

# Alster News

## Western Regional APCO - Portland

### In This Month's Issue

- Regional APCO in Portland
- WiMax - Know What It Is?
- Watson Dispatch Upgrade
- JPS - NXU-2A RoIP/VoIP

Alster was pleased to have the Western Regional APCO Show held in our territory this year. We supported the following factories who showed their best and latest products: **Aeroflex, Bird Techonlogies, Concept Seating, Federal Warning Systems, JPS Communications, New Communications Solutions, Relm Wireless, Survey Technologies, Trident Micro Systems, TXRX Systems and Watson Dispatch.**

The sales managers and engineers from these factories spoke with several local customers and answered every question.



**Aeroflex Booth at APCO**

### Training/Trade Shows

Alster is committed to being trained and facilitating training for our customers. So far this year we have attended training with PCTEL, Concept Seating, Trident Micro Systems and New Communications Solutions. We've also made arrangements for training with our customers on Aeroflex, JDSU/Acterna, Bird Technologies and Federal Warning Systems.

We have attended the Washington/Oregon Independent Telephone Show, Regional APCO and will attend the Washington Emergency Management Show - April 18 and 19.

Tom, Paul, Thad and Cliff will attend JPS Communications training in North Carolina the week of April 17-21.

Alster will display products at the Oregon Emergency Management Show - May 9-12 and the Montana Emergency Management Show - May 22 - 24. All Alster guys will attend the IWCE Show in Las Vegas, NV the week of May 15-19.

In June several Alster guys will attend training in Solon, OH for Bird and TXRX Systems. We will also support the State APCO Conference in Wenatchee, WA, June 21-23. For more information, please call me. Ω

WiMax - Coming To Your Neighborhood? 2

Relm Wireless - Low Current Draw Base Station/Repeater 2

Antenna Specialists - Transit Antenna With GPS 2

Watson Dispatch - New Upgraded Synergy Product 3

Alster Communications - Turns 30 in 2006 3

JPS Communications - NXU-2A Radio/Voice Over IP 3

Alster Alaska - Adding New Sales Person 4

## Relm Wireless - Intrinsically Safe P-25

RELW Wireless announced that its APCO P25 Radio, the DPHX5102X, has been certified as intrinsically safe by Factory Mutual, a government-certified company that is charged with enforcing safety standards in hazardous environments.

### Intrinsically Safe

Intrinsically safe (IS) products are designed for use in hazardous environments

where flammable gas, liquid or combustible dust may be present, including oil refineries, mines, chemical plants and flour mills. To be deemed intrinsically safe, products must pass a rigorous series of tests that certify they will not emit electrical sparks during normal operation.

When you need safe, dependable portable radios, please think of P-25 products from Relm Wireless and call me. Ω

## WiMax - Do You Know What It Is?

IEEE 802.16 is a family of standards for fixed and mobile, high speed data communications. The 2003 original standard was designed for LOS, (line of sight) communication in the 10 GHz to 66 GHz bands. More recent revisions address NLOS, (non-line of sight) fixed and mobile communications in the frequency bands below 11 GHz and below 6 GHz respectively.

These two versions of the standard are now gaining significant interest as roaming has been introduced and is seen by some as an alternative to 3G cellular services.

### WiMax Forum

The not for profit industry forum WiMAX, (Worldwide Interoperability for Microwave

Access), was formed with 200 members including Aeroflex.

WiMAX supports adoption of IEEE 802.16, which is designed to provide service across a metropolitan area network or MAN. This distinguishes IEEE 802.16 from the more familiar IEEE802.11 LAN standards.

Aeroflex signal generator platforms, including the 3410 series and the 3020 PXI series, are equipped to support the generation of WiMAX signals representative of uplink and downlink waveforms for both IEEE 802.16 (2004) and IEEE 802.16e.

Aeroflex 3410 and 3020 PXI signal generators, support the uplink and downlink WiMAX signal waveforms for both IEEE 802.16(2004) and IEEE 802.16e. Call me for more information.  $\Omega$



Signal Generators

## Relm Wireless - Low Draw Base Station

Are you looking for a mountain base station or repeater with low current draw? Relm Wireless has developed the SMX921 product with less than 60 mA receive only current draw!

The SMX920/921 is a 255 channel, programmable base station or repeater that is available in desktop or rackmount design. The 920 is a durable, continuous duty radio for desktop applications.

Programmable from 1 to 50 watts, it is available from 148-174 MHz, 350-385 MHz, 400-435 MHz, 435-470 MHz, 450-485 MHz

and 485-520 MHz versions. It has 1.5 ppm stability and a S/N ratio of 46 dB wideband and 42 dB narrowband.

### 60 mA Current Draw

The 921 rackmount version has the same channel and frequency ability, but is configured for solar powered sites.

Please review the enclosed brochure to compare the two units with our competition. Relm has done a great job meeting the specs and price requirements to help you choose this unit.  $\Omega$

*SMX920 Desk  
Top and  
SMX921 Rack  
Mount Repeater  
and Base Station  
are a good choice*

## Antenna Specialists - GPS Transit Antenna

Antenna Specialists®, a division of PCTEL, makes the AST8001900GPS Silhouette antenna, which is designed for transit vehicle installations including buses, police vehicles, fire-fighting engines, railroad equipment, airport service vehicles, and construction equipment.

This low profile multi-band antenna provides wideband coverage of 806 MHz to 960 MHz frequencies, as well as PCS coverage and GPS tracking support. It is housed in a

high impact molded ASA radome for long-lasting performance under severe environmental conditions. The antenna requires no field tuning, handles 25 watts in the 806 to 960 MHz with vertical polarization, covers 1850 to 1990 MHz for GPS with right hand polarization.

It provides unity gain at 800 MHz and 3.5 dBic at GPS frequencies. Please call your local distributor or PCTEL direct to purchase. Or just give me a call.  $\Omega$



Transit Antenna

## Watson Dispatch - Synergy Updates

Adjusting to the changing needs of the Public Safety arena, Watson Dispatch is upgrading their industry-leading Synergy product. Here is a list:

### Leg Set

The new leg set increases height adjustability to 27" through 52". Anti-collision feature causes the surface to stop and reverse when encountering an obstruction.

### Wire Management

Energy Chain replaces 4" solid tube. The Energy Chain has a unique tooth-groove side which allows installers to control excess wire. Cable trays mounted below primary surface route cords to reduce wire visibility

but still allow wire tracing.

### Depth Adjustment

Depth Adjustment Platforms control the distance between users and monitors with minimal user extension. Up to six flat screen monitors can be mounted on monitor arms for simultaneous adjustment. You can retrofit existing consoles for the upgrade.

### Rear Cavity Doors

Watson has improved and lightened the Synergy rear cavity doors. This enables a spring mechanism to hold the door open in any position. This feature can be retrofitted to existing installations. Please call me for pricing or additional information. Ω



Synergy Furniture

## Alster Communications Turns 30

Well, we are actually 29 and a half. Russ Ellsworth started Alster Communications (named for his two sons Alec and Sterling) on October 1, 1976.

He had been the sales manager for Singer Service Monitors (is there anyone out there who remembers the old Singer?). Russ was given the opportunity to turn in his secure sales manager job for a commission only rep territory in the Pacific Northwest.

Russ moved his family from Los Angeles to Boise (where he spent part of his youth) and began taking this trusty Singer monitor

to anybody who wouldn't throw him out the door.

Russ soon found out that his territory has more month than money and soon developed the "Spend Less, Work More and Pray A Lot!"

A couple of years later Russ added Bryan Gilmore to cover Western Oregon and Denny Herrick to cover Western Washington.

Russ retired in 1997 and is still lives in Boise. He spends his time in his wood shop and working on projects for his wife and his church. Ω

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*Alster  
Communications  
began on October  
1, 1976, in the  
home of Russ  
Ellsworth, Boise,  
Idaho*

## JPS Communications New NXU-2A

The NXU-2A uses radio over Internet protocol (RoIP) and voice over Internet protocol (VoIP) technology to send and receive digital voice messages. As a general purpose, standalone device it connects radios, radio communication consoles, and JPS products such as the ACU-1000 and SNV-12 Voter to a digital network (LAN, WAN or Internet).

The NXU-2A features include the ability to delay transmit and receive audio, voice

modulation recognition, support of multicast IP and quality of service, a selectable 20 dB gain boost on audio input and a "restore of factory defaults" setting.

The TX and RX delay is ideal for trunking applications where extra delay may be required. The ability to support multicast IP is optimal for use of multiple NXU's, which reduces the amount of network traffic and ensures that each unit in the group will receive communication. Ω



JPS Communications  
NXU-2A



## Alster Alaska Adds Another Person

Paul Merkouris, Alaska Alster guy since 1998, announced that his son Daniel will join him in supporting the Alaska customer base and our factories.

Dan is a lifelong Alaskan, being born in Nome then moving to Anchorage with his family in 1996. After graduating high school, Dan attended the University of Alaska Anchorage, where he is currently working on a Bachelors Degree in Business Administration. He will complete his degree on-line and in summer courses.

Dan worked part time for Paul answering phones and helping with the monthly newsletter in the winter months while attending college, and full time in the summer months.

Effective February 2006, Dan is now working full time with Paul making sales

calls and working up quotations. Dan realizes he has a lot to learn and is looking forward to receiving training at the IWCE Show in May.

### **ACES 2006**

Please mark your calendars for October 2, 4 and 5 when we will hold our traveling Alster Show in Boise on Monday, October 2; Helena on Wednesday, October 4 and Spokane on Thursday, October 5.

The Montana APCO Chapter Conference will be held at the same Helena hotel as ACES on October 3.

### **ACES Hawaii 2007**

The second Hawaii ACES will be held February 8, 2007 in Honolulu. Come join us for some fun and training. Ω



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