential Information to third parties nor use the other party's Confidential Information for any purpose other than as necessary to perform under this Agreement. The foregoing restrictions on disclosure shall not apply to Confidential Information which is (a) already known by the recipient, (b) becomes, through no act or fault of the recipient, publicly known, (c) received by recipient from a third party without a restriction on disclosure or use, or (d) independently developed by recipient without reference to the other party's Confidential Information.

7. LIMITATIONS ON LIABILITY. IN NO EVENT SHALL EITHER PARTY BE LIABLE FOR ANY LOST PROFITS OR SPECIAL, INCIDENTAL OR CONSEQUENTIAL DAMAGES (HOWEVER ARISING, INCLUDING NEGLIGENCE) ARISING OUT OF OR IN CONNECTION WITH THIS AGREEMENT.

8. GENERAL PROVISIONS.

- i. Governing Law. This Agreement will be governed and construed in accordance with the laws of the Commonwealth of Massachusetts without giving effect to principles of conflict of laws.
- ii. Further Assurances. Provider shall cooperate with Customer, both during and after the term of this Agreement, in the procurement and maintenance of Customer's rights to intellectual property created hereunder and to execute, when requested, any other documents deemed necessary or appropriate by Customer to carry out the purpose of this Agreement.
- iii. Compliance With Laws. Provider shall ensure that its Website design and its web hosting services will comply with all applicable international, national and local laws and regulations.
- iv. Severability; Waiver. If any provision of this Agreement is held to be invalid or unenforceable for any reason, the remaining provisions will continue in full force without being impaired or invalidated in any way. The parties agree to replace any invalid provision with a valid provision which most closely approximates the intent and economic effect of the invalid provision. The waiver by either party of a breach of any provision of this Agreement will not operate or be interpreted as a waiver of any other or subsequent breach.
- v. Headings. Headings used in this Agreement are for reference purposes only and in no way define, limit, construe or describe the scope or extent of such section or in any way affect this Agreement.
- vi. Independent Contractors. The parties to this Agreement are independent contractors, and no agency, partnership, joint venture or employee-employer relationship is intended or created by this Agreement.
- vii. Notice. Any notices required or permitted hereunder shall be given to the appropriate party at the address specified below or at such other address as the party shall specify in writing. Such notice shall be deemed given: upon personal delivery; if sent by telephone facsimile, upon confirmation of receipt; or if sent by certified or registered mail, postage prepaid, 5 days after the date of mailing.
- viii. Counterparts. This Agreement may be executed in one or more counterparts, each of which shall be deemed an original and all of which shall be taken together and deemed to be one instrument.
- ix. Entire Agreement. This Agreement, including the Exhibits attached hereto, sets forth the entire understanding and agreement of the parties and supersedes any and all oral or written agreements or understandings between the parties as to the subject matter of this Agreement. It may be changed only by a writing signed by both parties. Neither party is relying upon any warranties, representations, assurances or inducements not expressly set forth herein.

Part C- Public Safety

Project Name: Ludlow Fire Department Public Safety	
Please provide below the contact information for the individual managing this aspect of the grant	
Project Contact	Additional Project Contact (if applicable)
Name: Ryan Pease	Name:
Title: Fire Chief	Title:
Department: Ludlow Fire Department	Department:
Email Address: Lfdc1@ludlow.ma.us	Email Address:
Telephone: (413) 531-6215	Telephone:
Address: 612 Chapin Street Ludlow MA 01056	Address:
<p>I. Please use the space below to identify the impact of the gaming establishment on your municipality. You may use the impacts identified in the FY 2025 Guidelines relevant to this category (Page 12-13). If you are using an impact not identified in the guidelines, please use the space below to identify the impact. Please provide documentation or evidence that gives support for the determination that the operation of the gaming facility caused or is causing the impact (i.e., surveys, data, reports, etc.)</p>	
<p>Our Fire Department covers the entire town of Ludlow with full-time fire protection and as well as three transporting paramedic level ambulances. The Fire Department also covers several miles of Interstate 90 and state Route 21. We have seen an increase in traffic on the roadways and Interstate in which the fire department serves, created by the MGM Casino in Springfield. This increased traffic has led to a rise in vehicular collisions. We feel that purchasing a complete set of battery-operated hydraulic tools will increase the ability of our department to be better equipped and prepared to respond to vehicular collisions. Our proposal is to invest \$73,270.00 to purchase (1) battery operated hydraulic cutter, (1) battery operated hydraulic spreader, (1) battery operated hydraulic combi-tool, (1) battery operated hydraulic set of extrication rams, a set of lifting air bags, and all the accessories needed for this equipment.</p>	
<p>II. Please describe the project in detail and how the proposed project will address the impact indicated above. Please include a breakdown of the proposed scope of work, the scope should be sufficiently detailed to allow the review team to understand the steps required for project completion.</p>	
<p>The Ludlow Fire Department would like to utilize the FY2025 Community Mitigation Funds to purchase a new second set of vehicle extrication tools. Our department has one set of battery-operated hydraulic extrication tools and a second set of traditional hydraulic extrication tools. They are kept on separate engines to enable our department to respond to two separate incidents when needed. This second set is over twenty years old and utilizes a gas operated hydraulic power plant connected to the extrication tools by fifty-foot hydraulic hoses. Our primary battery-operated tools allow these tools to be mobile so that they can be used at any location and do not have to be connected to a bulky power source powered by a gasoline engine limited to fifty-foot-long hydraulic hoses.</p>	

As you can imagine, many of the vehicular accidents that require the use of such lifesaving equipment do not always occur next to a roadway. Often, this extrication equipment needs to be brought to an accident scene that is very remote from where the engine can be parked.

Proposed MGC Grant Budget

Please use the following table to outline the project budget. Please include as an attachment any requests for proposals, quotes, or estimates that would quantify the costs associated with the mitigation.

Description of Purchase/Work	Timeline	QTY	Budget
Purchase of cutter and spreader package	7/1/24-12/1/25	1	\$ 73,270.00
	Budget		\$73,270.00

FIREMATIC SUPPLY CO., INC.

23 Birch Street, Milford, Mass. 01757

978-490-9902

SGarland@firematic.com

WebSite: www.firematic.com

Quote



DATE 1/12/2024	PAGE 1
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QUOTE NUMBER QT114155

EXPIRE DATE 3/29/2024

Quoted To	CHIEF RYAN PEASE LUDLOW FIRE DEPT 574 CENTER ST LUDLOW, MA 01056
--------------	---

Ship To	LUDLOW FIRE DEPT 574 CENTER ST LUDLOW, MA 01056
------------	---

CUSTOMER NO.	CONTRACT NO.	PHONE NO.	SALESPERSON	CUSTOMER PO. NO.
3081	PSE01	(413)583-8332	SCOTT GARLAND	

LINE NO.	ITEM NUMBER	DESCRIPTION	QTY ORDERED	UNIT PRICE	EXTENDED PRICE
1	HUR2724890009	HURST S789 E3 CUTTER PACKAGE, (2) 9Ah BATTs, 110V CHARGER	1	14,928.00	14,928.00
2	HUR2714550009	HURST SP555 E3 SPREADER PACKAGE, (2) 9Ah BATTs, 110V CHARGER	1	16,327.00	16,327.00
3	HUR2744860009	R522 E3 RAM, 9Ah PACKAGE, 2 BATTERIES, CHARGER	1	11,857.00	11,857.00
4	HUR2734490009	SC 758 E3 COMBI 9Ah PACKAGE (2) 9AH BATTs & (1) 110V CHARGER	1	16,823.00	16,823.00
5	TJRTL9A	TL9 STABILIZATION PLATE, MODEL A FOR 2" TIPS	1	758.00	758.00
6	HAB106R162	VETTER VCB30 C.TEC W/PROTECTION CAP	3	3,624.00	10,872.00
7	HAB1200005000	DUEL DEADMAN CONTROLLER, ALUMINUM, CONNECT 12 BAR	1	833.00	833.00
8	HAB1200002100	Inflation Hose 12 bar, 16.4 Ft/5 m, Blue	1	103.00	103.00
9	HAB1200002000	Inflation Hose 12 bar, 16.4 Ft/5 m, yellow	1	103.00	103.00
10	HAB1200002300	Inflation Hose 12 bar, 16.4 Ft/5 m, red	1	103.00	103.00
11	HAB1000013100	VETTER CASE FOR ACCESSORIES	1	563.00	563.00
99	FREIGHT IN	FREIGHT FROM MANUFACTURER	1	0.00	0.00

Comments PRICING AS PER MA STATE CONTRACT PSE01.

Amount
By:

73,270.00
SCOTT GARLAND

Part C- Public Safety

Project Name: Ludlow Traffic Public Safety	
Please provide below the contact information for the individual managing this aspect of the grant	
Project Contact	Additional Project Contact (if applicable)
Name: Stephen Ricardi	Name: David Irwin
Title: Sergeant	Title: Lieutenant
Department: Ludlow Police Department	Department: Ludlow Police Department
Email Address: sricardi@ludlowpolice.com	Email Address: dirwin@ludlowpolice.com
Telephone: (413) 583-8305	Telephone: (413) 583-8305
Address: 612 Chapin Street Ludlow MA 01056	Address: 612 Chapin Street Ludlow MA 01056
<p>I. Please use the space below to identify the impact of the gaming establishment on your municipality. You may use the impacts identified in the FY 2025 Guidelines relevant to this category (Page 12-13). If you are using an impact not identified in the guidelines, please use the space below to identify the impact. Please provide documentation or evidence that gives support for the determination that the operation of the gaming facility caused or is causing the impact (i.e., surveys, data, reports, etc.)</p> <p>MGM Springfield and its various partnerships with Springfield businesses, sports franchises entertainment (Basketball Hall of Fame, Symphony Hall, Thunderbirds Hockey, Red Sox) have increased notoriety and traffic to the casino location in downtown Springfield.</p> <p>The increased traffic volume along Route 21 in Ludlow and from the Massachusetts Turnpike has created safety concerns that the Town would like to mitigate by maximizing the use of message boards, driver checkpoints and lighted crosswalks.</p>	
<p>II. Please describe the project in detail and how the proposed project will address the impact indicated above. Please include a breakdown of the proposed scope of work, the scope should be sufficiently detailed to allow the review team to understand the steps required for project completion.</p> <p>The Ludlow Police Department is seeking to purchase items and upgrade crosswalks to ensure pedestrian and vehicle safety in the areas in which travel is likely with individuals traveling to the MGM Casino in Springfield. We are seeking new and upgraded speed messaging signs as to promote safety; new upgraded crosswalks to ensure safety for crossing pedestrians on the highest of traveled roads in the Town of Ludlow and a Lidar Unit to assist with traffic enforcement on these designated areas.</p> <p>Upon confirmation of a grant award the Town will work with the Chief Procurement Officer and relevant department heads to procure these items under the terms of this grant.</p> <p>Once received they will be immediately deployed in the areas of highest impact.</p>	

Proposed MGC Grant Budget

Please use the following table to outline the project budget. Please include as an attachment any requests for proposals, quotes, or estimates that would quantify the costs associated with the mitigation.

Description of Purchase/Work	Timeline	QTY	Budget
Purchase of a ruggedized Lidar	7/1/24-2/15/25	1	\$2,495.00
Purchase of SAM Speed Board	7/1/24-2/15/25	1	\$8,856.00
Purchase of Speed Alert Boards	7/1/24-2/15/25	10	\$68,380.00
Purchase of Message Trailer	7/1/24-2/15/25	1	\$21,143.00
Solar Lighted Crosswalks	7/1/24-4/15/25	2	\$35,200.00
	Total		\$136,704.00



applied concepts, inc.

855 E. Collins Blvd
Richardson, TX 75081
Phone: 972-398-3780
Fax: 972-398-3781

National Toll Free: 1-800- STALKER

Inside Sales Partner: Diane Satoren
+1-972-801-4843
diane@stalkerradar.com

QUOTE
2083539

Page 1 of 1
Date: 01/25/24

Reg Sales Mgr: Dan Doyle
972-398-3780
dand@stalkerradar.com

Effective From : 01/25/2024

Valid Through: 04/24/2024

Lead Time: 35 working days

Bill To: Ludlow Police Dept 612 Chapin St Ludlow, MA 01056-2518	Customer ID: 014960 Accounts Payable	Ship To: Ludlow Police Dept 612 Chapin St Ludlow, MA 01056-2518	<i>FedEx Ground</i> Sergeant Stephen Ricardi
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Grp	Qty	Package	Description	Wrnty/Mo	Price	Ext Price
1	1	808-9625-00	MA Lidar RLR, 9000 ft Acquisition, Waterproof	24	\$2,495.00	\$2,495.00
Ln	Qty	Part Number	Description		Price	Ext Price
1	1	200-1602-53	Ruggedized RLR Lidar			\$0.00
2	2	200-1053-10	Lidar RLR Battery Cell, ACI Build			\$0.00
3	1	200-1092-01	Lidar RLR Dual Bay Battery Charger			\$0.00
4	1	200-0899-00	In-line DC Charger - X & R Series Cig Plug			\$0.00
5	1	035-0372-03	Lidar Hard Case w/Shipping Box			\$0.00
6	1	011-0002-00	Lidar Certificate of Accuracy			\$0.00
7	1	062-0093-00	Lidar Delta Distance Mode			\$0.00
8	1	011-0231-00	Lidar RLR Quick Start Guide			\$0.00
9	1	011-0215-00	Lidar RLR Operators Manual			\$0.00
10	1	060-1000-24	24-Month Warranty			\$0.00
11	1	005-9625-08	808-9625-00 MA Lidar RLR, 9000 ft Acquisition			\$0.00
Group Total						\$2,495.00

Product	\$2,495.00	Sub-Total:	\$2,495.00
Discount	\$0.00	Sales Tax 0%	\$0.00
		Shipping & Handling:	\$0.00
Payment Terms: Net 30 days		Total: USD	\$2,495.00

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This Quote or Purchase Order is subject in all respects to the Terms and Conditions detailed at the back of this document. These Terms and Conditions contain limitations of liability, waivers of liability even for our own negligence, and indemnification provisions, all of which may affect your rights. Please review these Terms and Conditions carefully before proceeding.



Stalker RLR | Long Range LIDAR



Built for the real world

*Performs in the harshest conditions,
easy to use in any condition*

UPGRADE



**Fastest
acquisition time**

UPGRADE



**Industry-leading
range and
accuracy**



**Small and
lightweight**



**IP67 waterproof
and dustproof**



Intuitive display

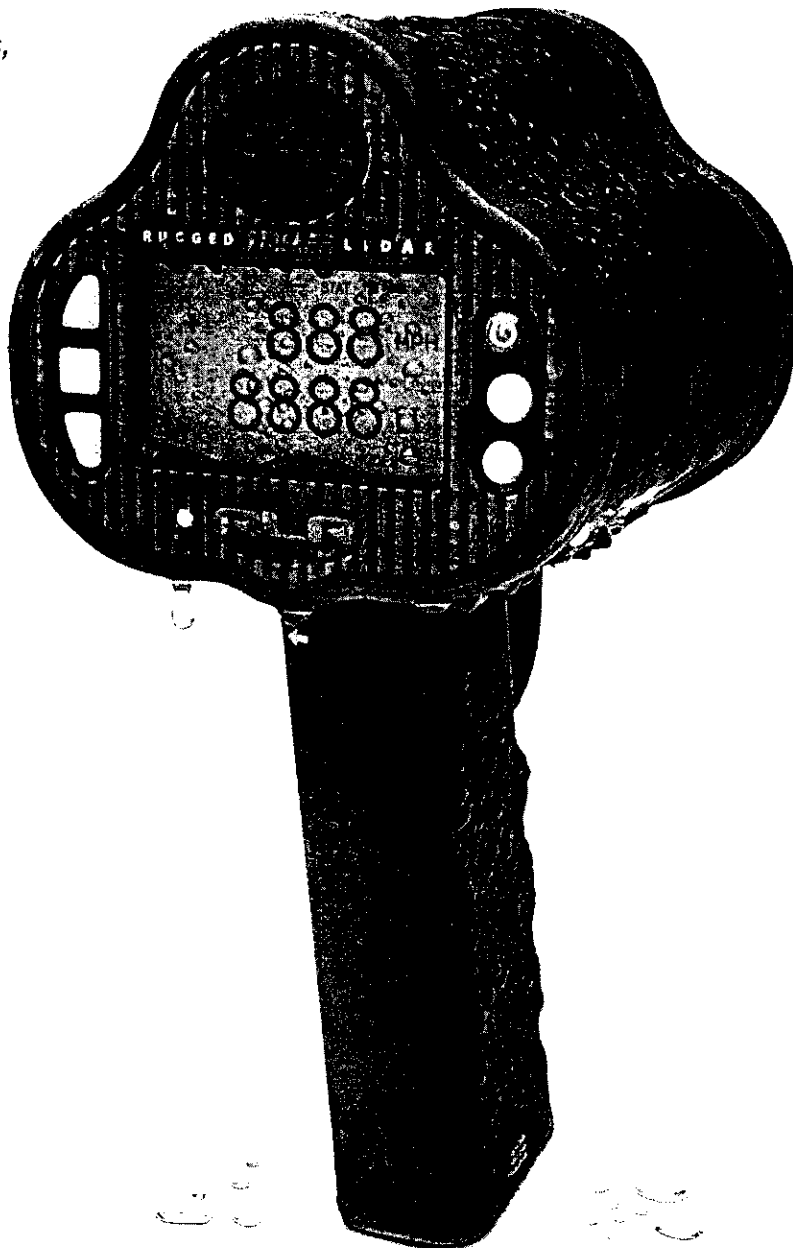


**Anti-jamming
capability**

2 versions - Removable,
high capacity Li-Ion rechargeable
battery pack or a AA battery
version - power
for multiple shifts.



High powered optics
Polymer housing is
impact resistant, waterproof,
and dustproof.



STALKER®

Power to Enforce.

The R-Series LIDAR solidifies Stalker's place at the head of the LIDAR pack. Weighing in at a mere 2.3 lbs. (1.09 kg), with batteries, the R-Series is lighter than any comparable hand-held device on the market.

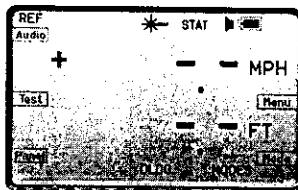
The RLR's Li-Ion battery pack snaps instantly into the pistol grip, provides power for at least two shifts, and withstands more than 500 charging cycles. Alternatively, the RLR AA uses six Alkaline or Ni-MH rechargeable AA batteries.

With an average target acquisition time of 1/3 of a second or less, and a range in excess 9,500 feet (on a tripod), there is not a more effective speed enforcement tool.



Full-Character LCD Display

The Stalker RLR LIDAR's new full-character LCD display and simple menu system make it the most user friendly lidar on the market.



Exclusive RLR Features:

■ C-Thru Technology™

Stalker LIDAR RLR's C-Thru Technology™ enables the LIDAR to track targets despite the presence of trees, leaves, bushes, utility poles, and other obstructions between it and the target.

■ Auto Obstruction Mode

Using C-Thru Technology™, the operator can take a position where previously – because of a fence, trees, signage, etc. – continuous tracking of a target was impossible.

■ School Zone / Construction Zone Mode

The RLR can track vehicles only within an operator-defined area. The operator sets a far boundary and near boundary and the RLR will ignore vehicles outside of that zone.

■ Inclement Weather / Obstruction Mode

The Inclement Weather/Obstruction Mode allows the unit to work in rain, snow, blowing dust, fog, as well as through fences, tree branches, etc.

■ Anti-Jamming Capability

■ Shoots Through Windshields

■ Calibration Expiration Notice

■ Wireless Connectivity

The RLR can connect with peripherals such as printers or speed display signs. It allows the RLR to connect to a PC for serial data transfers or use with the Data Logging feature.

■ Data Logging

Capturing and logging speed and time data is as easy as releasing the trigger. Storing up to 3,000 data sets in non-volatile memory, the data is either captured automatically or only when accepted by the operator.

■ Following-Too-Close

Easily set up. Taking readings of two vehicles in the same lane shows distance between the vehicles and separation time.

Specifications

Dimensions:	9.1" Height, 5.0" Length, 4.3" Width (23.1 cm Height, 12.7 cm Length, 10.9 cm Width)
Weight:	Including battery 2.3 lbs (1.09 kg)
Housing:	High impact resistant polymer housing
Ingress Protection:	IP67 dust and water proof
Environmental:	-22° to +140° F, operating, (-30° to 60°C) -40° to +185° F, non-operating (-40° to 85°C)
Battery Life:	Typically 500+ charge cycles
Battery Charge:	Li-Ion battery: Approx. 2 - 3 shifts AA batteries: Approx. 2 shifts
Type:	Hand-held LIDAR offering Tracking mode, and Single-Shot mode*
Acquisition Time:	0.33 second
Nominal Range on moving targets	Minimum: - Range mode < 5' (< 1.5 m) Speed mode 49' (15.2 m) Normal: 4,000' (1,219 m) approaching vehicles Maximum: 9,999' (3,047 m)
Range Accuracy:	± 6" (± 15 cm **)
Speed Measure:	299 mph (481 km/h; 260 knots)
Speed Accuracy:	± 1 mph (± 1 km/h; ± 1 knot)
Eye Safety:	FDA/CDRH CLASS 1 (U.S. /Canada eye safe)

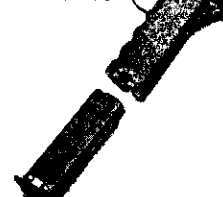
* Not available in North America
** When the unit is in 0.1 (tenths) resolution

2 models to choose from:

AA battery version
#200-1058-08



Li-Ion battery pack
#200-1058-03



For complete information, go to www.stalkerradar.com

STALKER®

Power to Enforce.

applied concepts, inc.
855 East Collins Blvd. ■ Richardson, Texas 75081
972.398.3780 ■ Fax 972.398.3781

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006-0598-00 Rev E

800-STALKER



applied concepts, inc.

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Fax: 972-398-3781

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pams@stalkerradar.com

Reg Sales Mgr: Kevin Anderson
+1-617-276-4503
kevin@a-concepts.com

QUOTE
2047000

Page 1 of 1

Date: 01/25/21

Effective From : 01/25/2021

Valid Through: 04/25/2021

Lead Time: 32 working days

Bill To: Ludlow Police Dept 612 Chapin St Ludlow, MA 01056-2518	Customer ID: 014960 Accounts Payable	Ship To: Ludlow Police Dept 612 Chapin St Ludlow, MA 01056-2518	<i>Deliver</i> Sergeant Sean Knox
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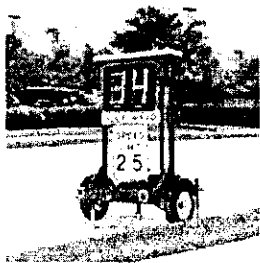
Grp	Qty	Package	Description	Wrnty/Mo	Price	Ext Price
1	1	821-1000-00	Stalker SAM Trailer	24	\$6,386.00	\$6,386.00
Ln	Qty	Part Number	Description		Price	Ext Price
1	1	015-2532-59	[253259] SAM Trailer with Top Display			\$0.00
2	1	200-1229-00	[412466] Traffic Stats Sensor, 2-Comm Ports, USB, Open			\$0.00
3	1	015-5345-00	[274714] SAM Trailer Solar Panel		\$926.00	\$926.00
4	1	015-2328-62	[232862] Red LED Light Bar-SAM/SAM-R		\$140.00	\$140.00
5	1	015-2354-40	[235440] Blue LED Light Bar-SAM/SAM-R		\$140.00	\$140.00
7	1	200-1173-00	Traffic Analyst App, Thumb Drive, Manual		\$514.00	\$514.00
8	1	200-1448-00	Trailer User Manual Kit w/USB Cable, SAM/SAM-R			\$0.00
9	1	006-0569-00	Certificate of Accuracy, Speed Sensor II			\$0.00
10	1	060-1000-24	24-Month Warranty			\$0.00
Group Total						\$8,106.00

Product	\$8,106.00	Sub-Total:	\$8,106.00
Discount	\$0.00	Sales Tax 0%	\$0.00
Payment Terms: Net 30 days		Shipping & Handling:	\$750.00
		Total: USD	\$8,856.00

delivery includes set-up and training

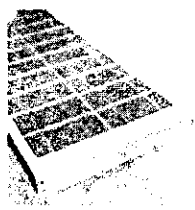
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This Quote or Purchase Order is subject in all respects to the Terms and Conditions detailed at the back of this document. These Terms and Conditions contain limitations of liability, waivers of liability even for our own negligence, and indemnification provisions, all of which may affect your rights. Please review these Terms and Conditions carefully before proceeding.

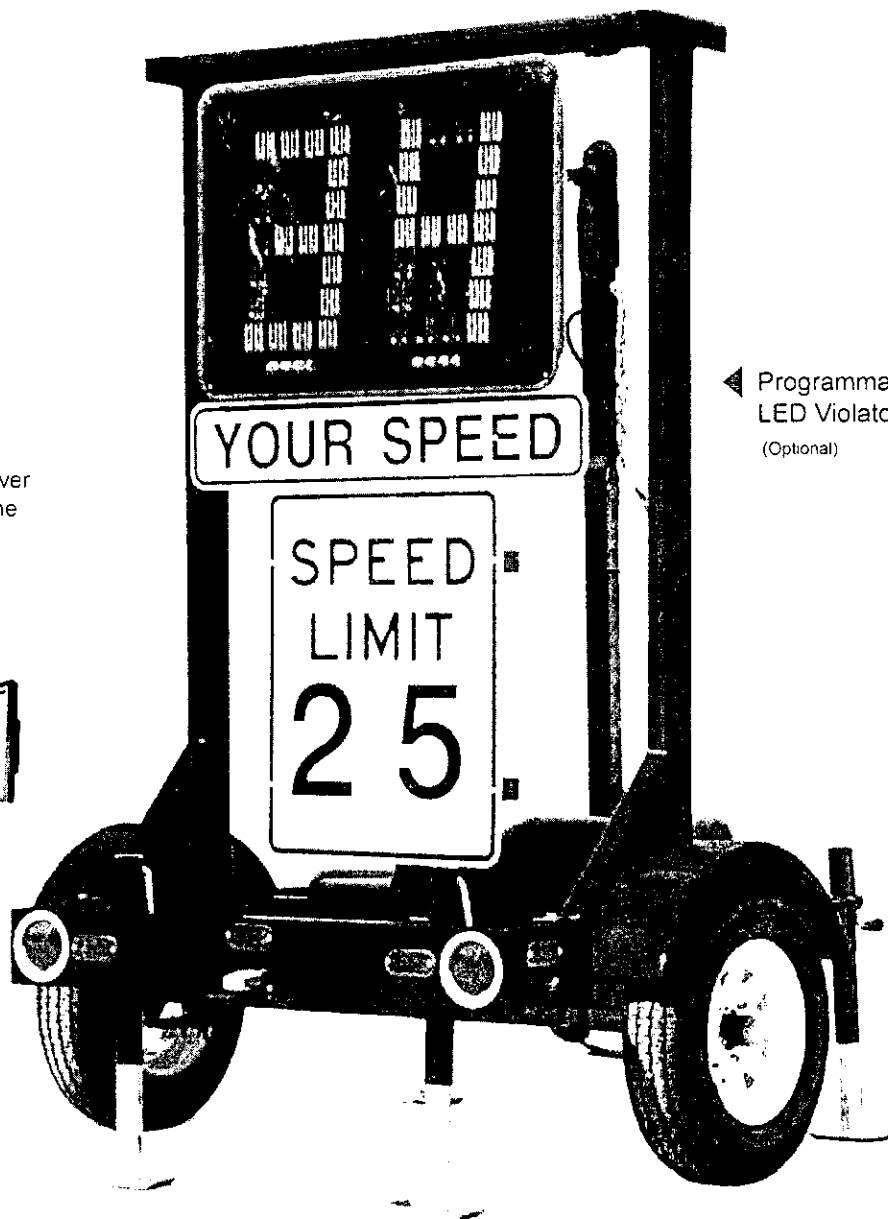
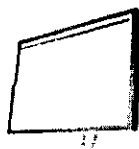


Stalker SAM | Speed Awareness Monitor

Stalker's SAM trailers are powered by Precision Solar Controls and feature Stalker speed measurement accuracy in a rugged, dependable trailer platform.



- Optional Solar Panels
- 18" Amber LED characters - legible at up to 1000 ft.
- 4D Deep-cycle battery - provides over 18 days of operation and longer time between charges
- Stalker K-Band Doppler Radar
- New Optional Programmable LED Violator Alert
- Optional Integrated Statistics Package
- Hand-held controller



◀ Programmable LED Violator Alert (Optional)

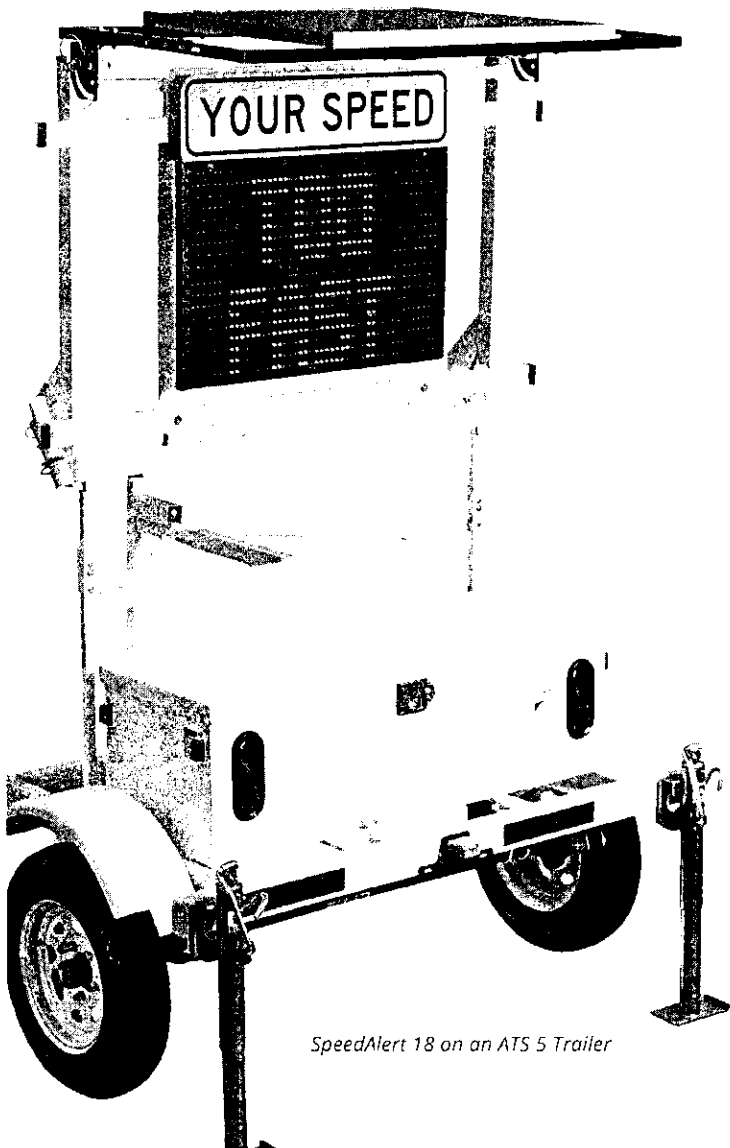


STALKER®

Power to Enforce.

Calm Traffic and Display Custom Messages.

SpeedAlert combines radar feedback with variable messaging for maximum versatility. Take SpeedAlert anywhere you want to resolve speed complaints, slow speeding, or share timely notifications.



SpeedAlert 18 on an ATS 5 Trailer

SPEED-DEPENDENT MESSAGING

Give drivers immediate feedback by displaying custom messages specific to their speed, like "Slow Down", "Too Fast!", or any other message you choose to create. You have complete control over which messages are displayed, when they are displayed, and for how long.

EASY TO TRANSPORT AND DEPLOY

SpeedAlert 18 is easily deployable by one person on a trailer, portable post, pole, or vehicle hitch in just a minute or two.

DURABLY MADE IN THE USA

InstAlert is shatterproof, graffiti-resistant, and built to last for over a decade in all weather conditions.

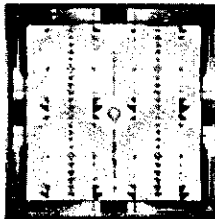
All Traffic Solutions products are manufactured in our State College, Pennsylvania production facility in compliance with the Buy American Act and the Buy America Act.



MADE IN THE USA

LED Lamp Matrix and Pulse Modulation

At the heart of the Stalker SAM is Precision Solar Control's LED Lamp Matrix and LED Pulse Width Modulation. The LED Lamp Matrix concentrates and focuses the LEDs' light, allowing the motorist to see the sign at a greater distance and, thus, act on the speed warning quicker.



LED Pulse Width Modulation significantly increases the time between battery charges and powers the LEDs so that they remain at a consistent brightness throughout the battery's discharge cycle.

Stalker K-Band Radar

The speed measurement component is pure Stalker - accurate and durable. Stalker's Stationary Speed Sensor II radar has greater range, sensitivity, and tracking when compared to competitive signs' radar.



4D Deep-cycle 12-volt battery Provides over 18 days of continuous operation yielding longer operational time between battery charges.

Graffiti-resistant paint

The finish keeps the trailer looking clean and neat for a professional department image, while its all steel construction provides a sturdy platform and reduces damage sustained in the field.

Dedicated hand-held controller

Complete programming and diagnostic functions in the palm of your hand.



Four stabilizing/leveling jacks

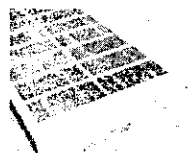
aid in proper placement and stability while allowing one officer to position the SAM on nearly any type of terrain.

Retractable/Removable tongue

Options:

Top-mounted solar panel

The panel recharges a day's worth of battery use with only 2.5 hours of sunlight allowing for "infinite" field operation.



New Programmable LED Violator Alert

High powered LED Violator Alert flashes to warn motorists when they have exceeded a pre-set speed. Three (3) different user-programmable settings and choice of blue/red or white/white.



Integrated statistical package

gathers valuable traffic data for improved grant writing support and verification of the sign's impact on traffic speeds.

STALKER SAM

Specifications:

TRAILER

Width	64" (1.63m)
Length	116" (2.95m) tongue in travel position 57 1/2" (1.5m) tongue in display position
Height	91" (2.31m)
Weight	700 lbs. (317.5kg)
Main Frame	2" x 4" x .120" Steel Tubing

DISPLAY CABINET

Material Thickness	.156" ABS Plastic
Width	36" (.91m)
Height	25 1/2" (.65m)
Depth	5 1/4" (.13m)
Lexan Window Thickness	.125"
Cabinet Temperature Delta	±20°

ENERGY SOURCE

Battery Bank	4D Deep-Cycle Battery 18 days @ 78°F (25°C)
--------------	--

RADAR - STALKER STATIONARY SPEED SENSOR II - 24.125 GHz

Detection Distance	Up to 1,200' (365 m)
Beam Width	30° x 32°

Accessories:



Coupler Lock



Wheel Jack



Wheel Lock

STALKER®

Power to Enforce.

applied concepts, inc.
855 East Collins Blvd. ■ Richardson, Texas 75081
972.398.3780 ■ Fax 972.398.3781

Copyright © 2019 Applied Concepts, Inc. All Rights Reserved. Specifications are subject to change.



006-0455-00 Rev F

800-STALKER

Lori Belanger

From: Jamie Tomas
Sent: Monday, January 29, 2024 12:43 AM
To: Lori Belanger
Cc: Daniel Valadas
Subject: FW: RRFB crosswalk lights Quote
Attachments: Ludlow RRFB.pdf; SIGNAL POST FOUNDATION 520# MHD.pdf

From: dtecc dtecc <dtecc@comcast.net>
Sent: Sunday, January 28, 2024 8:46 PM
To: Jamie Tomas <JTomas@ludlow.ma.us>
Subject: RRFB crosswalk lights

You don't often get email from dtecc@comcast.net. [Learn why this is important](#)

Jamie Tomas,
Ludlow Department of Public Works

We propose to furnish the labor and materials to install a set of solar powered JSF RRFB's at the location of your choice for the sum of \$17,000.00 per set. (One pole on each side of the street). The Town would provide and install the concrete signal base foundations. The cost of each foundation is approximately \$300.00, and both foundations would be approximately \$600. We have found that JSF is one of the easiest to install, and easy to adjust frequencies when there are multiple systems nearby. This comes with the signage on the poles, and APS push button. It is available in black or yellow. Attached you will find the product information for your review.

Thank you,
Rick Laszczyk
Down To Earth Construction Co., Inc.

Equipment Required

- | | |
|--------------------------------|--|
| 13. PB-5201-14-P33/PB-5308-P33 | 15' Steel Pole w/ Square Base- Painted Black |
| 13. AB-9407-40-B-A | Dual Amber RRFB Light Bar with 1 Tell Tale LED
(40 Watt) Black |
| 26. W11-2 | 30"x30" Pedestrian Crossing Sign (FYG) Diamond Grade |
| 13. W16-7pL | 24"x 12" Diagonal Left Arrow Sign (FYG) Diamond Grade |
| 13. W16-7pR | 24"x 12" Diagonal Right Arrow Sign (FYG) Diamond Grade |
| 13. INX9WNO-B | Polaris INX Fully Integrated Crosswalk Button Station w/ R10-25
Sign, Pushbutton w/ Directional Arrow, Voice Message, Black
Station w/ LED |

RECTANGULAR RAPID FLASHING BEACON SIGNS



W11-2
Pedestrian

Sign image from the Manual of Traffic Signs - <http://www.tdfr.com/signs/>
The sign image copyright Richard C. Moeur. All rights reserved.



W6-7pL



W6-7pR

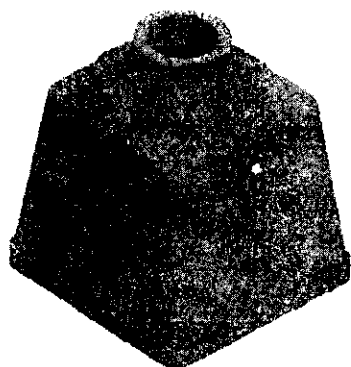
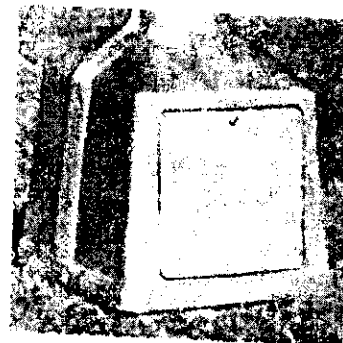
Sign image from the Manual of Traffic Signs - <http://www.tdfr.com/signs/>
The sign image copyright Richard C. Moeur. All rights reserved.



980 QUAKER HIGHWAY (146A) ■ UXBRIDGE, MA 01569
(ph) 508-278-0446 ■ (fx) 508-278-0447
WWW.MARLIN-CONTROLS.COM

Square Pedestal Bases Iron

Pelco offers aluminum, iron, and plastic bases in various sizes as well as poles in aluminum and steel. Pelco's PB-5334 and PB-5335 cast aluminum square bases are FHWA certified and meets or exceeds AASHTO break-away requirements. Plastic replacement doors offer an economical way to deter vandalism.



Square Base Assembly, Iron w/ Iron Door

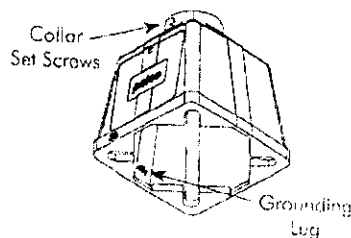
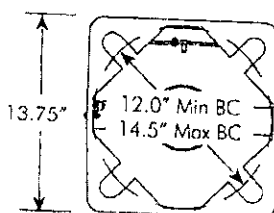
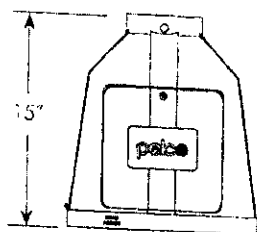
PB-5308	-	Set Screws in Collar	-	Grounding Lug	-	Coating
		1S=1 Hex Bolt 3S=3 Set Screws Blank=None		GL=Grounding Lug Blank=None		P23 GLV=Galvanized P=Paint



Square Base Assembly, Iron w/ Iron Door

PB-5511	-	Set Screws in Collar	-	Grounding Lug	-	Coating
		1S=1 Hex Bolt 3S=3 Set Screws Blank=None		GL=Grounding Lug Blank=None		GLV=Galvanized P=Paint

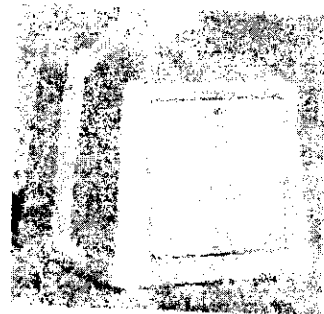
Note:
"Buy American" Certification available upon request at time of order.



Note: 1. All assemblies are supplied standard with stainless fasteners.
2. See Reference Section for available paint colors.

Pedestal Poles

Pelco offers aluminum, iron, and plastic bases in various sizes as well as poles in aluminum and steel. Pelco's cast aluminum square base is FHWA certified and meets or exceeds AASHTO break-away requirements. Plastic replacement doors offer an economical way to deter vandalism.



1

1. Pedestal Pole, 4" Sch 40, Spun Alum No Threads

PB-5101 - Length - Coating

PTIC - Process No Color
P - Paint

2

2. Pedestal Pole, 4"- 8 NPT Sch 40, Spun Alum w/ Pelican ID

PB-5100 - Length - Coating

PTIC - Process No Color
P - Paint

Pedestal Pole, 4"- 8 NPT Sch 80, Spun Alum

PB-5102 - Length - Coating

PTIC - Process No Color
P - Paint

3

Pedestal Pole, 4"- 8 NPT Sch 40, Steel

PB-5201 - Length - Coating

P - Paint

Pedestal Pole, 4"- 8 NPT Sch 40, Galv Steel

PB-5200 - Length - GLV - Coating

Blank - Galvanized Only
P - Paint over Galvanized

3. Pedestal Pole, Welded, 4"- 8 NPT w/ 5-1/2" Nipple Length, Steel

PB-5219 - Length - Coating

GLV - Galvanized
P - Paint

Note: 1. Standard poles are typically sold in 1 foot increments. For other lengths contact sales.
2. See Reference Section for available paint colors.

6/15/16

www.pelcoinc.com - sales@pelcoinc.com - 405-340-3434 - fax: 405-340-3435

Page T11-1



SELF-CONTAINED 40 WATT SOLAR ENGINE

Solar Panel	Solar Cell - Monocrystalline Silicon Rated Power (Peak) - 40 Watts Rated Voltage - 18 Volts Rated Current (amp) - 2.2 A Certification: CE and TUV certified
Solar Angle	44° (Standard)
Standard Battery Bank	2 x AGM 12V, 16 Ah - UL Recognized, field replaceable
Cold Weather Battery Bank Option	2 x AGM 12V, 16 Ah - UL Recognized, field replaceable
Solar Engine Housing Material	A5052 Sheet Aluminum (Enclosure) 6061-T6 Aluminum (Mount)
Solar Engine Dimensions	30.675" x 13.20" x 4.5" (78.4 x 33.7 x 11.5cm)*

POWER MANAGEMENT

Rated Usage	300 cycles per day, 25 second activation
Charged Capacity	Up to 40 days of rated usage
Automatic Light Control (ALC)	Various stages of brightness for different solar conditions and battery levels

SYSTEM PROTECTION

Low Voltage Disconnect	9.5 VDC
Over Current Protection	12 Amp, 97% duty cycle fuse
Self Monitoring	Visual notification of sub-optimal operation

DUAL RRF LIGHT BAR

Standard Followed	ITE VTCSH-STD 2005
RRFB Housing Material	A5052 Sheet Aluminum (Enclosure) 6061-T6 Aluminum (Mount)
LED Size	3" x 7" (76.2 x 177.8mm)* x two per lightbar
Tell Tale LED Size	1" x 2" (25.5 x 51mm)*
Housing Dimensions	24" x 3.0625" x 3.75" (61cm x 77.5cm x 9.5cm)*
Std. LED Color Options	Amber or Red (custom colors available)
RRFB Mount	Universal Jaw Mount Telespar Jaw Mount Side Mount Bracket

COMMUNICATION

Band of Operation	ISM Band (902-928 MHz)
Compliance	FCC and IC Compliant
Range	Up to 0.25 miles (100 m) with line of sight
Network Addresses	16 unique addresses to avoid interference between multiple crosswalk locations
Compatibility	Can communicate with other AB units

SYSTEM OPTIONS

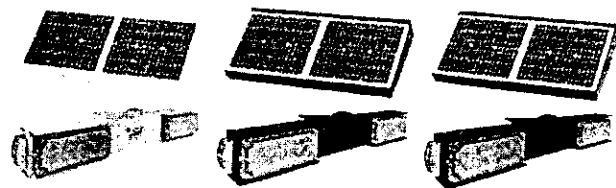
LED & Solar Engine Housing Colors	Yellow, Black or Green (custom colors available)
Mounting Options	Round Pole Chassis - 2.5", 3.5", 5" and 6" Telespar Mounting Square Wood Post Mount - 4" x 4", 6" x 6" Side Mount Bracket - 12", 18" and custom lengths available Custom Mounts Available

AB-9407-40W

RRFB Rectangular Rapid Flashing Beacon



Compliance	FHWA MUTCD compliant
Standard (Std.) Operation	Pedestrian Activated via push button or JSFT remote transmitters
Flash Pattern Options	RRFB Pattern (WW + S) FHWA 1A-2" Approved
Activation Duration	Variable from 5 seconds to 4 hours
Std. Operating Temperature	14°F to +165°F (-10°C to +74°C)
Cold Weather Upgrade Option	-40°F to +176°F (-40°C to +80°C)
System Voltage	12 VDC
Packaged Dimensions	36" x 18" x 18" @ 79LBS (91.4 x 45.7 x 45.7 @ 36KG)*



SALES

Toll-Free 1-800-451-7777

SUPPORT

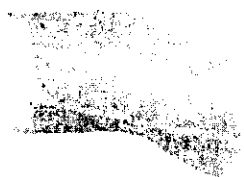
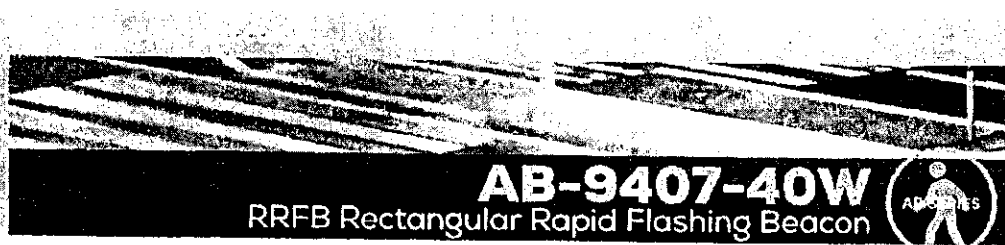
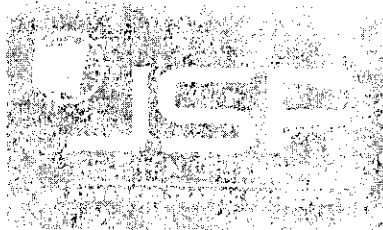
Toll-Free 1-800-451-7777

ADDRESS

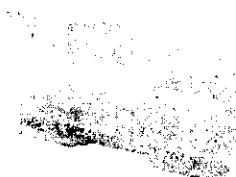
10000 1st Avenue, Suite 100, San Diego, CA 92123

5-year Limited Warranty for defects in workmanship and materials (excludes batteries and vandalism)

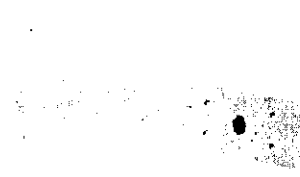
*Some quantities may vary, as needed.



UNIVERSAL JAW MOUNT

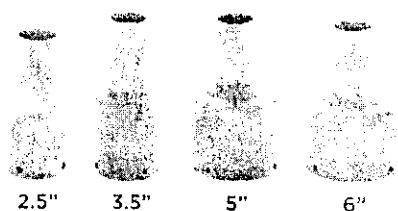


TELESPAR JAW MOUNT

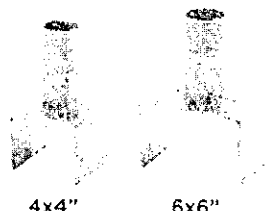


SIDE MOUNT BRACKET

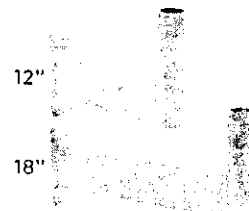
ROUND POLE MOUNT



ROUND POLE MOUNT



WOOD SADDLE MOUNT

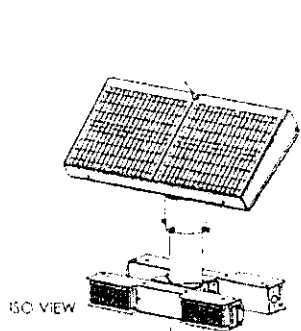


MOUNTING ARMS
(CUSTOM LENGTHS AVAILABLE)

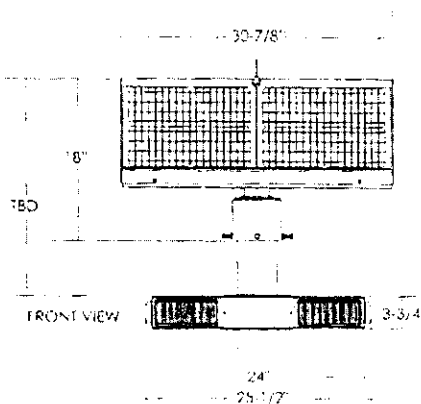


TELESPAR
MOUNT

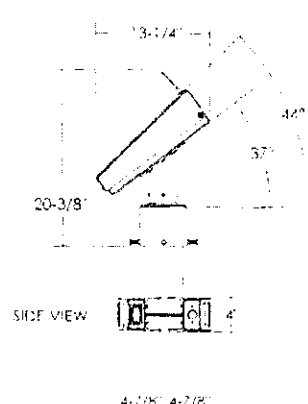
SYSTEM DIMENSIONS



ISO VIEW



FRONT VIEW



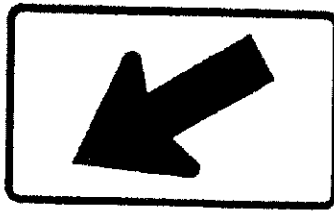
SIDE VIEW

AB-9407-40W

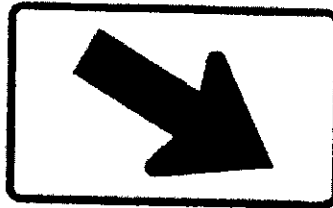
SYSTEM DRAWING



980 Quaker Highway (146A) Uxbridge, MA 01569
Ph: (508)-278-0446 Fx: (508)-278-0447
WWW.MARLIN-CONTROLS.COM



W16-7pL



W16-7pR

Sign image from Manual of Traffic signs <http://www.fhwa.gov>
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INX: Mid-Block Crossing Push Button Station

IDX: INX with iDetect Touchless Actuation Option

The INX push button station is designed for use at a pedestrian crosswalk with in-pavement or overhead flashing yellow lights. The system consists of a 9"x12" instructional sign, a push button with directional arrow (bidirectional and blank buttons also available) for activating the flashing lights, a voice message, and one yellow LED above the push button that flashes when the street warning lights are flashing.

The INX uses the same rugged housing as Polara's "INS" iNavigator. In addition to the push button, the INX contains a speaker, a 10-watt RMS audio amplifier, a noise monitoring microphone for auto volume control, and LED indication.

The INX operates off of the warning light system control unit via six wire connections (see page 2). The INX has the same Bluetooth configuration interface as the "INS" iNavigator, which is used to select audio messages, change settings, and download firmware updates. The Bluetooth can also communicate with other buttons, eliminating the need for separate radios to perform this function. INX/IDX is not compatible with XAVCU controllers.

IDX Features:

- Detects movement typically within 1-4 inches
 - Inconspicuous Radar Detection - Vandal Resistant
- The unit is supplied with mounting hardware and installation instructions.

Ordering Options

INX 9 W N 0 - Y - NA

Product Family

INX - Standard
IDX - With iDetect
(Touchless Actuation)

Size of Front Plate Adapter
5 - 5" x 7"
9 - 9" x 12" (Standard)

Additional Button Options

NA - No Arrow
BD - Bi-Directional Arrow

Button Cover Color

Back plate is always black.

B - Black
G - Green
Y - Yellow (Standard)

Audio Message Option

0 - Standard Messages
1 - Custom Messages

Braille

N - No Braille on Faceplate (Standard)
B - Braille on Faceplate

Faceplate

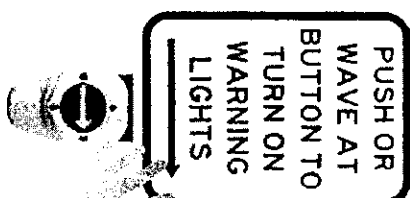
MUTCD Compliant

W - 9x12 R10-25 (Standard) W - 5x7 Based on R10-25

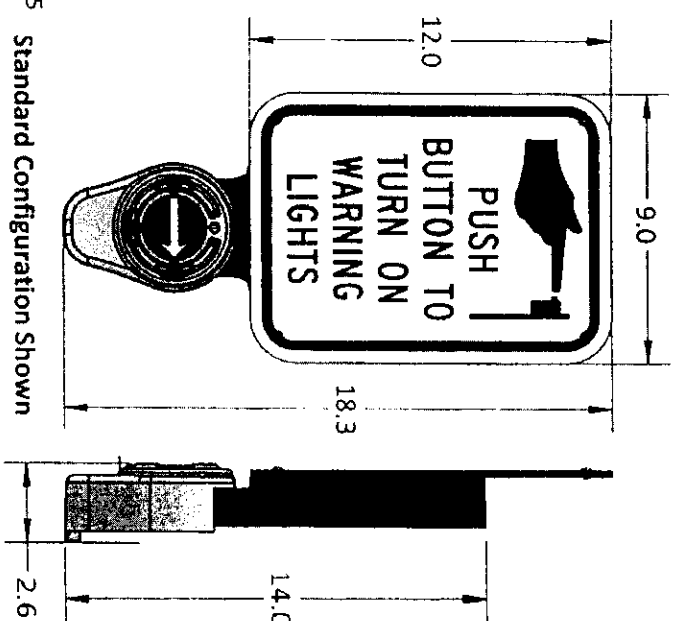
Non-MUTCD Compliant

0 - No Faceplate

S - 9x12 Touchless



iDetect Option & Sign
IDX9SNO-Y



POLARA

Function

Push button station (PBS) for use on crosswalks with flashing yellow lights. Connects to RFB to enable triggering of crosswalk lights and can provide a locate tone and a voice message. Voice message can be set to play 1/2/3 times, or for the entire time the lights are flashing. Factory Default Setting is to play 2 times per FHWA.

Features

- Instructional 9"x12" retro-reflective sign with tamper-resistant mounting screws
- One yellow LED that flashes when warning lights are flashing
- ADA-compliant push button with directional arrow, field adjustable to point left, right, up, or down
- 10-watt audio amplifier
- Weather resistant speaker
- Volume and other settings set using the free Polara service app, connected over Bluetooth
- Standard English Message: "Yellow lights are flashing" (Default 2X per FHWA)

Electrical Properties

Power Requirements	
DC In	10-24 VDC
Button	7-32 VDC
Lights In	7-32 VDC
Idle Current Draw	~15mA @ 12 VDC (Locate Tone With Default Settings)
Peak Current Draw (15 VDC Input Power)	~500mA with Voice Message at maximum

Notes:

1. DO NOT APPLY AC VOLTAGE TO THIS SYSTEM!
2. Designed to comply with applicable sections of referenced standards
3. All specifications are subject to change without notice
4. All specifications are typical unless otherwise specified



6-Wire System Termination View

2-Wire inputs for LIGHTS (+/-)*
2-Wire inputs for BUTTON (+/-)*
Power (PWR)
Ground (GND)
*Both LIGHTS and BUTTON accept either polarity.

Mechanical Properties

Physical	
Enclosure Type	Plastic sealed housing, powdercoated cast aluminum cover and backplate
Installation	3/4" or smaller banding or 2 tapped 1/4-20 holes on 6" centers, 1/2" or larger hole for wire access
Dimensions	
Width	9" (with 9x12" sign) / 5.1" (without sign)
Length	18.2" (with 9x12" sign) / 14" (without sign)
Maximum Height	2.6"

Operating Specifications

Parameter	Rating
Operating Temp. Range	-34°C to +74°C (-30°F to +165°F)†
Storage Temp. Range	-45°C to +85°C (-50°F to +185°F)
Operating Force	3.0 lbs max
Switch Operating Life	Greater than 20 million operations
Max. Volume	100 dB @ 1 meter

Design Compliance

Test Type	Compliance
Functionality	MUTCD 2009-4E
Temperature and Humidity	NEMA TS2
Mechanical Shock and Vibration	NEMA TS2
INX Enclosure	NEMA 250 Type 4X

† Detect touchless actuation will work as specified in the range of -20°C to +60°C (-4°F to +140°F). Detection could fluctuate and be reduced/less responsive outside of the specified range. All normal PBS functions will work through the extended NEMA temperature ranges. †Detect is an additional feature/supplement to the PBS.



**Mail Purchase
Orders to:**

3100 Research Dr.
State College, PA
16801

All Traffic Solutions Inc.
PO Box 221410
Chantilly, VA 20153
Phone: 814-237-9005
Fax: 814-237-9006
DUNS #: 001225114
Tax ID: 25-1887906
CAGE Code: 34FQ5

QUOTE Q-82948

DATE: 01/04/2024

**PAGE
NO:** 1

Questions contact:

**MANUFACTURER:
All Traffic Solutions**

Matthew O'Brien
(571) 321-5449
x 265
mobrien@alltrafficsolutions.com

Independent Sales Rep:

BILL TO:

Ludlow Police Department - MA
612 Chapin Street
Ludlow, MA 01056

SHIP TO:

Ludlow Police Department - MA
612 Chapin Street
Ludlow, MA 01056
Attn: Daniel Valadas

Billing Contact:

**PAYMENT
TERMS:**

Net 30

CUSTOMER: Ludlow
Police Department - MA

CONTACT:(413) 583-8305

ITEM NO:	DESCRIPTION:	QTY:	EACH:	EXT. PRICE:
4000750	App, Mobile User Interface perpetual license (only 1 req'd per account)	1	\$100.00	\$100.00
4000741	SpeedAlert 18 Radar Message Sign (RMS); base unit w/ mounting bracket	10	\$3,816.00	\$38,160.00
4001299	3 Year Warranty	10	\$0.00	\$0.00
4000874	All Options Activation: Bluetooth, Traffic Data, Violator Alert, Pictures, (\$3000 Value, requires Traffic or Message Suite)	10	\$0.00	\$0.00
4000647	App, Traffic Suite (12mo); Equip Mgmt, Reporting, Image Mgmt, Alerts, Mapping and PremierCare	10	\$1,500.00	\$15,000.00
4001626	VZW communications prep	10	\$0.00	\$0.00
4000793	Violator Strobe, Dual; Hardware for SpeedAlert 18, flash helps draw attention to the driver's speed. Requires color assignment PN.	10	\$412.00	\$4,120.00
4001619	Strobe Color: Blue and White (Requires 4000793 Dual Violator Strobe)	10	\$0.00	\$0.00
4001820	Integrated Solar pole mount battery kit (iA/SA18) 33Ah batt & solar controller	10	\$1,009.00	\$10,090.00
4000701	Solar panel, 90W; includes bracket for pole and harness	10	\$811.00	\$8,110.00
4001889	Shipping and Handling Sourcewell Contract	1	\$1,000.00	\$1,000.00

Special Notes:

Speed Alert 18 Solar Powered (20 H x 30 W / 29 Lbs.) is a Radar & Variable Message Board combination for traffic calming/statistic and general messaging with graphics and mounts to any post or pole. Perfect for all Speed Limits

- Remotely Manage the signs with our web based TrafficCloud for 12 months using laptop connected to Wi-Fi to change or schedule settings, download 8 traffic data reports
- Receive alerts via text or email (tamper, low battery, high speed)
- Camera inside board snaps a photo during tamper alert
- GPS device in all Signs
- Premiere Care Warranty while having TrafficCloud (covers software upgrades/repairs at 100% as well as 50% off repairs due to vandalism, 50% off batteries and accessories)
- Training included on TrafficCloud software
- No contract commitment, choose to renew TrafficCloud or not always keep Bluetooth capabilities to operate the sign/download traffic data
- 3 Year Manufacturer's Warranty on all Signs
- All products are made in America
- 2-4-week lead time on delivery

**SALES
AMOUNT:**

\$76,580.00

**TOTAL
USD:**\$68,380.00

Duration: This quote is good for 60 days from date of issue.

Shipping Notes: All shipments shall be FOB shipper. Shipping charges shall be additional unless listed on quote.

Taxes: Taxes are not included in quote. Please provide a tax-exempt certificate or sales tax will be applied.

Warranty: Unless otherwise indicated, all products have a one year warranty from date of sale. Warranty extensions are a component of some applications that are available at time of purchase. A Finance Charge of 1.5% per month will be applied to overdue balances. GSA GS-07F-6092R

I am authorized to commit my organization to this order. If your organization will be creating a purchase order for this order, please submit purchase order to either of the following: Email: sales@alltrafficsolutions.com or Physical Address: Listed at top of quote.

Signature: _____ Date: _____

Print Name: _____ Title: _____



For more information visit us online at AllTrafficSolutions.com

 sales@alltrafficsolutions.com

 Call us at 866.366.6602

All Traffic Solutions. 12950 Worldgate Drive, Suite 310, Herndon, VA 20170

©All Traffic Solutions TrafficCloud® leverages our patented technology (US Patents 8417442; 8755990; 9070287; 9411893) to deliver unique cloud-based management, features and functionality. TrafficCloud® is a registered trademark of All Traffic Solutions.

All Traffic Solutions products are made in the USA in compliance with both the Buy America Act and the Buy American Act. All Traffic Solutions is a BuyBoard vendor for the BuyBoard National Purchasing Cooperative. We can provide Sole Source documentation for any products connected to TrafficCloud. A complete list of purchase options can be found on our website. GSA contract number: GS-07F-6092R

GSA





Connected Solutions for Better Traffic Safety Outcomes

SPEEDALERT 18 RADAR MESSAGE SIGN

AllTrafficSolutions.com

Web-Based Reporting and Accessibility

All Traffic Solutions' patented TrafficCloud® software enables you to remotely manage and monitor your devices from anywhere using any internet-connected device.

Access real-time traffic data, generate ready-made speed and volume reports, and get email or text alerts for tampering, low batteries, and high-speed violators.

MAXIMIZE RESOURCES WITH REAL-TIME DATA

Use your web-enabled SpeedAlert sign to:

- Conduct hassle-free traffic studies
- Quickly resolve speeding complaints
- Increase driver speed awareness
- Identify speeding hot spots and prioritize enforcement in high-risk areas

WARRANTY AND FREE TRAINING

To ensure that our customers get the most out of our solutions, we offer the best product warranty on the market, world-class customer support, and unlimited free training from our US-based offices.

"The [SpeedAlert18] sign is so versatile and the quality is second to none. The possibilities seem endless for its use in our town."

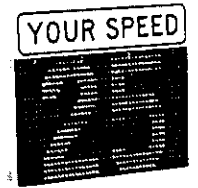
– Chief Chris Hatton, Sylva Police Department

Product Specs

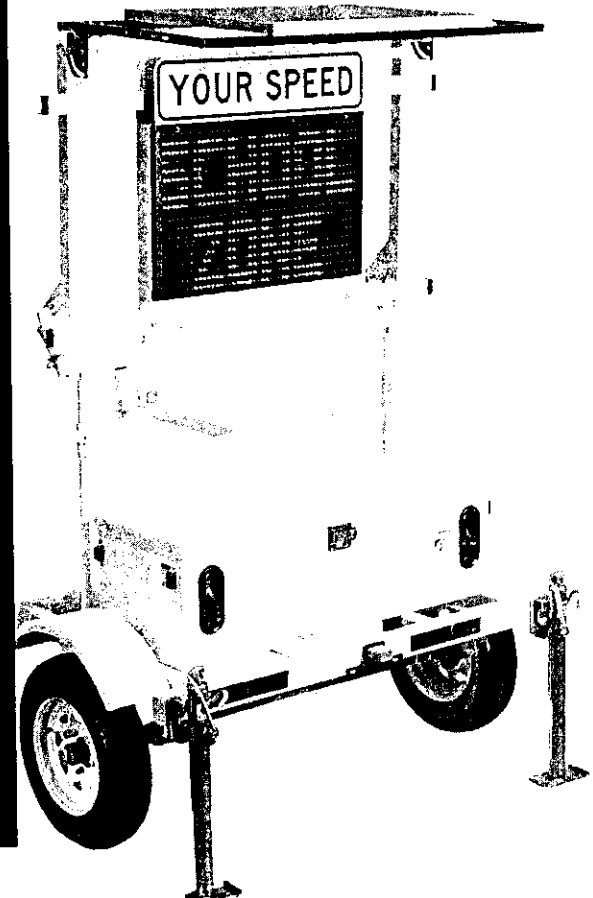
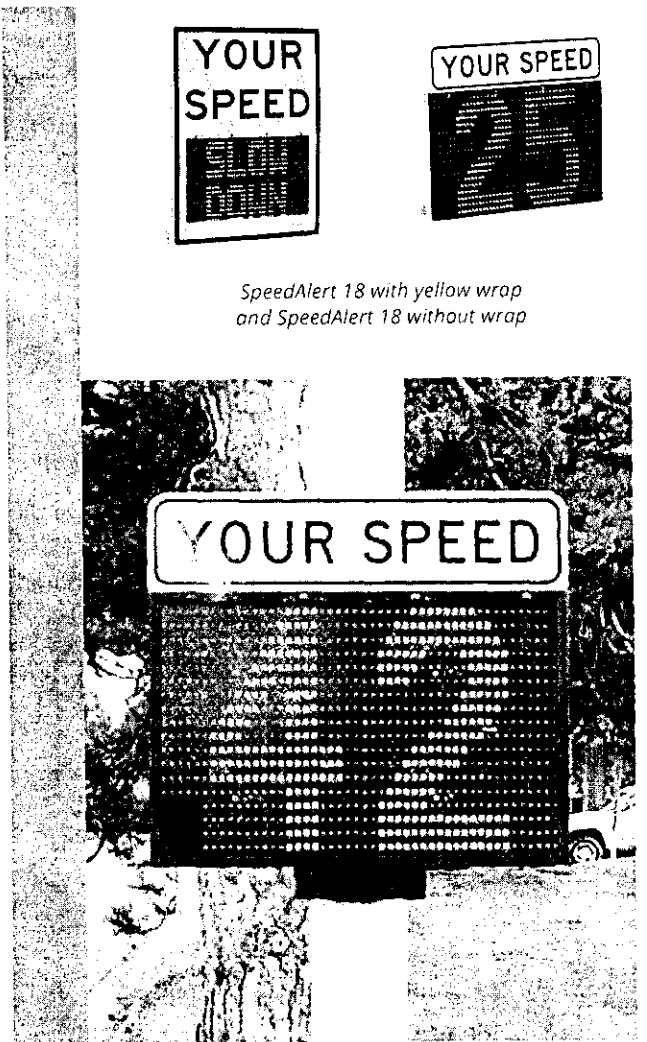
SpeedAlert 18

DIMENSIONS 30" x 20" x 2.74" WEIGHT 29 lbs.

TEXT 1 line: 10.25" H x 5.75" W characters, four per line
2 lines: 7" H x 4" W characters, six per line



SpeedAlert 18 with yellow wrap
and SpeedAlert 18 without wrap





applied concepts, inc.

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Dan Doyle
972-398-3780
dand@stalkerradar.com

QUOTE
#2082710

Page 1 of 1

Date: 01/04/24

Effective From : 01/04/2024

Valid Through: 04/03/2024

Lead Time: 60 working days

Bill To: Ludlow Police Dept 612 Chapin St Ludlow, MA 01056-2518	Customer ID: 014960 Accounts Payable	Ship To: Ludlow Police Dept 612 Chapin St Ludlow, MA 01056-2518	Deliver Sergeant Stephen Ricardi
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Grp	Qty	Package	Description	Wrnty/Mo	Price	Ext Price
1	1	821-1102-00	Stalker MC360 Message Trailer (4'x8') w/Strobes	0	\$19,643.00	\$19,643.00

Ln	Qty	Part Number	Description	Price	Ext Price
1	1	015-2532-62	MC360 Message Trailer (4 x 8)		\$0.00
2	1	200-1229-01	[414155] Traffic Stats Sensor, 2 Comm Ports		\$0.00
3	1	006-0569-00	Certificate of Accuracy, Speed Sensor II		\$0.00
4	1	015-5779-00	[274712] Message Center Solar Panel		\$0.00
5	1	015-4120-94	Red/Blue Strobes-2 Strobe Assys, 6 LEDs ea-MC360		\$0.00
6	1	015-1819-00	[275569] Trailer Tongue Jack		\$0.00
8	1	200-1173-00	Traffic Analyst App, Thumb Drive, Manual		\$0.00
9	1	200-1448-01	MC360 Trailer User Manual Kit w/USB Comm Cable		\$0.00
10	1	063-0024-60	Message Center Trailer 5-Year Warranty		\$0.00
11	1	600-0022-03	MC360 (4'x8') Trailer		\$0.00
Group Total					\$19,643.00

Product	\$19,643.00	Sub-Total:	\$19,643.00
Discount	\$0.00	Sales Tax 0%	\$0.00
		Shipping & Handling:	\$1,500.00
		Total: USD	\$21,143.00

Payment Terms: Net 30 days

State Contract # SP20-RadarLidar-X66

This Quote or Purchase Order is subject in all respects to the Terms and Conditions detailed at the back of this document. These Terms and Conditions contain limitations of liability, waivers of liability even for our own negligence, and indemnification provisions, all of which may affect your rights. Please review these Terms and Conditions carefully before proceeding.

001

TRAILER MODES

Normal Message Mode. Trailer displays a message and ignores radar speeds.

To display radar speeds at the MAIN MENU, press 5 CONFIGURATION. Then press 4 RADAR SETTINGS.

Then press 1 SET RADAR MODE.

There are 3 Radar Modes:

1. **Normal Mode.** Displays the current message regardless of speed from a radar. Trip speeds are disabled.
2. **Legacy Mode.** Displays the Radar message if the speed detected meets or exceeds the trip speed. Otherwise, the Normal message is displayed.
3. **Police Mode.** Displays one of four messages depending on vehicle speed. The messages are: Below Minimum Speed, Below Violator Alert Speed, Violator Alert Speed, and Above Maximum Speed. Press the number of the desired mode. Press **Enter** to save the setting.

SETTING DAY / TIME

TRAILER

Changing the trailer date and time is done through the MAIN MENU by first selecting 5 CONFIGURATION. Then 1 DATE AND TIME option. Once selected.

Press 1 to view the current time and date settings. Or, press 2 to change the time and date settings. Choose segment to change:

1. SET YEAR
2. SET MONTH
3. SET DATE
4. SET HOUR (24HR)
5. SET MINUTE

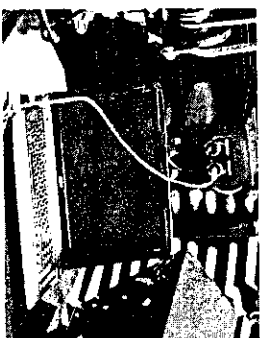
Use UP **▲** or DOWN **▼** arrow keys to adjust value. Press **Enter** to Save. Then Press **Esc** to return to the SET TIME menu. Two more Press **Esc** returns to the MAIN MENU.

SENSOR

Connect to a laptop using the Stalker Traffic Analyst App to the sensor.

1. Choose Sensor Setup button icon from the left menu.
2. Press the Connect button to connect to the sensor.
3. Once connected, press Sensor Clock tab from the top menu.
4. Check the box "Use Computer Time" then press the Save to Sensor button.

For more detailed instructions, see: 011-0202-00 Stalker Traffic Analyst User Manual.



STALKER

Power to Enforce.

Applied Concepts, Inc.

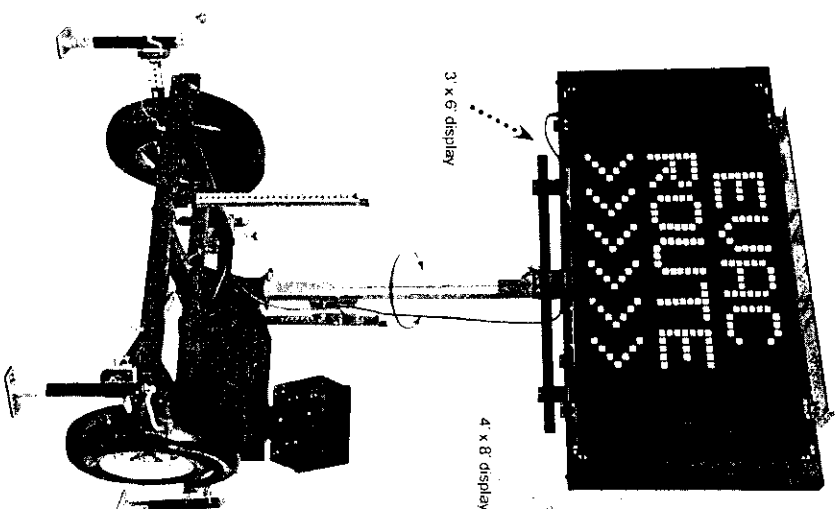
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011-0202-00 Rev. A
800-STALKER

Stalker Message Center 360 Quick Reference

For more information about your Message Center 360 trailer, please refer to the user manual 011-0202-00 or call our Customer Service Department at 877-STALKER.

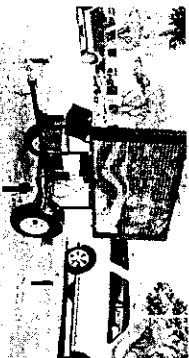


STALKER

Power to Enforce.

PHYSICAL SETUP OVERVIEW

- Position the Message Center 360 in the best location.
- Lift the tongue latch, remove the safety chains, and disconnect the wiring for the lights.
- Slide the front jack stands out, lock, and lower to the ground.
- Lower one of the front two jack stands until the trailer is above the hitch ball.
- Slide the rear jack stands out, lock, and lower to the ground.
- Use jack stands to level the trailer.
- Remove the top safety pin and raise the display.
- Remove the bottom safety pin and rotate the display to the desired position. Replace both safety pins.

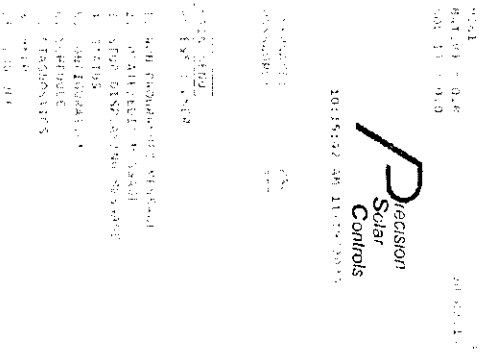


MC 360 shown with its display rotated into the travel position. Be sure to retract the 4 jack stands before towing.

LOGON, USERNAME/PASSWORD

- Press the Power button on the upper right side of the Message Center Computer. The LEDs to the right of the screen will flash. Afterward, the Logon screen will display. (Note: A capital C in the upper right-hand corner indicates CAPS ON.)
- Enter default user name = PSC (case sensitive) or new user name.
- Press **Enter** (twice).
- Enter default user password = 123 or new password.
- Press **Enter**.
- MAIN MENU will display.

STALKER



HOW TO CREATE A MESSAGE

QUICKLY CREATE AND DISPLAY A MESSAGE:

- At the MAIN MENU, press **2** to CREATE/EDIT MESSAGE.
- At the CREATE/EDIT MESSAGE MENU, press **1** to CREATE A NEW MESSAGE.
- At the CREATMSG# MENU, type in the first line of your message. Then press **Enter** to go to the next line.
- Type in the second line of your message. Then press **Enter** again to go to the third line.
- Type in the third line of your message. Press **F2** to Save and Run the message.
 - If additional pages are needed, press **F2** instead of **F2** to go to the next page.
 - When you are finished entering in your message, press **F2**.

CREATE A MESSAGE WITH A SPEED DISPLAY:

At the MAIN MENU, press **2** to CREATE/EDIT MESSAGE.

At the CREATE/EDIT MESSAGE MENU, press **1** to CREATE A NEW MESSAGE.

At the CREATMSG# MENU, type in the first line of your message - YOUR

- Then press **Enter** to go to the next line.
- Type in the second line of your message - SPEED. Then press **Enter** again to go to the third line.
- Press **F11** to insert speed. Display will show three zeros.
- Press **F3** to Preview your message.
- Press **F2** to SAVE and RUN.

HOW TO COLLECT TRAFFIC STATISTICS

Traffic statistics are collected using a USB Flash Drive.

- On the bottom frame of the trailer display are two rubber caps that cover the computer port (for changing date and time) and the data port (for inserting the USB to download data). Insert the supplied USB drive into the trailer's data port USB connection.
- The data download will begin automatically. The USB drive's status LED will blink while data is being transferred.
- When the LED stops blinking, the data has been successfully transferred.
- Remove the USB Flash Drive.

