

August 18, 2018

Re: A real game changer

Tony,

Hope all is well in Western NY!

I left you a voicemail regarding an opportunity to check out a great new flood barrier that I have the pleasure of being involved with.

Having recently retired from NYS Homeland Security and Emergency Services I have taken a position with Innovative Global Products Inc. (IGPI) as their Emergency Services Specialist. IGPI produces the Rapid H2O flood barrier system and a brochure is attached which thoroughly details the specs and capabilities and includes links to a video of a demonstration that took place in the European Union.

This past spring I attended a Rapid H2O demo in Oneida County with Kevin Revere and others and I was immediately impressed by the simplicity of the product and struck by all the possible uses that came to mind. In addition to replacing sand bags or cumbersome water filled tube products for flood protection, I also saw applications for DOT/DPW use as a coffer dam, for Hazmat use as a quickly deployable dike/barrier and even as a vehicle barrier for mass gathering events. I was most impressed by the fact that it eliminates the 10 - 15 people and heavy equipment needed during a flood response for sand bags or tube type barrier deployment. Rapid H2O can quickly and easily be deployed by two people and a 2" pump! Considering the Lake Ontario issues last year and all the challenges with sandbagging and other barriers I see this as a real game changer and I truly believe this device will save us all some headaches and make a difference.

Thanks,  
Dave

**David M. Isbell**  
**Emergency Services Specialist**  
**Former Regional Director of NYS Homeland Security and Emergency Services**

**Innovative Global Products Inc.**

