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Newsletter 3

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Some of our business plans have been delayed due to some serious family illnesses. We now have some direction on Pat's bout with sudden onset rheumatoid arthritis. She is back to about 80% after being bedridden and hospitalized in April. Her medications are pretty potent (one is used to treat some forms of cancer). The diagnosis could have been worse, but RA can be a debilitating disease. We are working with good medical personnel and are hopeful that her condition can be controlled with good health practices and the latest medication technology.

We had to cancel some trade shows and put some projects on the back burner for awhile. Publishing our newsletter has been one of the items that have been delayed. We are working diligently to catch up and get both our business and personal projects moving forward.

As always, we welcome your comments and suggestions.

In this newsletter we will cover the following subjects:

- Update on the EG-400 fire detection system
- Our newest product: Doran tire pressure monitor/alarm system
- Our alarm article was published in Bus Conversion Magazine in the March 2005 issue
- Cold Fire freezing prevention solution documented on our website
- Our web site has been updated
- The "Newsletter Tip"

Update: Engine and Generator Fire detection system (EG-400)

Our Beta testers have had good results. We have had zero reported problems.

One of the major design criteria was to assure the owner that the system was functioning properly and providing detection protection whenever the system was powered up. It is relatively easy to design a basic system, but then the owner never knows if it is working. We believe that we have accomplished this objective since the system continuously displays the sensor temperatures or detects and announces system problems.

Several months ago we made some changes to the software and transducers so that the system could detect both open and short conditions in the wiring running to the temperature sensors. If such a condition is detected, the unit announces the condition ("OPE" or "SHO" on the digital readout), switches to the sensor affected, and sets off a low temperature alarm. All beta units have been updated.

Based on the successful Beta testing, as well as our own testing we have begun the manufacturing phase. All of the components are on hand for the first production run. The first boards have been assembled and are undergoing testing. Product releases are being prepared for submission to various RV publications. In addition, we plan to prominently display the new production units at the FMCA Convention in Minot, ND in August.

We committed to a certain number of Beta units. In spite of the fact that the Beta test phase is completed, we will offer the last few of these units to the readership of this newsletter at the Beta price of \$225.00. The production price will probably be \$285 or \$295 depending on some

final cost figures now being obtained. The remaining Beta units will have the latest software and functions.

If you are not familiar with the EG-400 engine and generator fire detection system and the protection it provides, please go to our website and read the detailed information:

<http://www.rvsafetysystems.com/EG-400.htm>

Doran tire pressure monitor/alarm system

We added this product to our product line late last year. We had researched the various systems that were available and felt that this system provided the best technology and value.

Since we have added this product, we have attended three trade shows. It is amazing how many folks have visited the booth and told us about some very serious tire failures they have experienced – on both the coach as well as the towed vehicle.

Any of the tire monitors on the market are a bit expensive. However, a tire failure can be very costly and the resulting damage often costs as much (or more) than the tire itself. Of course, the biggest concern is an accident that could occur because of a tire failure. One tire failure can pay for the cost of a tire pressure monitor/alarm.

As detailed on our website, industry and government studies suggest that a very high percentage (approaching 90%) of tire failures are the result of under-inflated tires. Tire pressure is considered a safety related item and the government has now mandated that all passenger cars must have a tire pressure sensing system by the year 2008. I suspect that the government will also mandate their use on new trucks and buses in the next few years. In fact many large truck fleets are now installing aftermarket tire pressure monitors (Doran seems to be a leading vendor) to their fleets.

For more information on the Doran system go to:

<http://www.rvsafetysystems.com/doran.htm>

Our article on alarm systems for motorhomes was published in the March 2005 issue of Bus Conversion Magazine.

As we noted in our last newsletter, we wrote an article on three types of alarm systems that RV owners should be aware of. That article detailed the following types of alarm systems:

- Engine and Generator fire detection systems.
- Tire pressure monitors/alarm systems
- Intrusion/smoke/propane/CO detection systems

The text and photos for that article are posted on our website:

<http://www.rvsafetysystems.com/Alarm%20article.htm>

Cold Fire® freezing prevention solution posted on our website

A few of our customers have expressed concern about the possible freezing of their handheld or mounted Cold Fire® fire suppression systems when exposed to sub-freezing temperatures. The hardware should be capable of handling the expansion of the fluid that freezing would cause. However, the systems would not be available if needed.

We did quite a bit of research and finally determined that adding potassium acetate to the water based solution would safely reduce the freezing point to as low as -76 degrees F!

The details are discussed at:

<http://www.rvsafetysystems.com/Hand%20Held%20Fire%20Extinguishers.htm>

Our Website and E-Store have been updated

Those of you who visit our website periodically know that we keep the format as simple as possible (so that it loads easily on non-broadband connections) and we try to update it as often as possible. While our website highlights our products, we also try to publish safety related technical information. That includes articles we have written, as well as information we are gathering for possible future publication.

Our E-Store will allow you to purchase most of our products on line. We carry most of our products in inventory and can ship the same day if we are in the office. We are a "mom and pop" business, so when we are on the road at trade shows, or just plain having fun, the shipment may be delayed a bit. We will always respond to every order within one to two days and let you know if there is any problem with prompt shipment.

We hope that you will put our site in your favorite list and visit our site often

Our Newsletter Tip: What to do in case of a tire "blowout"

Here is a quick quiz. If you have a blowout which of the following actions would you take?

1. Hit the brakes
2. Immediately remove your foot from the throttle
3. Immediately floor the throttle

We will get to the answer in a minute.

For years, I have had a huge concern about how I would react to a tire blowout. As a teenager, I was very close to a serious accident because the

driver of the car slammed on the brakes when we blew the front tire. That indelibly etched in my mind not to touch the breaks.

On one of the bus conversion bulletin boards someone pointed to a Michelin website that has an excellent video on how to react to a blowout. I strongly recommend that you view the video. Better yet, you should download it and review it every so often. The site is:

<http://www.michelinrvtires.com/michelinrvtires/other/RvVideos.jsp>

There are two videos on that page. Both are worth viewing. The video titled "The Critical Factor" is the one dealing with the blowout.

The major thesis of the video is that not only should you **not hit the brakes**, you should also **not let up on the throttle**. Indeed, **you should floor the throttle** to regain stability and then slowly let off the power. Thus the answer to our quiz is number 3! We bet that not many of you picked that one!

This seems to be counter-intuitive. However, Michelin's testing confirms that that is the proper procedure. Indeed, they have a similar video for training commercial truck drivers. Since this is not "normal", we should periodically think about the procedure as we drive down the highway.

Now for a shameless pitch. Both Government and private studies show that up to 90% of "blowouts" are the result of under-inflated tires. The Doran tire pressure monitor/alarm system (or any of the other reputable tire monitor systems) can warn you of an under-inflation condition and greatly reduce your chances of having a blowout.

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