

Alster News

New Mobile ACU-M By JPS

In This Month's Issue

- JPS Communications ACU-M
- IWCE - Good Show For Alster
- Aeroflex - New Digital Monitor
- 20 Years As A Rep

JPS - New Product

JPS Communications, a division of Raytheon, designs, manufactures and sells Interoperability that enhance the effectiveness of radio communications systems. These products include: intelligent interconnects, RoIP/VoIP technology, radio/telephone interface units, voting products and transportable products. The radio interconnect products facilitate communications between two-way radios (HF and VHF/UHF) and various other media, such as other radios, cellular, land-line telephone, NEXTEL and SATCOM.

The signature product of JPS is the ACU-1000, which provides interoperability between multiple radio systems operating on different frequencies, to simplify communications for public safety, military and railway as well as federal and local governments.

New ACU-M

The new ACU-M is a mobile interoperability device built on the proven ACU technology. The device has an intuitive control panel for operation, field diagnostics, and programming. Weighing less than 3 pounds, the ACU-M is easily deployed and affordably priced,



The Magnificent Seven Alster Guys

making it ideal for mission-critical interoperability.

Times Microwave

Times Microwave Systems was founded in 1948 as the Times Wire and Cable Company. They provide cable solutions that are a better alternative to corrugated copper cables for antenna feeders and system interconnects. Compared to corrugated copper cables, LMR cables offer better flexibility, resistance to kinking, comparable attenuation, and easier connector attachment at a lower cost. Please contact your local distributor or me for more information. Ω

Aeroflex - New Digital Service Monitor	2
Bird Technologies - New Signal-HAWK	2
Relm Wireless - New Portable Repeater	2
Otto Communications - New No Hassle Warranty Plan	3
Multiplier - 34 Years Of American Made Batteries	3
Trident - Teaming With Radio Manufacturers	3
Personal Thanks - 20 Years As A Rep In The Northwest	4

IWCE Las Vegas - 2006, Good Show For Us

The 2006 IWCE Show was very busy for the seven Alster guys. It was number 20 for the old guy (Steve), who wonders where the time has gone. We supported:

Aeroflex - 923
 Bird/TXRX - 910
 JPS Communications - 929
 Multiplier - 113
 Otto Communications - 537
 PCTEL/Maxrad/Antenna Specialists - 926

Relm Wireless - 900
 Survey Technologies - 933
 Trident Micro Systems - 819
 Times Microwave - 1520

Valmont Communications - 1762
 We saw several of our customers at the show. We even had some orders placed by some of these customers at the show. So thank you very much for your purchase of the products we represent. Ω

Aeroflex - New Digital Service Monitor

3900 Monitor

The 3900 Series is the next generation portable test set platform for advanced professional digital radio communications. Building upon a longstanding reputation for excellence in professional radio communication test, the 3900 Series from Aeroflex sets a new benchmark for quality, ease of use, performance and value. Software options expand the measurement and signaling capabilities for communications systems that utilize advanced digital modulation and protocols. More importantly, with software reconfigurable digital architecture, future technologies and enhancements can be achieved with simple field programmable software updates.

The 3901 operates up to 1 GHz and the 3902 operates up to 2.7 GHz.

2944B Monitor

The 2944B comes equipped with the tools and capabilities to efficiently perform installation, test or fault diagnosis tasks at an affordable price. Weighing in at just 25 lbs., the 2944B is the lightest and most rugged portable service monitor available today with a standard feature, full span spectrum analyzer.

Another standard feature is the new color transfective screen, making it easily viewable, even in bright sunlight. It also features a tracking generator with full offset tracking and supports all general AM/FM radio systems. Ω



**Aeroflex 3900
Digital Monitor**

Bird Technologies New SignalHAWK™

Bird Technologies introduced the SignalHawk™ at 2006 IWCE. The SignalHAWK is a Vector Network Analyzer and Spectrum Analyzer with a Power Meter Option.

Installer's Tool

The SignalHawk is the most user-friendly test solution for installing, maintaining and troubleshooting Cellular, PCS/DCS, 2/3G, CDMA, GSM, TDMA, AMPS, Broadcast, Microwave Paging, P-25, Public Safety, Tactical Military, Tetra, Trunking, WLAN and WLL segments of RF communication systems. It

is currently available in a one port and two port Vector Network Analyzer and spectrum analyzer up to 3.6GHz.

-135 dBm Noise Floor

One of the more impressive features on the SignalHawk is a displayed average noise level on the Spectrum Analyzer of -135 dBm.

Demonstration

Call your local Bird distributor or Alster guy today for more information on this new release. Ω

*SignalHAWK is
a handheld Vector
Network and
Spectrum Analyzer*

Relm Wireless - New Portable Repeater

Relm introduced several new products at IWCE including the BK Rapid Deployment Portable Repeater and the Intrinsically Safe DPH5102X.

With the Portable Repeater, any two BK Radio portables - including the P25 compliant DPHx - are easily accommodated to bring digital, analog or cross-mode functionality to the new rapid deployment repeater kit. For increased RF output, the kit is also plug and play designed for BK mobiles. Available with

7 or 14 Amp hour internal battery this versatile repeater can sustain a 40% duty cycle for up to 24 hours when equipped with an optional solar panel. Other charging choices are the included AC wall adapter or the optional CLA.

They announced in March that the DPH5102X, has been certified as intrinsically safe by Factory Mutual, a government-certified company enforcing safety standards in hazardous environments. Ω



**DPH is Now Factory
Mutual Approved**

Otto Communications - No Hassel Return

May 22, 2006

No Hassle Return Policy

Otto Communications, the accepted leader in the aftermarket audio accessory market, has improved their customer commitment with a No Hassle Warranty Return Policy.

Now all you have to do is check the date code and be sure it is in the 15 month limit, call OTTO and as long as it is in stock, a replacement will ship immediately, and then you return the unit to OTTO.

New Speaker-Mic

Otto introduced their newest in speaker-

mic at the 2006 IWCE Show.

"THE STORM" has a new contoured design with a two meter water immersion rating. It has a field replaceable 360 degree belt clip. The Storm has a standard push-button high low volume control with options such as: emergency button, range tested antenna and super bright LED flashlight.

Otto - The Original

Alster has been selling Otto since 1997. In nine years, we have seen several wannabees copy what Otto has done. Our customers continue to choose Otto over the competition because of quality and a higher level of support. Please call for a demo. Ω



Otto Evolution Mic

Multiplier - Building Batteries For 34 Years

Multiplier used the rep meeting at IWCE to re-assert its long standing commitment to providing the best batteries in the industry.

34 Year History

MIC is understandably proud of their 34 year history of providing high quality batteries the meet or exceeded the highest standards for quality. External agencies, including Factory Mutual (FM) and ISO, earning them ISO 9001-2000 certified manufacturing status. FM, is the recognized standards

agency for qualifying products as "Intrinsically Safe."

The toughest standard of quality performance is the customer. Multiplier has customers that have relied upon them for continuity of business, and in the case of public safety, their very lives.

One such customer is the Seattle Police department, a loyal Multiplier user since 1998. Through the WTO riots, the trials of MardiGras, and through numerous emergency training drill, Multiplier has proven its reliability. Ω

*Multiplier
Industries
celebrates 34
continuous years of
making batteries in
America*

Trident Micro Systems - Path To Digital

Trident Micro Systems, Kenwood and ICOM announced the formation of a strategic alliance at IWCE. The alliance will jointly develop a common air interface for digital radio systems. The stated objective is to provide analog radio users a seamless migration from current systems to new digital technologies.

With all divergent product development underway, this alliance promises to provide a migration path that builds on existing in-

vestments. Too often, new products and technologies abandon existing systems. This is costly and can result in organizations being left behind when funding is not available to transition to the newest offerings.

Trident Micro Systems brings a strong history of interoperability performance. This announcement emphasizes the need to invest in architectures that have a plan and path for the next generation of technological innovations. Ω



Trident Micro Systems
Passport Trunking

Twenty Years As A Rep In The Northwest

This small editorial from Steve Stouffer, Alster guy since March 1986, it basically a thank you to the customers in Washington, Northern Idaho, Montana and Hawaii that have chosen to purchase the products we represent.

I started out with a customer list, 20 catalogs and a lot of blind enthusiasm. I knew practically nothing about radio. My customers, bless them, took me under their wing and help me learn about the products I was trying to sell.

After about a year of being a "salesman," I discovered the freeing difference of being a rep instead of a salesman. Being independent, I went where I wanted to go, not where some sales manager told me where to go.

After about two years, I figured out that the customer really paid my bills, not the manufacturer. We have changed factories several times in 20 years, but our customers

are still there with an opportunity of choosing the products represented by Alster. So thank you for taking care of this old rep.

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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