

SKYLAND FIRE AND RESCUE



Buncombe County, North Carolina

Fleet of several hundred Viking radios & related accessories (includes both VP600 single-band & VP900 multi-band)



Buncombe County sought to purchase the best radios for its 19 area fire departments based on an extensive list of user conditions. With the need for heavy use in severe environments, the County required all subscriber equipment to be of the highest quality and reliability. EFJohnson's Viking radios were chosen for their durability, ease of use, and focus on firefighter requirements.

After receiving approximately \$1.2 M of funding from the Assistance to Firefighters Grant, Skyland Fire & Rescue, located in Buncombe County, North Carolina led an extensive evaluation of radios from multiple manufacturers.

A series of rigorous tests were conducted to determine how the radios would actually perform in extreme conditions:

- | Ergonomics - non-gloved, gloved, gloved & blindfolded
- | Noise Cancellation - fan, chainsaw, pump panel, SCBA, PASS alarm
- | Immersion - 3' of water in a barrel for 30 minutes
- | Humidity - in a dishwasher for 1.5 hours on hot cycle
- | Temperature Extremes - oven drawer to freezer & back (10 minutes in each for 3 cycles)
- | Drop - 6' & 10' horizontal & vertical onto a concrete floor
- | Vibration - bubble wrapped in a paper collator for 5 minutes

EFJohnson's Viking radios not only passed all of the tests, but exhibited superior performance, confirming their ruggedness and reliability.

"Through our testing and evaluation process, EFJohnson proved to have a very affordable, reliable, and serviceable product that we were very happy with."

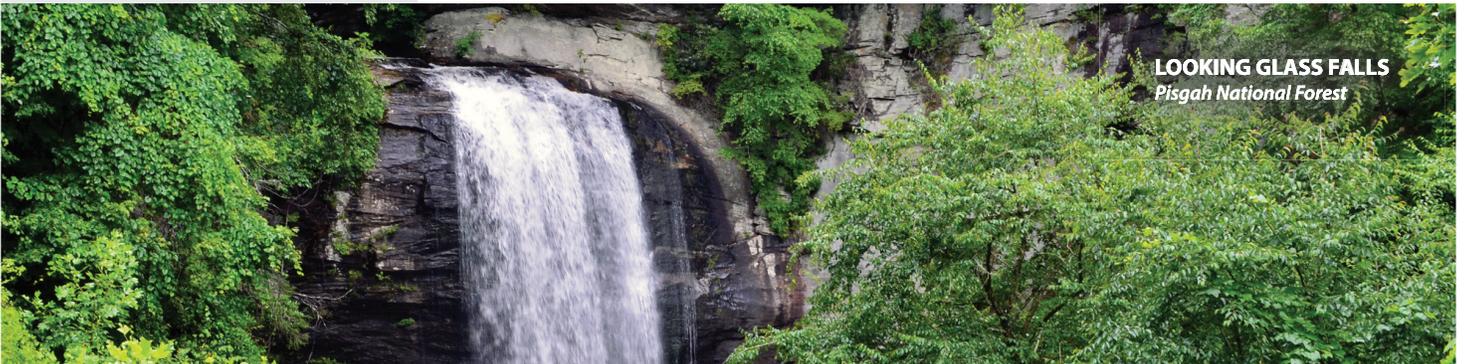
- Ryan Cole, Deputy Chief of Skyland Fire & Rescue and Buncombe County AFG Project Manager

“Armada is very intuitive. It is clear that EFJohnson asked people that program radios for input. It takes longer to get the radio out of the box than it does to program it.”

- Jason Haynes, Network Engineer
for Buncombe County

In addition to the exceptional performance of the Viking radios during testing, other key items that impacted the purchasing decision of Buncombe County, included:

- | Top display
- | Multi-band capability
- | AES encryption (P25 standard, not proprietary)
- | Robust & intuitive fleet management with Armada software
- | Very favorable cost-to-benefit ratio
- | Involved & responsive support from local dealer & directly from EFJohnson



LOCAL DEALER PARTNER

EFJohnson partnered with its local dealer, Radio Communications Company, to support Buncombe County during their evaluation process and to provide ongoing service and support. 800.508.7580

THE CUSTOMER

Skyland Fire & Rescue is located in scenic Buncombe County, North Carolina, home to Pisgah National Forest in the Appalachian Mountains. With mile-high peaks, cascading waterfalls, and heavily forested slopes, the region can be challenging when it comes to radio communications. The area public safety agencies operate on Buncombe County's 700 MHz P25 Cassidian system.

CUSTOMER CONTACT

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“The entire time we had access to sales staff who were able to answer questions and get us the equipment we needed to conduct the testing.”

- Ryan Cole, Deputy Chief of Skyland Fire & Rescue and Buncombe County AFG Project Manager