



VALLEY ILLUMINATORS

P.O. BOX 3001

FEDERAL WAY, WASHINGTON 98063

PHONE: (253) 833-3016 FAX: (253) 735-5414

"THE ORIGINAL ILLUMINATOR"



**INTERNET ADDRESS: WWWVALLEYILLUMINATORS.COM
E-MAIL: VALLEY@VALLEYILLUMINATORS.COM**

VALLEY ILLUMINATORS

"NEWSLETTER"

Valley Illuminators have been manufacturing elevated retro reflective markers for over 35 years to airports all over the world. Washington State Aeronautics stated that our reflectors have lasted at various airports in the state for over 20 years and we have received orders from customers replacing our reflectors after 30 years in the field.

We are approved by ETL (ITS) testing and certification program to FAA advisory circular and specification for L-853 elevated retro reflective edge markers. We are on the FAA **current** list of certified equipment and manufacturers.

Valley Illuminators has been certified as a Women's Business Enterprise (WBE) for the State program and as a Disadvantaged Business Enterprise (DBE) for the Federal program in Washington State ID# D2F4017107.

We have also applied for and been certified in the following states:

Oklahoma	New Mexico	Louisiana
Texas	Nevada	Oregon
Hawaii	Maine	Reno/Tahoe International
Arkansas	Montana	Alaska
Idaho	Wyoming	Arizona
Utah	Florida	California
South Dakota	Iowa	

We use Scotchlite™ 3M Diamond Grade™ Reflective Sheeting. This sheeting is a wide-angle prismatic lens; the diamond pattern allows more entrance and observation angle reflectivity, which is an important factor for airfield use.

Our reflectors have over 200 square inches of 3M Diamond grade reflective sheeting.

Warranty: Guaranteed to retain at least 80 of its initial retro reflectivity at the end of ten **(10) years**, translucency and resistance to fade based on actual outdoor weathering.

All hardware (nuts, bolts, and washers) is stainless steel for rust resistance.

We do not use plastic materials for our AR-100 cylinder or attached tubing. When our reflector is hit or run over it flattens. Other products using plastic material when struck can shatter or splinter producing **(FOD)**.

We have increased our product inventory to enable us to give faster and better customer service. We have been providing next day deliveries on limited quantity orders.

(over)

The Advisory Circular AC 150/5345-39B - 3.4.2.2 requires a **minimum of 96 square inches of retro reflective sheeting** wrapped about a cylinder we use over **200 square inches**.

Our reflectors can be the FAA minimum of 14 inches above ground to the FAA maximum of 30 inches above ground. It will take approximately 18 inches of snow to reach the reflective sheeting on reflectors 30 inches above ground. The snow begins to cover the sheeting on most of our competitors' markers within the first few inches of snow, leaving less and less sheeting exposed.

Ask these questions when purchasing reflectors for your airport:

How many square inches of overall reflective surface does your reflector have?

Do you use any kind of plastic materials on your reflector that may be *damaged by UV rays or produce FOD?*

How long is the warranty on your reflector?

What kind of reflective sheeting do you use?

If safety is your main concern we feel our markers are still the best retro reflector used on airfields today.

We also carry an excellent windsock that has a 500 x 500 count denier polyester cloth. The coating is international orange pigment urethane finish and dyed with a UV inhibitor for fabric degradation. The higher thread count makes the material stronger and the colored coating reduces fading.

Polly Valley, Owner
Phone: (253) 833-3016
Fax: (253) 735-5414

VALLEY ILLUMINATORS PRODUCT LIST

ILLUMINATORS

Tested and Certified by ETL to the FAA's L-853 standard

<u>PART#</u>	<u>COLOR</u>	<u>LOCATION</u>
AR-100DW	3M DIAMOND GRADE-WHITE	RUNWAY EDGE MARKERS
AR-100DB	3M DIAMOND GRADE-BLUE	TAXIWAY EDGE MARKERS
AR-100DG	3M DIAMOND GRADE-GREEN	THRESHOLD MARKERS
AR-100DR	3M DIAMOND GRADE-RED	RUNWAY END MARKERS
AR-100DR/G	3M DIAMOND GRADE-RED/GREEN	RUNWAY THRESHOLD END MARKERS
IT-100	INSTALLATION TOOL	

All AR-100 Cylinders are Approx. 5 1/4" Diameter X 12" High. Standard shipment consists of 2 fully assembled and 23 ready to assemble units per box, approx weight is 33 lbs.

WIND CONE ASSEMBLY

<u>PART#</u>	<u>ITEM</u>
AL-100WC	WIND CONE-UNLIGHTED

Complete with mounting hardware & templates for installation

AL-100WS	WIND SOCK (18" X 8')
AL-100WSL	WIND SOCK (36" X 12')

Special order sizes available upon request

LIGHT FIXTURES

<u>PART#</u>	<u>ITEM</u>	<u>PART#</u>	<u>ITEM</u>
VL-001W	FIXTURE COMPLETE WHITE	VL-002G/R	FIXTURE COMPLETE GREEN/RED SPLIT
VL-003B	FIXTURE COMPLETE BLUE	VL-004R	FIXTURE COMPLETE RED
VL-005G	FIXTURE COMPLETE GREEN	VL-006Y	FIXTURE COMPLETE YELLOW
VL-001LW	LENS ONLY WHITE	VL-002LG/R	LENS ONLY GREEN/RED SPLIT
VL-003LB	LENS ONLY BLUE	VL-004LR	LENS ONLY RED
VL-005LG	LENS ONLY GREEN	VL-006LY	LENS ONLY YELLOW

Most split color combinations available by special order. All fixtures less bulbs.

<u>PART#</u>	<u>ITEM</u>	<u>PART#</u>	<u>ITEM</u>
VL-010C	LENS CLAMP	VL-010G	LENS GASKET
VL-010BC	BREAK-AWAY COLUMN	VL-010SL	TRAFFIC SIGNAL LAMP-40 WATT

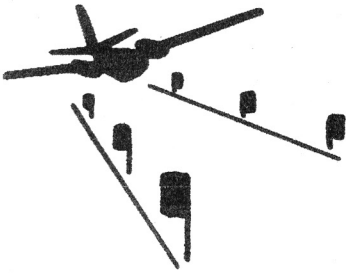
AIRPORT SIGNS

<u>PART#</u>	<u>ITEM</u>	<u>PART#</u>	<u>ITEM</u>
AR-100DM	4'X4' BOTH SIDES	AR-100MSD	3'X3' DIAMOND GRADE
AR-100GS	2'X4' BOTH SIDES	AR-100GS/O	ONE SIDE

Complete with all mounting hardware and templates for installation.

MADE IN THE U.S.A.

(WE ACCEPT VISA AND MASTER CARD)

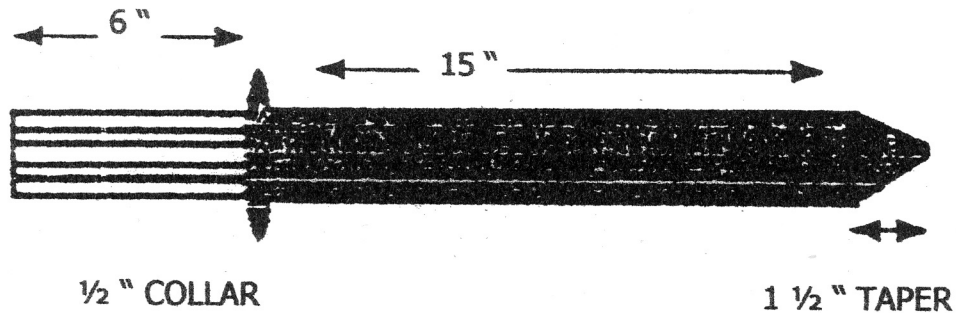


VALLEY ILLUMINATORS
P.O. BOX 3001
FEDERAL WAY, WA. 98063-3001
PHONE: (253) 833-3016 FAX: (253) 735-5414

IT-100 INSTALLATION TOOL
IT-100 DESIGNED FOR USE WITH JACK HAMMER

BE SURE DRIVING SHAFT IS CLEAN BEFORE DRIVING EACH BASE PIPE

SHAFT IS 1" DIAMETER TOOL STEEL



IT-100

INSERT IT-100 INTO A JACK HAMMER. SLIDE THE 14" X 1" I.D. GALVANIZED BASE PIPE OVER THE INSTALLATION TOOL.

DRIVE THE BASE PIPE INTO THE GROUND, LIFT THE IT-100 OUT OF THE GROUND, PLACE ANOTHER GALVANIZED BASE PIPE OVER SHAFT AND CONTINUE INSTALLATION.

"THE ORIGINAL ILLUMINATOR SINCE 1970"

Tested and Certified by ETL to the FAA'S L-853 standard

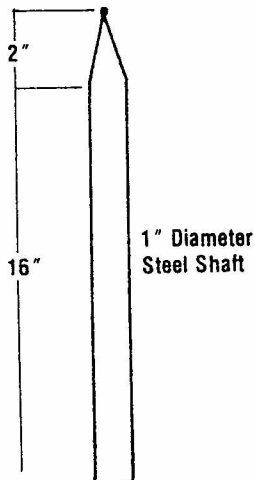
VALLEY ILLUMINATORS AR-100 REFLECTORS ARE A GOOD DEAL BRIGHTER THAN OTHER AIRPORT MARKERS. THAT'S BECAUSE THE AR-100 USES A SOLID COVERING OF 3M™ DIAMOND GRADE SCOTCHLITE™ REFLECTIVE SHEETING. THE AR-100 ALSO INCLUDES THE BENEFITS OF EASY INSTALLATION, LONG SERVICE LIFE AND LOW MAINTENANCE.

(WBE) & (DBE) CERTIFIED FOR STATE PROGRAMS AND FEDERAL PROGRAMS - ID# D2F4017107

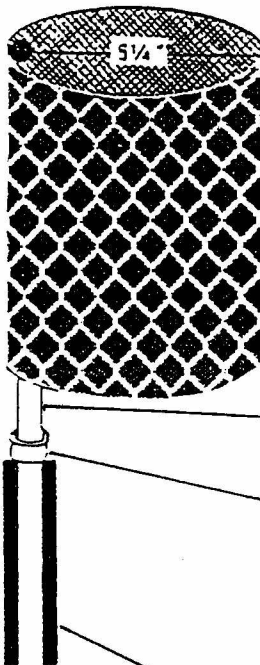
**~ LOW COST INSTALLATION-MINIMUM MAINTENANCE ~ NO ELECTRICAL POWER REQUIRED
~ TESTED OVER 300 MPH AT NAFEC-WIND TUNNEL ~ HIGH VISIBILITY FROM AIRCRAFT LIGHTS
~ WILL NOT PRODUCE FOD IF HIT OR RUN OVER ~ 10 YR LIMITED WARRANTY ON REFLECTIVITY
~ STAINLESS STEEL NUTS, BOLTS, & WASHERS ~ OVER 200 SQ. INCHES OF REFLECTIVE SURFACE**

AIRPORT: RUNWAYS, TAXIWAYS, THRESHOLDS, OBSTRUCTIONS, & RAMPEDGES

**3M™ SCOTCHLITE™
REFLECTIVE MATERIAL
IS AVAILABLE IN ALL
STANDARD COLORS.**



**IT-100JH
(INSTALLATION TOOL)**



**TOUGH CORROSION-RESISTANT .027
ALUMINUM CYLINDER ENAMEL COATED**

**ALUMINUM TUBE ATTACHED TO
REFLECTOR WHICH EXTENDS
INTO BASE PIPE IN GROUND.**

**FLANGED BUSHING ALLOWS
THE CYLINDER TO WEATHERVANE
IN RESPONSE TO HIGH
WINDS AND JET BLASTS.**

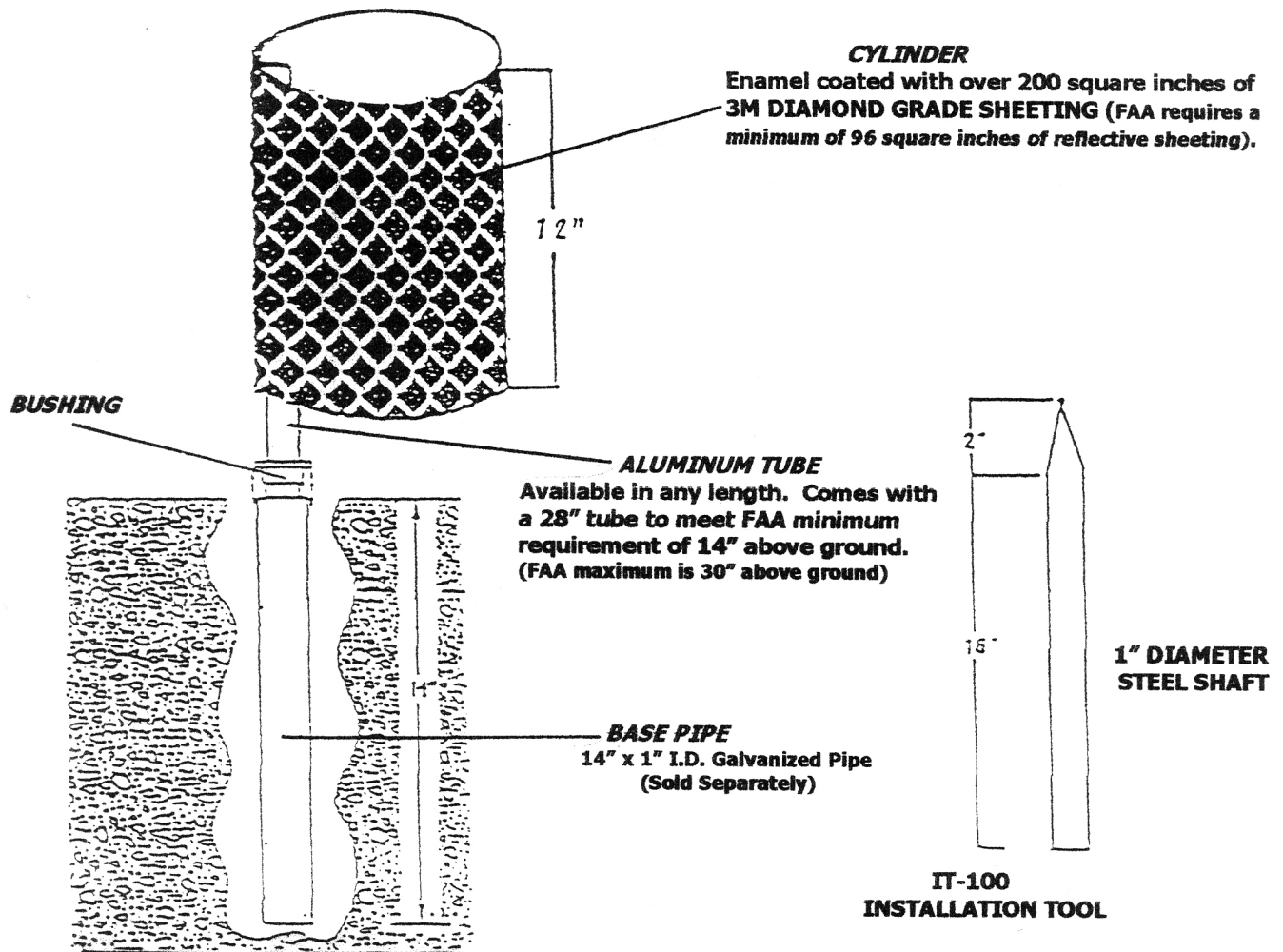
**TUBE IS INSERTED INTO CUSTOMER SUPPLIED
1" I.D. GALVANIZED PIPE, SET INTO GROUND
WITH SPECIAL HAND OR AIR-HAMMER DRIVEN
INSTALLATION TOOL, (AVAILABLE FROM V.I.).**

**PACKAGING AND SHIPPING:
COMPLETE ILLUMINATORS ARE SHIPPED WITH
2 ASSEMBLED AND 23 UNASSEMBLED PER BOX OF 25**

VALLEY ILLUMINATORS

AR-100 RETROREFLECTIVE MARKER INSTALLATION

L-853



THE BASE PIPE IS EASILY INSTALLED, USING THE IT-100 INSTALLATION TOOL. MOST SURFACES CAN BE EASILY PENETRATED, EITHER DRIVING IT WITH A SLEDGE HAMMER OR WITH THE AID OF AN AIR HAMMER. SIMPLY INSERT THE TOOL IN THE BASE PIPE AND DRIVE THEM BOTH INTO THE GROUND AT THE SAME TIME. REMOVE THE INSTALLATION TOOL AND PUT ASSEMBLED ILLUMINATOR AND BUSHING IN BASE PIPE.

USING 3 STAINLESS STEEL NUTS, BOLTS AND WASHERS, ATTACH THE CYLINDER TO THE ALUMINUM TUBE BY LINING UP THE 3 PRE-DRILLED AND PRE-PUNCHED HOLES IN CYLINDER AND ALUMINUM TUBE, SLIP ON BUSHING AND SET IN BASE PIPE. THE BUSHING ALLOWS THE ILLUMINATOR TO WEATHERVANE, OR ROTATE RELATIVE TO WIND DIRECTION AND JET BLAST. THE ALUMINUM TUBE ACTS AS THE BREAKAWAY COUPLING, DESIGNED TO FLATTEN, RATHER THAN SPREAD DEBRIS (FOD) ON THE AIRPORT.

THERE WILL BE 1 TO 2 FULLY ASSEMBLED REFLECTORS IN EVERY BOX TO USE AS A VISUAL AID OR FIELD GUIDE. REFLECTORS ARE SHIPPED 25 PER BOX WITH 2 FULLY ASSEMBLED AND 23 UNASSEMBLED.

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The windsock fabric is a 500 x 500 count denier polyester cloth, urethane coated. The coating is international orange pigment urethane finish, dyed with a UV inhibitor and a plain weave.

The wind socks are reinforced at the throat with a double thickness of polyester, high strength webbing, triple stitched with weather resistant nylon thread.

The colorfast warp and fill exceeds strength requirement.

PRODUCT DATA SHEET

PRODUCT NAME:	FILAMENT POLYESTER
TYPE OF GOODS:	500 X 500 DENIER POLYESTER
COATING:	PIGMENT URETHANE
FINISH:	DYED, DWR, U.V. INHIBITOR
WEAVE:	PLAIN

WIND SOCK PRICES

18" x 8 FOOT	\$ 55.00 each
36" X 12 FOOT	\$ 120.00 each

(SPECIAL ORDER SIZES AVAILABLE)

PRICES SUBJECT TO CHANGE

City of Marina

211 HILLCREST AVENUE
MARINA, CA 93933
TELEPHONE (831) 884-1278
FAX (831) 384-9148



September 29, 2006

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

Subject: Taxiway Reflectors

Dear Ms., Valley:

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

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

The reasons I am sold on your product are:

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

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

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

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

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

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

Sincerely,

A handwritten signature in black ink, appearing to read "R. Steven Johnston", with a long horizontal line extending to the right.

R. Steven Johnston, Airport Director
Marina Municipal Airport

May 19, 2006

TO: City Manager
FROM: Airport Director
SUBJECT: Taxiway Edge Reflectors

Rationale and comparison regarding taxiway – lane reflector purchase

During past years Cal Dot and FAA have inspected the Airport and had concerns regarding that the taxiway edge lights are inoperative. Regulations for an airport with operable runway lights indicate that the main taxiways should be lighted as well. Given the old military utilities-units we inherited, the anticipated high cost, unknown result and complexity of repair efforts (given the negative military history of runway light repair efforts) both FAA and Cal Dot representatives have been very flexible and agreed that placement of taxiway reflectors would be a viable and cost effective way to address the regulatory needs, their concerns, replace the function of the taxiway lights and enhance safety for 24 hour operations at the Airport at this time.

Airport users and tenants have complained about the low visibility and difficulty of navigating on the airport taxiways at night. After conducting tests during the hours of darkness during May 2006 and operating out some other airports during periods of low visibility during the same time frame staff found a product, which will work well in the unique environment at Marina Municipal Airport. Two items make night time operations at Marina more of a challenge than other airports in this area; the extreme low visibility given lack of surrounding lighting and the large distances in the width of taxiways.

In the civilian world the taxiways at Marina should be 35 feet wide. The current environment has a range of distances where the taxiways are 70 to 233 feet wide, (from inoperative light to inoperative light).

In short order three vendors were found which offered somewhat similar products. They are Valley Illuminators, Ventures and Flightlight Inc. The prices are all similar. The Valley product has the largest reflective area of the lot are easily maintained and hold up well. The other two products have one half to two quarters less reflective area. During night flights to airports in California staff has found that the Valley product is the most visible of the group.

Based on discussions with other seasoned airport managers the Valley product seems to have a very good reputation. They are simple in construction and placement. They include large areas of reflective materials, are fastened together with screws and bolts (no glues), and are capable of being repaired if not hit directly by an aircraft. They seem to last a long time and do not require much maintenance. From a purchase standpoint they cost a few cents more, although given the long useful life span of these units they will be far more cost effective.

I recommend the purchase of 100 of these reflectors for our airport.

June 15, 2004

To Whom It May Concern:

This is a letter of recommendation for airport lighting and other hardware sold through Valley Illuminators of Federal Way, Washington.

The Desert Aire Airport (M94) purchased runway lights, signs, and taxiway reflectors from Valley Illuminators in 1995. After nine years of normal use, all the hardware has served us well and is still in good condition. It looks good, works good, and lasts good.

I recommend Valley Illuminators as the source of airport hardware to any airport.



Bob Kibler, Desert Aire Airport Commissioner/Manager
221 Airport Way N.
Mattawa, WA 99349

March 31, 2004

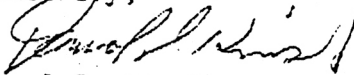
Dear Ms Valley:

Our airport was resurfaced in 1992 and the taxiway reflectors used were from your company.

I would like to report that today, 12 years later, the reflective material is just as bright as it was then.

Thanks for producing a good product.

Sincerely,



Donal D. Kinsley
Manager
Trinidad - Perry Stokes Airport

44814 Co Rd 38.0
Trinidad, CO 81082

Ph 719-846-6271/FAX same

Valley

From: "jack wallace" <jaxcomp4@gvtc.com>
To: "POLLY VALLEY" <valley@valleyilluminators.com>
Sent: Friday, March 19, 2004 4:24 PM
Subject: THANKS

I would like to tell you how happy I and my associates are with our new taxiway markers. We ordered, you shipped and we installed your AR100DB blue illuminators. The price was right, the quality is outstanding, the installation was much easier than we expected, and the performance is spectacular.

We own and operate a privately owned, public use airport in the beautiful hill country north of San Antonio, Texas. This is a first-rate airport, and we always want and have the best of everything. Your illuminators fit our needs, perfectly.

Our place is Kestrel Airpark (1T7). Hope you can visit us soon.

Jack Wallace
President, Kestrel Airpark Owners Association



U.S. Department
of Transportation
**Federal Aviation
Administration**

Office of the Associate Administrator
for Airports

800 Independence Ave., SW
Washington, DC 20591

MAY 3 2006

Valley Illuminators
P.O. Box 3001
Federal Way, WA 98063

Dear Ms. Valley:

The retroreflective markers, catalog number AR-100, produced by Valley Illuminators meeting the Federal Aviation Administration specifications of Advisory Circular 150/534 39B have been certified for use on all federally obligated airport projects

Sincerely,

Kendall L. Ball

Kendall L. Ball, P.E.
Management and Program Analyst



PROGRAM ADMINISTRATOR
 DEPARTMENT ALECP
 INTERTEK TESTING SERVICES
 3933 U.S. ROUTE 11
 CORTLAND, NY 13045-0950

ORIGINAL ISSUE DATE: September 13, 2000

Recertification due: September 2008

An Activity Sponsored and Administered by
 INTERTEK TESTING SERVICES

VALLEY ILLUMINATORS
 PO BOX 3001
 FEDERAL WAY, WA 98063

**AIRPORT LIGHTING
 EQUIPMENT
 CERTIFICATION PROGRAM**

**CERTIFICATE OF
 CONFORMANCE**

The product described below is hereby approved for listing in the next issue of the Advisory Circular 150/5345-53, Appendix 3 Addendum "Airport Lighting Equipment Certification Program" issued by Federal Aviation Administration. The approval is based on successful completion of tests in accordance with the specifications listed in, and the requirements for approval described in the Advisory Circular, and the reporting to the Administrator of the results of such tests, accompanied by related documents, by an ITS recognized testing laboratory.

1. The listing below will be added to the next published Directory.

Manufacturer	L-853 – Markers, Retroreflective (AC 150/5345-39B)		
	Centerline Marker		Elevated Marker
	Style I	Style II	
Valley Illuminators			AR-100

2. This Certification requires continuing validation in accordance with the requirements of the Advisory Circular noted above and the ITS Airport Lighting Equipment Certification Program. Confirmation of current certification may be obtained at www.faa.gov/arp/arp/home.htm
3. Product tested and Report issued by: Intertek Testing Services

(A) Report No: J20015102

(C) FAA Specification No.: AC No. 150/5345-39B

(B) Date of Report: July 2000

(D) Date of Receipt of Report by the Administrator:
7/00

Approved for Certification by:

NOTE: PLEASE REVIEW, AND ADVISE ADMINISTRATOR AT INTERTEK IMMEDIATELY IF DATA, AS SHOWN, NEED TO BE CORRECTED.

David C. Edwards

David C. Edwards, Program Administrator *jm*

Date: September 13, 2000