

Alster News

ACES – Salem, Issaquah, Anchorage

In This Month's Issue

- ACES - for the 21st Year
- Technical Seminars
- Exhibits
- Door Prizes and Discounts

The Alster Communications Electronic Showcase (ACES) will travel from Salem, Oregon to Issaquah, Washington to Anchorage, Alaska on Tuesday through Thursday, October 4,5 and 6.

Our founder, Russ Ellsworth, started the ACES Show 21 years ago using a motorhome full of demonstration equipment and a seminar room at a hotel or government facility. Basing the show on technical seminars and demonstrations, ACES soon became a sought after venue for customers and factory people to meet and exchange ideas.

For the past 21 years, ACES has moved from the Westside of our territory (odd years) to the Eastside of our territory (even years).

This year we will have had two ACES - in February we held our first ACES in Hawaii. We had 85 attend seminars and exhibits. Next month we will make our normal swing through Oregon, Washington and Alaska.

Seminars

We will have two tracks of seminars: Room A will be for Radio Users and Room B will be for Microwave Testing and Tsunami Warning. At 8:00 AM, parallel 90-minute seminars begin with Relm/BK and Acterna/



Acterna Seminar 2003

JDS Uniphase. Then at 10:30 AM we have 60-minute seminars from TXRX and PCTEL and Gabriel. The 1:00 PM 90-minute seminars by Aeroflex on cavity tuning and digital radio testing and by Federal Signal on Tsunami Warning Systems.

Exhibits

We will have antennas, antenna analyzers, audio accessories, base station radios, cables, cavities, duplexers, microwave antennas, mobile radios, multicouplers, outdoor warning sirens, pagers, portable radios, service monitors, signal boosters and T1 testers. Ω

Seminar Room A - List of the technical seminars for ACES	2
TXRX Systems - Reduce noise floor by using better signal boosters	2
Otto Communications - The new Lightsword speaker-mic	2
Seminar Room B - List of the technical seminars for ACES	3
Acterna - Acterna is purchased by JDS Uniphase	3
PCTEL - PCTEL purchases Sigma Communications	3
Paul Merkouris - Alaska Alster Guy	4

Relm/BK Delivering DMH - P-25 Mobiles

At the APCO Show in Denver, Relm/BK celebrated the new arrival of the DMH, giving out candy cigars and taking orders.

Shipping in September

The Digital Mobile will begin shipping the third week of September (oldest orders first). This is welcome news to the thousands of agencies moving from Analog to Digital.

The mobile covers 136 to 174 MHz and has 400 channels in 25 groups. The output power is programmable from 15 to 50 watts and it available in under-dash and trunk-mount versions. AES/DES encryption is available. It operates in Analog, Digital or Mixed Mode.

Our demo units will be shipped to us after the customer orders are completed. We can't wait to show you the new mobile. Ω

Seminar Room A - Salem, Issaquah, Anchorage

The mainstay of ACES is technical seminars. These seminars are given by people who actually know how they work (not sales managers - in most cases).

Digital Programming

Our first seminar in Room A will begin at 8:00 AM and is the 90-minute Relm/BK seminar on their digital portable and mobile product. Gary Kessler will provide technical secrets to programming and repair of the DPH portable and DMH mobile version and field upgrades to DES and AES. He will discuss the upcoming P-25 trunking option.

In-Building Coverage

Our next seminar in Room A will be held at 10:30 AM. Jim Marshall from TXRX Sys-

tems and Steve Ellis from PCTEL will spend 60-minutes presenting In-Building RF Coverage techniques and antenna choices. They will provide handouts and demonstrate antenna coverage patterns for hallways, meeting rooms, lobbies, etc.

2975 Practical Uses

The final seminar in Room A will start about 1:00 PM. Mike Fortna from Aeroflex will take 90-minutes to demonstrate several practical uses for the popular 2975 Digital Service Monitor.

These include cavity tuning, testing processes of digital base, mobile and portable radios. Mike will also demonstrate the new auto test feature, which reduces actual go/no go testing to a few seconds. Ω



Aeroflex Table 2003

Do You Want To Reduce The Noise Floor?

TXRX Systems, Inc., a division of Bird Technologies Group and manufacturer of FCC Certified Signal Boosters, has filed a Petition for Rule Making to amend section 90.219 to clarify and more specifically regulate the performance and use of signal boosters for frequencies assigned to a licensee.

The need for indoor cellular and two-way radio coverage has led to the proliferation of consumer grade devices operated without the knowledge of the licensee, which



are, at times, improperly installed and operated. As a consequence, these consumer grade boosters are causing interference to authorized licensees who need a clean RF environment for their communications.

Please read the enclosed flyer for an overview, then help by writing your opinions on the subject to the FCC. For additional information, please contact Jackie Mancini, Bird Technologies Group, 866-695-4569. Ω

Use your voice (or written word) to improve communications for Public Safety Officers

Otto "LightSword" Speaker-Mic

One of the hottest items at the 2005 APCO Show was the "LightSword" Speaker-Mic by Otto. This revolutionary microphone has a super bright LED with a 20 degree beamwidth.

The light is controlled with an on/off switch located on the front of the unit. The light on the speaker-mic allows the officer to "light up" the face of people of interest and read driver's licenses.

The Evolution microphone has a durable

design and construction to meet MIL-STD-810 blowing rain. It come with the standard 2.5 mm earphone jack for optional earphone accessories.

For more information, just hit the web and go to:

<http://www.ottoeng.com/comm/lightsword.html>

or call me for a demonstration. Ω



Evolution Speaker

Seminar Room B - Salem, Issaquah

The Acterna T1/T3 seminar described below will be seen in Salem and Issaquah, it will not be seen in Anchorage this year.

T1/T3 and VioP Testing

Our first seminar in Room B will begin at 8:00 AM with a 90-minute presentation by Thad Ward from Acterna/JDSUniphase. He will discuss T1/T3 and VioP testing using the HST-3000.

FCC - Microwave

At 10:30 AM Colin Robinson of Gabriel will take 60-minutes to discuss FCC Licensing issues and provide a general discussion on how to choose a microwave antenna.

Tsunami Warning

The final seminar in Room B is at 1:00 PM. Kim Torp-Pedersen of Alster (in Salem and Issaquah) and Tommy St. Germain of Federal Signal (Salem, Issaquah and Anchorage) will present a 90-minute session describing Tsunami Warning. They will discuss warning systems from one-way mechanical sirens, used for years for hurricane and tornado warning, to the newer two-way All Hazard Warning Electronic sirens used by Washington State.

They will also discuss indoor warning systems and the integration of these systems with existing alarm panels. Ω



Lunch ACES 2003

JDS Uniphase Buys Acterna

Last month, Acterna concluded an agreement to be acquired by JDS Uniphase, a leading provider of optical components, modules and subsystems for the telecommunications, cable and other industries. With this agreement, Acterna becomes the largest product group in a \$1 billion company with a strong balance sheet enabling it to build on its long history of communications test innovation.

Bigger and Better

By teaming together, Acterna and JDS

Uniphase create a company with the broadest portfolio of optical and test and management solutions for broadband networks.

New Name

In August, Acterna began to operate as JDS Uniphase's Communications T&M Product Group. They will continue to use the Acterna brand name and ship the best products for T1/T3, VoiP and FTTX testing and verification.

For more information, just come to ACES and attend the seminar. Ω

*JDS Uniphase
buys Acterna*

PCTEL Buys Sigma Communications Group

PCTEL continues to buy antenna related companies. In 2003, they purchased Maxrad. In 2004, they purchased Antenna Specialists and Micropulse. Now they have purchased Sigma Communications Group.

The acquisition positions PCTEL in the rapidly growing UMTS infrastructure market with leading edge antenna technology and associated control systems. The new generation of cellular technology requires frequent optimization and the ability to manage

clusters of antennas. SWT's iVET™ (integrated Variable Electrical Tilt) antenna technology permits cellular networks to remotely adjust and optimize coverage areas and antenna clusters in response to key network performance parameters, such as signal to noise ratios. Adjustable Remote Tilt or Remote Electrical Tilt (RET) antennas permit operators to adjust - using laptop computers or handheld devices - an antenna's tilt angle.

Call me for more information. Ω



Sigma DiPole
PIM Rated Antenna

Paul Merkouris - Alaska Alster Guy

Paul has been associated with Alster since October 1998. He describes his experience in his own words:

Over these past seven years, it has been my privilege to represent Alster in our Nation's largest State, Alaska. It has been a pleasure to work with our fantastic Alster team. The life experiences, knowledge and diversity of the group I think makes us unique as a Manufacturer's Representative.

My background includes time as a Utility and Project Superintendent, technician on our Alaska Early Warning Sites and then as a technician turning up our early satellite communication sites here in Alaska. This experience, including a General Radio Telephone License, has helped me understand the needs and technical requirements of the diverse group of Engineers, Technicians, Project Managers and General Managers that I have the pleasure to work with and for.

I can't help but thank the many loyal

customers that have allowed me to spend time in their offices and working environments discussing their projects and material needs. Lord willing, I look forward to many more years of working with all of you that give me the time to talk shop out of your busy schedules.

I cannot end without thanking my wife Amelia. She has been by my side and supported me for over 30 years, and is still the love of my life! I also appreciate the great help and support that I receive from my son's Daniel and Benjamin.

ACES 2005

The "ACES Show" will be coming to Salem, Issaquah and Anchorage October 4, 5, and 6, 2005. Please fill out the enclosed registration form and fax it in. The come and be trained and win some prizes. Ω



Steve Stouffer
6703 154th Place SE
Bellevue, WA 98006

Phone: 800-365-1272
Fax: 425-747-4021
Email: steve@alster.com

FIND US FAST
WWW.ALSTER.COM