

Alster News

In This Month's Issue

- Training at Times
- Distributors - We Like Them
- Valmont on WSCA Contract
- Otto Lightsword Speaker-Mic

Training at Times Microwave

Three Alster guys went to Wallingford, CT and enjoyed two days of training on Times Microwave cables. We learned about T-Rad and other products. Here's a sample:

Comparison

Are you always trying to remember which Times cable is comparable with others:

- LMR-100A-PVC - RG174, 316
- LMR195 - RG58, RG142
- LMR240 - RG8X
- LMR400 - RG8, 9913
- LMR400 - RG213, RG214
- LMR600 - LDF-4 or FSJ-4

LMR-400

LMR-400 is one of our more popular sizes. It works for short jumpers up to 1.7 GHz and longer runs for VHF and UHF. LMR-400 has a larger selection of connectors and options than most other LMR products. Enclosed please find a list of the connectors available for the LMR-400.

Weather Proofing

One of the main concerns with outdoor use of cables is weatherproofing the connection. Times offers a universal kit which contains both the Mastic and Electrical tape for



Times Microwave Cables

weatherproofing cable connections.

T-Rad 600

We keep beating the drum about the T-Rad product with good reason. It is a "leaky coax" designed to let RF leak out and RF to get in. It is especially good for in-building coverage applications on VHF, UHF and 800 MHz.

With a list price of \$1.39 per foot, the electrical performance and flexibility of this cable rivals anything on the market. This product uses the standard LMR-600 connectors. Next time you are faced with a "leaky coax" give us a shot at the business. Ω

Distributors - Why We Like Them	2
Gabriel - Helps You Choose The Right Dish	2
Antenna Specialists - Dual-Band Antennas	2
Reim Wireless - RP 3000 and 3600 are now in stock	3
Valmont/Microflex - Back On WSCA Contract	3
Otto Communications - Expands the Lightsword Product	3
Tom Kyle - Alster Guy Since 1992	4

Multiplier - Lower Prices, New Eliminator

Multiplier has reduced prices on several popular products. If you want an American made battery at off shore pricing, take a look as our new pricing structure. Please contact your favorite distributor or me.

A battery eliminator plugs into 12 vdc, giving you an almost unlimited amount of talk and listen time. The unit develops no additional heat (no charging cycle) and comes with a 10 foot power cord. The prod-

uct is proudly made in the good old USA.

MA/COM J-700P

The newest eliminator from Multiplier is the MPE-191210/3. This provides the 7.5 vdc operating voltage for the popular MA/COM Jaguar portable radio. To check out all of their battery eliminators, just contact me for a list of all of the battery eliminators made by Multiplier. Ω

Distributors - Why We Like Them

Alster is pleased to work with several high quality distributors.

National

Our National distributors are Hutton, Talley and Tessco. Each of them has several warehouse locations. Hutton and Tessco have warehouses in Reno, Nevada and Talley has one in Lynnwood, Washington.

Regional

Our Regional distributors are CB Distributing, Frigid North and Primus. CB has warehouses in Albany, Oregon and Marysville, Washington. Frigid North has a warehouse in Anchorage, Alaska. Primus has their warehouse in Joliet, Illinois.

Alster thanks each distributor for sup-

porting the products we sell.

Competition

We recognize that competition exists. You recognize that Alster only gets paid when you buy the product we represent. Therefore, it is important that you request our product lines when buying through distribution.

Products

- Bird Electronics, Gabriel Microwave
- Maxrad Antennas, Multiplier Batteries
- Times Microwave Cable
- Valmont/Microflect Components

Thank you for the business that you place through distribution. All we ask is that you ask for our product by brand name. Ω



Times Stock at Talley

Gabriel Helps You Choose Antenna

Have you had trouble deciding which antenna is the right choice for the application? If you have, Gabriel makes choosing your antenna a real breeze. Just go to <http://www.tripointglobal.com/configure.html> and Gabriel will help you choose the right antenna.

Gabriel has found success with Cellular and Personal Communications Services ("PCS") providers with their Point-to-Point antenna systems for backhaul between remote tower sites and switching centers in their global markets.



Network service providers and Internet service providers use their antenna systems worldwide. When you have a need for a grid or high performance dish, please give Gabriel a chance to win your business. They keep a lot of stock on hand for immediate shipment. Their pricing is competitive and the antenna performance is terrific.

Gabriel is also available from your favorite distributor, which include Talley Communications and Tessco. Please give me a call on your next requirement, let us earn your business. Ω

Gabriel makes competitive microwave grid, solid and high performance dishes

Antenna Specialists Cellular/PCS Antennas

Do you have problem coverage areas with your cellular or pcs system? Antenna Specialists has been improving coverage for cellular systems since the early 1980's.

Patented Whip

A/S began designing roof mount and on-glass antennas for the original cellular system in Chicago. They have several patented antenna designs, including the whip on the ASPDM-1960, dual band antenna. The end user save money because they only have to

buy one antenna for a dual band phone. The install saves by only installing one antenna.

Noise - Free

A/S uses a male/female contact for positive, noise-free phone operation, especially for digital systems.

Easy Upgrade

For those of you who have a single band 1860, just buy this antenna and screw it on the existing mount for dual band use. Ω



**ASPDM-1960
Dual Band Antenna**

Valmont/Microflect On WSCA Contract

We are pleased to announce that Valmont/Microflect is again on the WSCA, multi-state contract. Please call me for more information.

Valmont/Microflect

For standard structure applications, Valmont Communications is your first choice. They have steel poles and towers from 20 feet to 600 feet and we can design the structure you need to fit the bill. We have poles from Valmont for lighter to heavy loads for heights under 150'. You can also use the light duty Q tower from Microflect, or the V25/45 sections that fit existing Rohn installations.

For medium to heavy loads from 120' to 200' we recommend self support towers from Microflect or guyed towers from PiRod. Both make excellent structures. Finally, from 200' to 600' we recommend guyed towers from Pirod. As I said, if we don't have it - you don't need it.

Laminated Wood

If you need a wooden structure, Laminated Wood Systems makes several wood poles. They are used for city sites where neighborhood resistance against metal towers is high. These poles look like and often replace a wooden utility pole. Please call me for a quotation. Ω



Microflect 900 Series
Self Support Tower

Aeroflex Provides Upgrade via Network

The IFR 2975 is expandable to support new features required by today's rapidly changing world of wireless communications by upgrade with new versions of system software on a regular basis. The latest version of 2975 software is **Version 1.9.1.2**

You can upgrade the IFR 2975 software directly using a network connection. The fastest method of updating the version of your box is to allow the 2975 to download its own software directly from the Aeroflex server. Directions can be found at:

www.p25.com/2975networkdirections.asp.

Floppy Option

However, to support our customers who cannot directly connect their IFR 2975 to a network or are having problems with the direct update, Aeroflex provides a second method to reload the instrument using floppy disks.

30-Day Free Trial

Please remember you can trial almost any option for 30-days free. Ω



Aeroflex offers several ways to upgrade your 2975 Service Monitor and trial options for free for 30-days

Otto Communications - Lightsword Mic

In February, Otto Communications introduced **Lightsword**, which integrates one super bright LED's into the front cover of an Evolution style speaker-mic. This provides hands free illumination of the immediate area with the flip of a switch.

Each of the LED's are 30 degree beam-width, 4600 mili-candela super bright lights. Because they are LED's, their current draw is very low.

Lightsword can also be used as a mini

flashlight when removed from the lapel and used by hand.

They are expanding the **Lightsword** offering to include the following products:

V2-D2KB111 - Kenwood TK480

V2-D2KC111 - Kenwood TK3140

V2-D2MJ111 - Motorola HT750/1250

V2-D2ED111 - MA/COM Prism

V2-D2DJ111 - MA/COM Jag 700P

Please call me for a demonstration or for additional information on this product. Ω



Otto Lightsword

Tom Kyle - Alster Guy Since 1992

Tom Kyle joined Alster in 1992 switching from being the Valmont Regional Sales Manager to Alster Oregon territory representative. The opportunity came from the unexpected passing of the well-known and respected Bryan Gilmore. Tom's association with Alster began when he selected us as the Pacific NW representative for Valmont Industries (now including Microflect and Pi-Rod) in 1985.

After spending 12 years with Valmont Tom was ready for another challenge. He was very surprised and pleased with the acceptance and patience of the Oregon customers as he learned (and is still learning) the many various products and factories we represent. After Russ Ellsworth, founder of Alster retired, and Steve got tired of driving the wheels off his car, Tom agreed to cover Southern Idaho and has really enjoyed getting to know the customers there.

Tom, like most of the Alster men, is an

amateur radio operator (KC7AQC). He says raising his children was a very enjoyable experience, but he and his wife Leslie are very much enjoying the "empty nest." This has allowed them to travel and pursue other outside interests and hobbies. Tom believes that you would be hard pressed to find any more open, friendly, and honest people to deal with than here in the Pacific NW. He and Leslie love living in the Pacific NW.

We all want to thank each of you, for your support and look forward to many more years of mutually profitable business!

ACES 2005

ACES 2005 will be Tuesday, October 4 in Salem; Wednesday, October 5 in Issaquah; and Thursday, October 6 in Anchorage. We will have the traditional technical training seminars, open exhibit area, free lunch and free door prizes. Mark your calendars. Ω



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