

Alster/News

Alster Communications,
LLC

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IWCE - What A Great Show

Alster Communications enjoyed one of the busier IWCE Shows we can remember. Everyone thought it was going to be slow - boy, we were wrong.

Stand Alone System

Daniels Electronics, who introduced a stand alone P25 VHF Trunking System had twice as many sales leads this year as last year.

P25Net

JPS/Raytheon also introduced an updated version of the P25Net controller and their booth was busy.

Customers

It was good for the Alster crew to see so many of their customers from every state - Del and Doug from

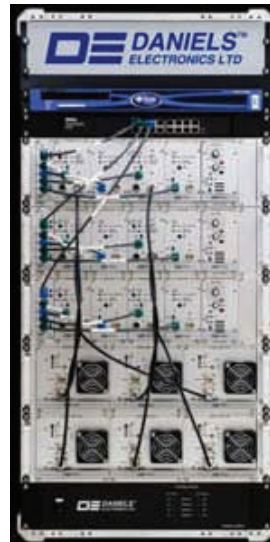
Alaska, Lindsey and Warren from Hawaii, Brian and Ed from Idaho, Kevin and Scott from Montana, Craig and Chad from Oregon, Alan and Del from Washington.

Eleven Booths

We worked eleven booths, which included Aeroflex (who gave away a 3500A), Bird/TXRX (we received a nice order from PWC), Daniels, JPS (we received a nice order from PWC), Otto, Pulse/Larsen, Relm Wireless (we received a nice order from Valence), Survey Technologies, Times Microwave, Valmont.

We had a great time running around the show floor, supporting factory booths, seeing customer and actually taking orders.

We want to thank those customers who actually placed orders at the show. We appreciate your business - all your business. Ω



**Daniels P25 Stand
Alone Trunking**

Inside this issue:

Relm Wireless - New King P700/800 2

Daniels - P25 Stand Alone Trunking 2

JPS - PC Dispatch For WAIS System 2

Bird/TXRX Systems - More New Products 3

Otto - New Waterproof Speaker Mics 3

Times - New One Piece 400 Tool 3

Larsen Antennas - New Products at IWCE 4

Aeroflex - AutoTune XTS P25

Things were hopping in the Aeroflex booth because of two great product enhancements.

3920

The 3920 had everyone watching the unit perform a complete autotune of XTS

P25 portable radios in less than six minutes. The is two to three times as fast as our competitor.

3500A

The second attraction was the handheld, 8 pound tester being drenched with

water! With the latest software release 3.5.1, tracking generator, Oscilloscope, spectrum analyzer and P-25 testing, the 3500A is the most complete handheld service monitor available.

Call me for a demo. Ω



Relm Wireless - P25 Portables

Relm Wireless delivered some excitement at IWCE by continuing the introduction of new models in the popular KNG handheld product. First came the P150, followed by the P400 (403 – 470 MHz).

At this show they introduced the P800 (700/800 MHz – now type accepted) and the P500 (450 – 520 MHz). This KNG Radio meets or exceeds the highest performance specifications of all comparable digi-

tal two-way radio, providing clearest sound with the least distortion.

The BK-KNG radio is the smallest and lightest P25 digital portable radio among all comparable radios. Its lower current drain and power consumption give it a significantly longer battery life (18+ hours) than any manufacturers' comparable radio. It is easy to use, easy to custom-program, P25 interoperability, increased strength and protection, 1-6

watts RF output power, 512 channels of dynamic programming, Type 3/Level 1 encryption security, USB Flash and cloning technology, 100 programmable Quick call IDs, Channel/Priority/Group Scan, Talk around & Problem prevention features. Check out our website at www.relmwireless.com and look for the BK KNG radio the next time you need the very best radio for your application. Ω



Relm Wireless P150, P400 and P700/800

Daniels - P25 Stand Alone System

Did you know that Daniels is an industry leader in Analog and P25 radio systems design?

Experience

They have manufactured modular rack mounted Base Stations and Repeaters capable of operating in the following bands: Low Band VHF, VHF AM, VHF FM,

UHF, 800 MHz. Daniels radios are renowned for low current consumption, extraordinarily high level of reliability and ability to operate in extreme temperatures (-40 C to + 60 C).

P25 Digital Trunking

They have applied their experience in high performance, flexible modular de-

sign, customizability, rugged construction, and their small size to the P25 Digital Trunking world.

If you are looking for the a stand alone, P25 Digital Trunking Repeater System, with links to paging, satellite telephone interface, ground to air application, Daniels should be your . Ω

Daniels Electronics, LTD introduced their new P25 Stand Alone Trunking System at IWCE - This was a WOW product and caught a lot of attention

JPS/Raytheon - WAIS Dispatch

JPS/Raytheon announced dispatch capability that will provide an option for mobile command vehicles, backup centers and existing users of ACU Interoperability systems.

As demonstrated at IWCE, this new product will support full SNMP and Call Detail Recording. They

stated P25, CSSI, PC bases UDP and voice logging will be available in Q3/09 with PIE P25 support in Q4/09. Release dates for OTAR, P25 Phase 2 and Simulcast have yet to be determined.

WAIS Dispatch

With Dispatch Console support, JPS brings the

complete package for on-scene and mobile interoperability provide the command vehicle visual control over radio/satellite assets.

This offering is not to compete with robust public safety consoles, it is intended for Incident Command and Tactical Interoperability. Ω



Honolulu Fire Command Vehicle



Bird/TXRX System New Products

Bird/TXRX Systems introduced several new products at IWCE.

They included the **5000-XT** Digital Power Meter, **5014** USB Digital Power Sensor, **5015** USB 4 GHz Terminating Power Sensor, **5015-EF** 12 GHz USB Terminating Power Sensor, **5016** Wideband, low power, Power Sensor, **5017** Wideband, low frequency, Power Sensor, **SH-36S-RM** Rackmount SignalHawk, **SH-36S-PC** PC

based SignalHawk, **SH-362**, 2 port VNA SignalHawk, **SH-362S**, 2 port VNA SignalHawk with Spectrum Analyzer and **4045A500** Sensor Interface Module, **VPM2** Virtual Power Meter 2.0.

SignalHawk Upgrade

In addition to the new SignalHawk models, they upgraded the unit with waterfall display, RSSI indicator, GPS Trace Stamp and Mandarin Language option.

They also introduced a UHF Ceramic Combiner, a UHF Channalized Signal Booster and an updated Series 62 Signal Booster.

We think Bird/TXRX set the record for new product introductions at IWCE and obviously don't have space to describe them all.

Please go to <http://www.bird-technologies.com/> for additional information. Ω



**The TXRX Systems
Signal Booster II**

Otto - Waterproof / New Mic

The OTTO booth was very busy with everyone looking at headsets, speaker microphones and surveillance kits and accessories.

One of the more popular items were the Storm one meter immersion rated speakermic's with optional RF antenna, emergency button and light. Also holding interest was the water-

tight with removable front cover Genesis product. Both are highly rated and should be used in most every law enforcement application.

New PRO Series

Otto introduced the PRO Series as their latest speakermic, which features a field replaceable heavy duty ca-

ble with quick disconnect RJ45 connector.

Designed for the industrial market with some carryover into public safety, the PRO series is a good choice for the economically minded end user who wants great performance and a less expensive price. Please call for a demo. Ω

Storm and Genesis are Watertight, immersion rated mics and the PRO series is a great, economical mic - take a look

Times - New Combo Tool / Tape

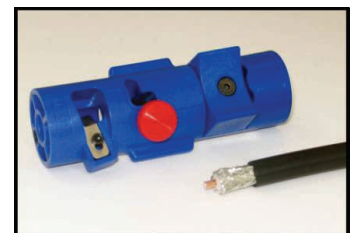
This year aside from LMR® cable and connectors, Times recently introduced the **CST-400** (3192-004) **All-In-One Combination Prep Tool** for use with the LMR-400 low loss coaxial cables. It works with standard LMR, DB, FR, PVC, LLPL & -75 and can also be used for the first strip step

on LMR-400-Ultraflex. The new tool provides the following features and advantages:

Combination feature prepares LMR-400 cables for either crimp or clamp connectors - - Provides consistently sharp cut of dielectric for best VSWR performance - - Includes a built-in

debur tool, so extra debur tool is not necessary.

We also demonstrated and handed out samples of our new high performance Rapid-Tite™ silicone tape. The sample package is convenient because it includes all the technical and ordering information right on the package. Get yours free. Ω



**Times Microwave
CST-400 Combo Tool**



Larsen Antennas - New Products

Pulse/Larsen introduced a new Magnetic Mount Tri-band Antenna at IWCE. The new antenna from Larsen is a magnetic mount tri-band mobile covering 824-960/1710-2710/1575.4 (AMPS-GSM/DCS-PCS-UMTS/GPS). The GPSCPM is designed to be mounted in a non-ground plane environment. This low profile antenna (1.3" tall) features a strong magnet (20 lb side pull) for quick installation and removal.

Machine 2 Machine

Larsen offers several antennas that are made especially for Machine to Machine interface. This and other product lists are available at: http://www.larsen-antennas.com/catalogs_salesheets.shtml

Take a few minutes and review the

technical advantages of Larsen antennas - it will help you make an educated decision to buy a quality antenna at a great price.

Pentaband Antennas

Larsen also manufactures Pentaband antennas that cover all four GSM bands and W-CDMA bands so you can bring outdoor cellular signals and rebroadcast them indoors.

Elevated Feed Antennas

They also introduced two new elevated feed antennas - 2.4 GHz EF2405NMO and 4.9 GHz EF4905NMO. Each antenna provided the "feed point" of RF 5" above the base to effectively radiate over lightbars on emergency vehicles. 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 lots of door prizes. So, come to learn and have a chance to win. You will enjoy yourself at ACES meeting your colleagues and learning something new. Ω



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