



AlsterNews

Alster Communications,
LLC

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Daniels Training - Alster Guys

The entire Alster Gang traveled to Victoria, BC, Canada for training and a plant tour of Daniels Electronics, LTD. It was a memorable experience.

Daniels, being in business for over 40 years, had examples of their 60's, 70's, 80's, 90's and current radios. It really was a trip down memory lane.

Low Current

There are two well known characteristics of a Daniels repeater or base station. The first is low current. To have a full rack of equipment draw less than 200 mA is the standard of the industry.

Modular Design

The second is Modular

Design. The ability of having two repeaters from two different frequencies on the same rack is another industry standard.

High Quality

What may be missed in thinking about Daniels is their quality. Instead of buying \$1.50 components, they will spend \$5.00 to insure quality. They know their products go on hard to reach, solar sites where a component failure will cost much more than the difference between \$1.50 and \$5.00.

800 MHz

After a three year absence, Daniels is again making an 800 MHz repeater that is higher quality and

longer lasting than the earlier version. They are also working on P25 compliant repeater products in VHF, UHF and 800 MHz.

We are so thrilled to be selected as their representative and are asking you our customers to call us to continue and improve your relationship with a true leader in base station and repeater design. Thank you for your Daniels business. Ω



Daniels Final Assembly

Happy New Year - Things To Do

Happy 2009! Alster begins the year with a lot of stuff to do. We have an ACES in Honolulu in February; an Independent Telephone Show in Portland and the IWCE Show in Las Vegas in March. Then we have Washington Emer-

gency Management Show in April.

Training/Meetings

We will also be attending training sessions and sales meetings with our factories so we can become better able to answer your ques-

tions and give you more technical support.

We appreciate your business and look forward to seeing you in 2009. We wish you a Very Happy and Prosperous New Year from all of us at Alster. Ω

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ACES - Honolulu, February 12

We will hold our third ACES Show on Thursday, February 12, 2009 at the Ala Moana Hotel beginning at 8:00 AM.

Seminars

We will have seminars from Aeroflex on P25 Auto Align and MotoTurbo; Bird and Times will kick in with Line Sweeping for Distance To Fault and VSWR; Daniels will condense their day long P25 overview into 90-minutes; JPS will provide

an overview of their Wide Area Interconnect System for Statewide control of ACU's; Times will demonstrate the correct technique for connector installation; TXRX Systems will discuss In-Building System Design.

Exhibits

We will have table top exhibits from Aeroflex, Bird Technologies, Coscomm (Satellite Communications), Daniels Electronics, Gabriel Microwave Dishes, JPS

Communications, Laminated Wood Systems, Larsen Mobile Antennas, Multiplier Batteries, Survey Technologies, Times Microwave Cable, TXRX Systems, Valmont Communications and Watson Dispatch.

Free Lunch/Prizes

Finally, we will provide door prizes and a free lunch. So mark you calendar and register at www.alster.com. Please call with any questions. Ω



**Times Microwave Booth
ACES 2006 - Honolulu**

SPOTS vs Kulduckie

Do you know the difference between the Larsen SPOTS rubber duck and the Kulduckie? It has to do with frequency and the choice is yours.

SPOTS

SPOTS are a direct replacement for many OEM, broadband, rubber duck antennas and broadband

tuned. They are available in VHF, UHF and 800 MHz. You can actually ask for a color, for example, an Orange spot at the top of a SPOTS means 150 to 162 MHz. A Yellow dot means 432 to 468 MHz. They are available with 90 degree angle connection, SMA, Half Wave, Helical Short, etc.

Kulduckie

The Kulduckie antennas are center frequency tuned. They are also available in VHF, UHF and 800 MHz with a variety of connectors.

If you need a sample SPOT or Kulduckie please give me a call. Ω

SPOTS Rubber Duck antennas are broadband tuned and Kulduckie antennas are center frequency tuned..

Times Din/Din Adapter

Times Microwave **Silver-Line-TG™ (TuffGrip®)** test cables are designed for sweep testing cellular infrastructure site cables and antennas. It's unique features were designed by field technicians for field technicians.

TuffGrip® employs a hefty handgrip at the system

end to better withstand the rigors of field work. It meets the demands of repeated mating and unmating to cell tower cables with connectors that have degraded from exposure.

The robust hand grip allows the user to apply as much resistance as is necessary to properly torque the

system cable connector, while safely preventing excess torque from being applied to the high performance test cable. A proper connection may now be made quickly with a single wrench.

These are available through your favorite distributor - just call. Ω



**Tuff Grip Din to Din
Adapter**



JPS - Grant Writing Help - Free

JPS Communications has a grants advisor, Wayne House, on staff to help you with your grant needs. He can help you with the difficult and tedious task of writing grants for interoperability systems and equipment and increase your chances of success. Wayne will guide you through the grant proposal process discussing your department's needs, answering your grant proposal questions, and talk you through the process.

Grant Deadlines

Department of Homeland Security's (DHS) Federal Emergency Management Agency (FEMA) released guidance and deadlines for the FY 2009 grants. Application deadlines are coming up on January 13 and March 20. Grants will be allocated and are awarded according to a risk assessment methodology used in FY 2008, according to DHS. Are you ready?

Grant Link

Here's a link to the FY 2009 Grant Information from DHS: <http://www.fema.gov/government/grant/index.shtm>.

Matching Funds

Budgets have tightened up and so have funds to meet the Matching Fund requirement for your grants. Email wayne.house@raytheon.com for more information or give me a call. Ω



Honolulu Police Department Communications Vehicle

Aeroflex 1.7.5 Software For 3920

Aeroflex will make the new 1.7.5 software upgrade for the 3920 available in late January or early February. This includes upgrades to their Trunking process, adds 3 markers to the Spec An, tone for En/Decode, FTP File Transfer improvements and Drive Test Software (Survey Technologies) compatibility.

New Options

One of more important developments for the 3920 is the Auto Align for Motorola P25 radios. They are also working on Simulcast Alignments.

3500 Updates

Aeroflex is also improving their popular, hand held

service monitor with P25 Basic Measurements, MOD Fidelity Test, Symbol Definition and transmitter BER testing.

They will also add duplexer alignment and antenna-cable test screen.

To learn more about these products or see a demo, just give me a call. Ω

Aeroflex continually improves the software for their service monitors and provides most of it for free to their customers!

Otto Dealers And Users

Otto Communications has announced a new quantity discount structure for purchases through our dealer network.

Dealer Discounts

Now existing Otto dealers can build orders and receive discounts on all Otto products. So, dealers

please contact me to confirm what your quantity discounts are - or just ask the Otto order desk when you place your order.

End Users

If you buy your Otto audio accessories from your local dealer, be sure to ask it you qualify for lower pricing

due to quantity discounts.

New Products

You will be seeing several new products from Otto in 2009. We will highlight them in this newsletter and bring them around for you to play with. Thank you for your business in 2008. Ω



Technical Training - Answering Questions

One of the most demanding parts of our job is keeping current on our products. The process includes general reading (boring), attending training (less boring) and answering questions from our customers (much more exciting).

When you think enough about us to ask a question (and we don't know the answer) it sends us on a quest to find the answer for you and teaches us about our products. Some of the questions concern the ability of the product to compete with a competitive product.

We need these questions to keep us sharp and we need you to keep asking the questions so we get better. It has been my experience that my customers teach me more about my products than general training.

Register for ACES Honolulu

We try to make it easy to register for our ACES Shows. You can go to www.alster.com, fill out the form on the front page and submit it or you can give Steve or Wanda a call at 800-365-1272.

www.alster.com

The official invitation will be sent out in the middle of January and there will be a registration form that you can fill in and fax to us.

February 12, 2009

Thursday, February 12 at the Ala Moana Hotel beginning at 8:00 AM and concluding about 2:00 PM. Parking costs will be reduced if you park at the hotel. Ω

ACES In October

Mark your calendars for October 6/7/8, 2009. Here are the dates and locations where we will hold ACES.

Tuesday - October 6

Salem, OR

Wednesday - October 7

Issaquah, WA

Thursday - October 8

Anchorage, AK

We will have technical seminars, new products in the exhibit area, a free lunch and a lots of door prizes. So, come to learn and win - there will be no losers attending ACES!



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