

# Alster News

### In This Month's Issue

- Multiplier's National Top Ten List
- Multiplier's Regional Top Ten List
- SunWest offers buildings, cabinets, trailers, COWS and Trucks with COWS

## Multiplier Batteries - Top 10

Wouldn't you like to know which batteries made the Multiplier Top Ten List? After all - if they are making more of these, their pricing should be lower. Right? Right!

### National Top Ten List

The following batteries are the top ten national best sellers for Multiplier:

- M7144 - Motorola HT1000, MT2000, GP900/1200, MTX/S
- M8923-HX - Motorola XTS3000
- MKNB-15 - Kenwood 260/360
- MKNB-17 - Kenwood 290/390
- M7341 - Motorola HT1000, MT2000, GP900/1200, MTX/S
- M9049 - Motorola P1225
- M9628 - Motorola GP300
- M191202 - MaCom LPE
- M7144HX - Motorola HT1000, MT2000, GP900/1200, MTX/S
- MKNB-12 - Kenwood 250/350

Call us for special pricing on these popular batteries.

### Local Top Ten List

The following batteries made the top ten list from Talley Communications warehouse in Lynnwood, Washington.

- MKNB-15 - Kenwood 260/360



### Multiplier Batteries - Why Not?

- MKNB-17 - Kenwood 290/390
- M9044 - Motorola P10/50, SP10/50
- M9018 - Motorola SP 50
- M9049 - Motorola P1225
- M7144 - Motorola HT1000, MT2000, GP900/1200, MTX/S
- M5293P1 - MaCom PCS
- M9628 - Motorola GP300
- M0125 - Relm/BK L/E/G/DPH
- M5447 - Motorola MT1000, MTX

### February Special Pricing

During the month of February, Talley is offering special pricing on these 10 batteries. Please call for additional information. Ω

- Times - New Test Cable and New LMR-200 Connector 2
- Maxrad - Purchased by PCTEL, no changes, new opportunities 2
- Aeroflex - signs agreement to provide Passport Trunking Protocol 2
- Bird - Global Educations Services, Site Analyzer School 3
- Valmont Communications - Makes 25V, 45V and 55V tower sections 3
- SCA - Narrowband Tone and Voice Pagers 3
- Local and National Trade Shows in our area 4

## Cell-On-Wheels - Equipment Cabinets

SunWest Engineering custom manufacturers cabinets and trailers to house communications equipment. Check them out on the web at [www.sunwesteng.com](http://www.sunwesteng.com). You will find skid and trailer 1-bay to 10-bay cabinet for all needs and applications.

They design your specifications - what kind service (120,



and build to specifications. Tell of electrical 240, 480,

back up generator), brand of air conditioning and size or racks and they will build it for you.

They can even put their Cell-On-Wheels on a Ford F-650 with telescoping antenna and satellite dish.

Please with your and we'll tion just for



give me a call specifications develop a quota-you. Ω

## Times Microwave Adds New Test Cables

Times Microwave announces a new product: SilverLine™ Test Cables are cost effective, durable, high-performance cable assemblies designed for use in a broad range of test and interconnect applications.

Fabricated from rugged, solid PTFE dielectric cable with stainless steel connectors and a proven strain relief system, these cables provide long life and excellent stability in applications where they are repeatedly flexed and mated/unmated.

SilverLine™ test cables are ideal for use in production, field and laboratory test environments. They are also economical enough to be used as interconnects in test systems.

These are available through Frigid North, Hutton, Talley and Tessco.

### LMR-200 EZ Connector

The **EZ-200-NM** connector (stock code 3190-1475) is a no-solder, N male connector for LMR-200 low loss coaxial cable. The high quality connector has a knurled coupling nut and crimp-style outer contact attachment ring.

Adding to the family of 'EZ' no-solder connectors for other LMR® cable sizes including 240, 400 and 600, this connector is particularly well suited for use at the upper ISM frequency bands of 2.4GHz and 5.8GHz because of its low loss and low VSWR.

The EZ-200-NM is perfect for field installations and its excellent electrical performance up to 6 GHz make is suitable for all broadband wireless applications. Ω



Times SilverLine Test Cables

## Maxrad Is Purchased by PCTEL

PCTEL, a leader in intelligent wireless solutions, completed the acquisition of MAXRAD, Inc., a leading manufacturer of wireless communications antennas for broadband wireless, in-building wireless and land mobile radio applications.

PCTEL, founded in March 1994, is a leading provider of Wi-Fi and cellular mobility software, software-defined radio products and access technology. They will bring their experience in this field to Maxrad. Maxrad will bring their antenna design and distribution



knowledge to PCTEL.

### What Does This Mean?

As a current Maxrad customer, you will see no change in pricing or delivery. Your distributors will still have product and the product will still have quality. What you will see are new products and an even broader offering to the Wi-Fi world of excellent antennas and innovative solutions. Maxrad will continue to improve their presence and product offering in the general two-way market. Ω

*Maxrad is acquired by PCTEL. This puts Maxrad in the prime position to complete Wi-Fi antenna designs*

## Aeroflex Signs MOU with Trident for Passport

Aeroflex signed a Memorandum of Understanding with Trident Micro Systems in December. This agreement will allow Aeroflex to incorporate the Passport protocol into the IFR2975 radio test set.

### Digital Box Gets Better

The 2975, Project 25, APCO-25, digital service monitor just keeps getting better. Passport is an advanced trunking protocol to provide system operators with maximum flexibility and efficiency with wide are

trunked networking by utilizing sub-audible signaling.

This agreement gives the 2975 the ability to maintain today's analog trunking protocol while maintaining the most advanced digital trunking systems.

### Test Before You Buy

2975 owners can test any option for 30-days before purchase to verify the need of the option. Please call me for a demonstration or quotation of the 2975. Ω



2975 with Passport

## Bird Electronics Global Educational Service

Bird® has just established the Global Educational Service (GES). The new business unit offers training and related services. The first venture into "knowledge transfer" is Certification Training for the Bird Site Analyzer®.

### Site Analyzer Training

The first Certification Training is being held in Solon, OH on February 19/20 and 26/27, 2004. These sessions will offer participants hands-on skill training to diagnose problems with RF cables and antenna systems in LMR, Cellular/PCS and Broadband market.

The Site Analyzer is a Frequency Domain

Reflectometer capable of displaying Measure Match data, VSWR, Return Loss, Cable Loss, Insertion Loss and Distance to Fault. It will also display live Power Readings.

### Course Outline

The two-day course includes Radio Frequency Basics, Line Sweeping Basics, Application, Troubleshooting Techniques, lots of questions and answers and the certification written and practical lab exam.

If you are interested in attending please call Peggy Volker at 440-248-1200 or me. If you'd like to see how much I know about the unit, call me for a demonstration. I can show you in person how certifiable I am. Ω



Bird SA-1700

## 25V, 45V and 55V Now Ready to Ship

The word is out. Microflect/PiRod division of Valmont Communications is building tower sections that mate with 25G style towers. Known as the 25V, 45V and 55V, these sections are just being stocked by Hutton and Tessco in their respective Reno warehouses.

### 25V - Made in Oregon

The first 25V production runs are being made at the PiRod plant in Indiana. The Microflect Oregon plant will start manufacturing 25V and accessories this month.

We realize there is an existing demand for 25G style tower sections. We also realize that competitive products are also coming to market. Be sure to ask for the Valmont version of the product.

### 45V - Coming Soon

In addition to the 25V, Microflect/PiRod will start manufacturing the 45V and 55V sections this month in Indiana and Salem.

You will find our pricing competitive and our quality to be as good as it gets. Please call me for a quotation. Ω

*Valmont Communications is now making 25G and 45G style tower sections. These are being stocked locally.*

## SCA Pager - Narrowband, Full of Options

The SP-AV01A SCA, Narrowband VHF Pager operates in three frequency bands in the 151 to 174 MHz range. The many options include:

2 - Channel; Telescoping Antenna; Monitor; Fixed Alert; Auto Reset; Multiple Address; Scanning; Adjustable Alert Cycles; Visual Alert; VCO Unlock Alert; Low Battery Alert; Battery Save; High Pass Filter; Locking Battery Cover; Removable Belt Clip; Field Programmable; Charging Protection Circuit; Sin-

gle Battery Operation; Single Unit Charger.

Options include CTCSS Decode; Vibrator; Voice Storage; Earphone Jack; Amplified Charger.

### Who Uses Them?

Fire Departments; Emergency Services; Medical Centers; Hotels; Manufacturers.

### Where to Get Them

From your local two-way radio dealer. Please call me for more information. Ω



SCA Narrowband Pager

# Local and National Shows of Interest

There will be a lot of local shows at which we will be displaying our products.

IWCE Show to be held in Las Vegas, Nevada on March 23 - 26, 2004

## February

Montana Emergency Management Conference to be held in Billings, Montana on February 10 - 11, 2004.

## April

Washington Emergency Management Conference to be held in Bellevue, Washington on April 13 - 14, 2004.

## March

Western Regional APCO Show to be held in Spokane, Washington on March 1 - 4, 2004.

Please call me for more information regarding these shows.

## ACES 2004

Our ACES locations have been set:

Oregon/Washington Independent Telephone Show to be held in Portland, Oregon on March 2 - 4, 2004.

Boise, ID - Monday, October 4

Helena, MT - Wednesday, October 6

CTIA Show to be held in Atlanta, Georgia on March 22 - 24, 2004.

Spokane, WA - Thursday, October 7

ACES will be coming to Hawaii in 2005. Ω

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