

Alster News

IWCE 2004 - Las Vegas

In This Month's Issue

- IWCE - ReCap
- IWCE - 10 Factories Attend
- Otto Communications introduces an improved dispatch console headset

Alster Communications enjoyed the 2004 IWCE Show in Las Vegas. We worked the booths of Aeroflex, Bird, Maxrad, Multiplier, Otto, Relm, SCA, Survey Technologies, Times and TXRX Systems.

Highlights

First of all, we want to thank those customers who actually placed orders at the show. The **Aeroflex** booth was very busy. They offered one option free when another option is purchased and we received orders for the 2975 Digital Service Monitor! The **Bird** booth was also very busy and we received an order for an SA-4000 Site Analyzer. Their demonstration of the new 5012 Wideband Digital Power Sensor was sensational. Our time at **Maxrad** was not wasted as we saw first hand new indoor 2.4 GHz antennas. **Multiplier** displayed new Lithium-Ion batteries for two-way radios. This was very exciting. **Otto** showed the new and improved dispatcher headset. **Relm Wireless** had three very exciting new products there. The DPH 136–148 MHz portable, new VHF and UHF mobiles and a proto-type of a smaller VHF portable. Relm is doing some very exciting things.

SCA displayed their two-tone, multi-



TXRX Systems New Booster

frequency voice pager. **Survey Technologies** had a good showing and we were promised an order in the booth. **Times Microwave** was also very busy and displayed their new “woven cable” product. **TXRX Systems** had a very exciting introduction of their Booster II. I can't say enough about how revolutionary this RF booster is. Please do yourself and favor and ask me about the product. You won't be sorry.

The five Alster guys (Tom, Kim, Paul, Thad and Steve) worked hard at the show and enjoyed it very much. We had a blast seeing customers and factories. Ω

Multiplier - introduces new Lithium Ion batteries. Lighter, more power	2
Maxrad - Positive outlook after purchase by PC Tel	2
Times - Introduces Woven Cable assemblies.	2
TXRX - Now taking orders for the new Series II Signal Booster	3
Survey Technologies - RF Mapping (Indoor and Outdoor) made easy	3
BK Radio - Hires two P-25 engineers and introduces B&I units	3
SCA - Narrowband Paging with rugged experience	4

Otto Communications - New Products

Otto Communications is always adding new products to their expanding line. At IWCE they displayed the improved dispatch headsets which are coming in November. They have a remote console interface, which can be used with your choice of Otto headset (the Explorer is the favorite). They are available with or without noise canceling microphone and the housing for the remote control has volume control,

mute and PTT all in the same unit! Please call for a demonstration.

Antenna Speaker-Mic

Otto was also showing the antenna speaker mic for the Motorola XTS 3000 3500/2500/5000. This mic has high-low volume control and is sealed to meet Mil-Std-810 dust and rain and has an improved RF coil-cord. Ω



Multiplier Batteries - Your Best Choice

Lots of Experience

Since 1972 Multiplier designed and manufactured batteries for portable supply requirements. Multiplier offers an extensive line of rechargeable Ni-Cd, Ni-MH, Li-ion and Factory Mutual Approved Batteries. All of our products are made in the USA and manufactured at our corporate headquarters in Mt. Kisco, New York.

Dedication to Detail

From the battery case to the components, every Multiplier battery is designed and manufactured to meet or exceed the original equipment manufacturer's specifications for form, fit and function. Multiplier uses only the highest quality cells, compo-

nents and materials available. Being an ISO 9001 certified company ensures that our entire finished battery product starting from design/development to production meets the highest quality standards.

Alster & Multiplier

We at Alster Communications are proud of our long term commitment and relationship with Multiplier batteries. When performance and dependability count, and you are looking for a battery for your communications, medical, computer, data capture, audio video, consumer electronics, manufacturing or portable telephone, please call us for the best product, at a competitive price. Multiplier products are available from Hutton, Frigid North, Talley and Tessco. Ω



Multiplier Lithium-Ion Batteries

Maxrad - Positive after Purchase by PCTel

In addition to working their booth, we had a very good meeting with Maxrad – they reviewed the acquisition by PCTEL and the feeling was very positive. Maxrad just completed printing the first run of a new catalog, but I still recommend checking their website for latest product introductions and Quarterly Specials. Speaking of new products, here are some of examples:

- 2.4 GHz ISM Ultra flat indoor Omni Diversity antenna
- Max-Matics Combo GPS/ Mobile antenna, in trunk,



stud, mirror ,or mag mount

- Xtremewave MSO24014NF all terrain sectorized omni and WISP 13dBi & 18 dBi directional panel

New Products in 2004

Maxrad is planning on bringing out 30 new products in 2004 in frequencies 700 and 900 MHz, 2.4 and 5.8 GHz. The 700/900 products will primarily be mobile and the 2.4/5.8 products will primarily be in-building and outdoor. Please call for information. Ω

Maxrad - PCTel purchase retained management team and has only improved their ability to introduce new products

Times Microwave Weaves a Solution

Times Microwave Systems has recently introduced its woven coaxial cable assembly capability for mobile cell sites and other applications requiring an organized cabling system. Cables are woven together using a variety of materials to maintain a low profile and organized cable configuration. For mobile, emergency and portable cell sites where the cables are unwound and re-wound numerous times, this unique concept speeds up the winding

and unwinding process and eliminates tangled and unwieldy cables.

Woven cable assemblies may utilize any of the high performance Times cables including LMR® and TCOM™ and can be supplied pre-terminated with high quality Times connectors. Other cable components such as power cords for tower-top lighting can also be incorporated into the woven assembly. For more information, please give me a call. Ω



Times Woven Cable

TXRX Now Selling Signal Booster II

TXRX, long standing manufacturer of in-building coverage solutions, rolled out one its most impressive offerings in the Signal Booster II. The Signal Booster II provides Public Safety grade reliability in RF disadvantaged locations.

Imbedded features include: ease of initial setup, decoupled test points for signal detection, menu driven gain setting, front panel LED monitors amplifier and power status and LED bar graph to indicate relative level of the output controller.

Additionally, Signal Booster II contains an on-board OLC Datalog that archives signal profile to facilitate optimum system configuration



and performance.

The first available product in this series is at 800 MHz. Then the Fiber Optic interface at 800 MHz. Next will be the 3 MHz bandwidth NPSPAC unit followed closely by the 10 MHz bandwidth unit. UHF will be next with the full 380 to 512 MHz followed by the VHF unit. All of these units will be available in low, mid or high gain versions.

Finally, Jack Daniels has written specifications for legislative requirements of in-building boosters for public safety. Contact your Alsterman today for a copy of these specifications or more information on this new advance from TXRX! Ω



TXRX Booster II

Survey Technologies - Has You Covered

Or at least they will let you know where your coverage is. Survey Technologies has designed a modular system for performing drive (or walk) test of an area (shopping center, city, county, state, ...) that collects the data, provides analysis, coverage mapping and export of data (raw or filtered) to external predictive systems.

Essentially the STI-9400 is an automated signal measurement and analysis system that can interface and work with most receivers, signal measurement systems and post processing modeling tools.

If your application covers land mobile radio, PCS, commercial broadcast, paging or wireless LAN (802.11x), the STI-9400 will show you where you have coverage and tell you the quality of that coverage. It can also show you possible sources of interference.

Here's the offer. We will pick you up at your office and go for a ride. We'll put in your frequencies, collect the RF coverage data automatically, go back to your office and run the numbers, then plot the maps!

Give your Alster Rep a call today and SEE how good your coverage really is. Ω

*Indoor or Outdoor
RF Signal
Measurement Test
tool with complete
printable readouts
and information*

Why BK??? BKause

Relm Wireless, manufacturer of the popular P-25 Digital Portable DPH, introduced several new products and had several announcements at IWCE 2004.

The biggest announcement, for P-25 enthusiasts, is the hiring of two experienced P-25 engineers to advance the BK product line! They will focus on DES/AES Encryption, P-25 Trunking and other customer requirements.

In addition they announced new busi-

ness and industry mobiles and portables for VHF and UHF. Including a low price VHF mobile and palm sized portable.

With the addition of two P-25 engineers and the business and industry products, we have seen an investment by Relm/BK in the future.

Why BK... Best Digital Audio Quality, Best Digital Battery Life, BK Quality... Simply the Best! Please don't take our word for this, let us give you a demonstration. Ω



GPH to a DPH - quick

SCA Pagers - Narrowband Performance

Looking for a pager that's the Leader in the Tone and Voice industry? Then select SCA for their advanced Tone and Voice Pager family of Sceptar and Alps. Sceptar is available in both VHF & UHF and Alps in Low VHF.

Standard Features

Standard features include a fully synthesized two channel receiver with priority scan, independent call formats, multiple addresses, and adjustable alert cycle, telescoping antenna, adjustable timing, monitor or select, while a wide range of options allow our pagers to be tailored to meet the specific needs of the user. Sceptar and Alps and both fully field programmable.

Sceptar and Alps

The Sceptar VHF & UHF and Alps Low VHF series synthesized pagers are highly reliable and are compatible with most tone and

voice paging systems. If you or your customers are currently working with a Fire Department/EMS Agency, Departments of Public Safety, Medical Field/Health Care/Nursing Care Centers, Hotel/Motel/Resort, and Utility Service Providers then please call me so that I can hook you up with SCA pagers, the Leader in the Tone and Voice paging industry.

ACES 2004

Our ACES locations have been set:

Boise, ID - Monday, October 4

Helena, MT - Wednesday, October 6

Spokane, WA - Thursday, October 7

ACES will be coming to Hawaii in 2005. Ω

A
L
S
T
E
R

N
E
W
S



Steve Stouffer
6703 154th Place SE
Bellevue, WA 98006

Phone: 425-641-3877
Fax: 425-747-4021
Email: steve@alster.com

FIND US FAST
WWW.ALSTER.COM