

Alster News

IWCE Early This Year - February

In This Month's Issue

- IWCE - Early This Year
- Satellite Transceivers
- Network Monitoring
- Monopoles/Towers

Happy New Year - welcome to a fast beginning of shows this year. The IWCE Show will be held in Las Vegas the last week of February. That is less than 60 days away.

Free Passes

As we do every year, Alster has free passes to the exhibit area (wish it were for the entire show, but it is not). If you would like to attend the show and just see the exhibit area, let me know.

Exhibit Area

Alster will be busy at the show with the following factories:

Aeroflex - new products include the 3500 hand held service monitor; 3920 work bench service monitor which does Motorola HPD and Turbo testing.

Bird/TXRX - new products include a handheld Spectrum Analyzer; Series 62 low cost Signal Booster.

Federal Signal - new products include Mass Notification software.

JPS Communications - new products include the ACU-2000 Interoperability shelf and Interoperability software.

Multiplier - new products include several FM approved batteries.



**Alster Guys
IWCE 2006**

Otto - new products include revamped Hurricane headset and other updates.

Relm Wireless - new products include the KNG VHF portable, which the new platform for all future portable products from Relm.

Survey Technologies - RF mapping software.

Times - new products include T-RAD, Budled cable and SilverLine test cables.

Valmont Communications - Components, Monopoles and 3/4 legged Towers.

See You There

We are looking forward to seeing you at the IWCE Show in Las Vegas.

Bird Electronics - New Signal Hawk Handheld Spectrum Analyzer 2

CosComm - Satellite Communications 2

Watson Dispatch - Continuing Innovations 2

Federal Warning - Video Surveillance 3

Connexion 24/7 - Network Monitoring and Alarming 3

JPS - Free Training Throughout The Year - Cisco Partnership 3

Valmont Communications - Monopoles and Towers 4

Thank You And Happy New Year - 2008

We hope you had a great Holiday spent with your family and friends - we sure did. In the past 27 years, each Alster guy has enjoyed many of their customer relationships moving from customer to more like family and friends over the years. Our sincere desire is to say thank you to our customers, family and friends who made 2007 such a great year for Alster Communications, LLC.

We also wish you a very happy and prosperous New Year for 2008. We don't know what the future will bring, but using 2007 as a guide, we have a bright 2008. This future begins with you our customer. When you choose to buy products from the factories we represent, we create income for our families.

Thank you for your past business and we wish you a Very Happy New Year. Ω

Bird - Signal Hawk Spectrum Analyzer

Bird Technologies developed a hand held Spectrum Analyzer with a noise floor of 135 dBm! The SH-36S has a frequency range of 100 kHz to 3.6 GHz with a resolution of 1 Hz; Spectral Purity of -85 dBc/Hz @ 30 kHz offset; Sweep Time of 2.2 sec/full span, 1 ms/ zero span; RBW 100 Hz to 1 MHz in 1, 3, 10 steps; VBW 10 Hz to 300 kHz in 1, 3, 10 steps; Intermod-Free Dynamic Range 66 dB.

The SH-36S has an 8.4 inch, SVGA, 800 X 600 pixel display (significantly larger than our competitors) which display 705 Data Points and enough internal memory to store 300 traces. The USB port allows storage of up to 90,000 traces on a 1 GB stick.

It uses Win CE Viewers, so it will display Word, Excel, PowerPoint, etc. Its size is 11.5

inches by 10.5 inches by 3.8 inches and weighs 7.8 pounds with battery.

8.4 Inch Color Display

Did we mention the 8.4 inch color display? With a list price of \$6,500, this is the largest display/dollar available on the market today.

5.5 Hours Battery Life

Our battery lasts 5.5 hours. The batteries of our competitors last from 1.5 to 4 hours.

The Signal Hawk supports USB, RJ45 and RS-232 computer connections. Why settle for another product when the Signal Hawk does it all? Call me for a demonstration or see it at IWCE. Ω



Signal Hawk
Spectrum Analyzer

CosComm - Satellite Communications

Alster Communications, LLC is pleased to have been chosen by CosComm, a manufacturer of satellite transceivers, as their representative for the Pacific Northwest.

Sat Phones/Devices

CosComm provides communications through GEO and LEO satellite services such as Iridium and other providers. These devices include a Sat Phone for general phone communications. These are good for times where wired or wireless communications are not available.

CosComm also offers two units that have voice/data equipment for use in remote areas where voice communications are necessary and where the transfer of data (Internet or other data) is also necessary.

Short-Burst Data

CosComm also has a short-burst data transceiver that is ideal for remote locations where data control of other devices are necessary.

Please call me for more information on this new and exciting product. Ω

CosComm sells equipment for satellite communications with voice, voice/data and short-burst data

Watson Dispatch - 911 Consoles

Watson Dispatch has been a trend setter in 24/7, 911 dispatch center furniture. Beginning with the articulating keyboard in 1986, Watson has introduced several ergonomic advancements improving the work space for the dispatcher.

Developments have included center lift work area that can be adjusted throughout a shift to accommodate the changing needs of a dispatcher. Followed by powered center lift and full lift areas. They improved the

comfort of the dispatcher by creating the Total Comfort System.

Synergy

Synergy, while not a new product, has been improved with better wire management, center lift and full lift application and a standard color selection chart.

Let Watson Dispatch and Alster work with you to improve the workplace environment for your dispatch needs. Ω



Watson Dispatch
Fusion Full Lift

Federal Signal - Video Surveillance System

Federal Signal, manufacturer of Outdoor Warning/Tsunami Sirens, plans to offer a family of video surveillance products in both an overt and covert solution. The overt video units (any unit with flashing lights), are part of the EyeDeter™ family. The overt EyeDeter™ units have two main functions: to record/transmit video, and be a visible crime deterrent. The covert EyeDetect™ will also record/transmit video, but blend in with its environment.

The overt EyeDeter™ unit will include a light bar on the top as standard, with optional lights on the side and a list price with standard radio beginning at \$25,000. The covert EyeDetect™ will not have any lights

and a list price with standard radio beginning at \$24,000.

An additional option to the EyeDeter™ and EyeDetect™ series is 2.4GHz or 4.9GHz mobile radio to allow first responders access to real-time and recorded video, plus control the Pan, Tilt, Zoom camera.

A future option will be video analytics, which allows you to program parameters or rules into the video management system. When a rule is broken, an alert will be sent out to the operator for review and dispatch police to the area. Adding video analytics allows you to monitor alerts instead of watching multiple monitors all at the same time. Please call for more information. Ω



EyeDeter™
From Federal Signal

Connexion 24/7 - Network Monitoring/Alarms

Connexion 24/7 has chosen Alster Communications, LLC as their representative for Network Monitoring and Alarming.

Network Monitoring

There are several Public Safety agencies and small businesses that do not employ a full time IT/IP person to monitor their LAN Network. Connexion 24/7 provides this service for you.

They install a Network Monitor in your LAN or DMZ to monitor the throughput and health of all of the appliances and devices

on your Network. If told to, the service will notify you when certain hard drives are 80% full, or when a contact closure registers an out of range situation.

Network Topography

They also provide a "Discovery" of your LAN. Again, they install a Network Monitor in your LAN or DMZ and monitor your system for 30-days. During this time, they provide you a complete map of your LAN and tell you which devices are hogging the system. If you need monitoring help, please call me. Ω

*Connexion 24/7
provide Network
Monitoring for
your LAN and
sounds the alarm if
a problem develops*

JPS Communications - Training and Cisco

JPS Communications offers several free training sessions in Raleigh, NC. All you have to do is get yourself there. ACU-1000 training happens once a month, each month of 2008.

ACU-2000 training happens in February, June and October 2008. WAIS training happens in March, July and December 2008. If you are interested in attending this training at that factory, please let me know and will help you make the arrangements.

IPICS

The Interoperability and Collaboration System (IPICS) between Raytheon/JPS and Cisco extends traditional Interoperability across agencies, suppliers and technologies.

Using the ACU-2000 IP Control Unit and your SIP devices through a Cisco IPICS System Server, IP Phone and Management Console provide you complete flexibility with emergency communications. Please ask me for more information. Ω



ACU-2000
IP Control Unit

Valmont Communications Has Everything

Valmont Communications makes just about everything you need for attaching microwave dishes and antennas to existing towers and roof tops. They have a complete component list of brackets, grounding kits, lanyards and lighting.

Monopoles

Valmont manufacturers monopoles in several plants in the US. They are bump formed, galvanized and easy to put together.

3/4 Leg Towers

Valmont owns Microflect (3/4 leg towers) and PiRod (3 leg and guyed towers), which combined offer you every type of tower you may need for any application. Whether it is broadcast, communications or

microwave Valmont has a solution to support your communication links.

For more information, please visit www.valmont.com and learn more about components, monopoles and towers. Or you can just give me a call and we will help you engineer the structure you need.

ACES October 2008

We will hold our 2008 ACES the first week of October at the following locations:

Boise, Idaho

Helena, Montana

Spokane, Washington

See you there!

Ω



Steve Stouffer
PO Box 12428
Mill Creek, WA 98082

Phone: 800-365-1272
Fax: 425-379-2574
Email: steve@alster.com

FIND US FAST
WWW.ALSTER.COM