

Alster News

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ACES - If You Hold It They Will Come

Thank you to over 170 customers who attended our 2004 Alster Communications Electronic Showcase traveling show in Boise, Helena and Spokane. Our factory people enjoyed hearing from the real users of product and our customers received a little education.

We also gave away a lot of door prizes from Aeroflex, Bird/TXRX, DC AirCo, DataRadio, Gabriel, Maxrad, Multiplier, Otto, Relm, SunWest, Survey Technologies, Times and Valmont.



Acterna Seminar 2003

Boise Winners

The winners from Boise were Jason Becker, Terry Bowers, Ken Blanscet, Bob Dukart, Patrick Halpin, Larry Hull, Kevin Morris, Stephen Morris, Dave Reibe, Scott Springer, Don Stivers, Robert Waltenburg and Richard Whitehead.

Helena Winners

The winners from Helena were Rahn Abbott, Mike Baker, J. Chadwick, Forrest Christian, Ted Etter, Bill Given, Steve Longacre, Bob McWilliams, Tom Nixon, John Powell, Les Scheidr, Gary Shypkowski, Roger Smith, Dennis Stevens, Dave Swanson and Gary Vauthier.

Spokane Winners

The winners from Spokane were Clifford Anderson, Del Blaine, Michael Bueckers, Ray Burggraaf, Alan Cain, Alan Clark, Bob Danal, Terry Dormaier, Darel Fuller, Allen Gemmrig, Alan Hull, Clyde Horning, Randy Jones, Kevin Judd, Robert McWatters, Rick Miller, Barb Perusse, Mike Pinault, Donel Roop and Thor Wiegman.

We also thank those customers who traveled great distances to attend. Stephen Morris came from Missoula to Boise; Dennis Stevens came from Glendive to Helena; and in Spokane, Alan Hull traveled from Olympia. Ω

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ACES - 2005 on West and Very West Side

West Side

For the past 20 years, we have alternated our ACES Show from West (Salem, Seattle and Anchorage) to East (Boise, Helena and Spokane). Since we've just had our show on the East side, next October we will be on the West side. The tentative dates are:

Salem, Oregon - Tuesday, October 4

Seattle, Washington - Wednesday, October 5
Anchorage, Alaska - Thursday, October 6

Very West Side

We will hold our very first ACES Show in Hawaii on February 3, 2005 at the Ala Moana Convention Center.

All mainlanders wanting to escape rain and snow are welcome to come to Hawaii and enjoy the show and good weather. Ω

Times Microwave - New Tools and Parts

The ST-240EZ (3190-1722) prep/strip tool for LMR-240 makes field connector attachment easy. The new tool strips the LMR-240 cable to the required dimensions for field installation of EZ no-solder connectors. The tool uses case-hardened carbon steel blades for long service life. List price for the prep/strip tool is \$48.00.

The DBT-02 (3190-1706) deburr tool for use with smaller LMR® low loss coaxial cables is now available. The new tool chamfers the center conductor to facilitate attachment of the center pin of both EZ non-solder as well as solder pin connectors. The tool can be used with all LMR-195, 200 (50 Ohm only), 240, 300 and LMR-400-75 cables and connectors. The tool is made from case-hardened carbon steel for long service life.

List price for the deburr tool is \$25.00.

The TC-400-TM-RT TNC male reverse thread connector for LMR-400 low loss coaxial cable is available from stock. The reverse thread configuration is frequently used for unlicensed wireless communications applications in the ISM frequency bands. List price is \$12.00.

The TC-400-NMH-RA-SS (3190-1668) N male right angle passivated stainless steel connector for LMR-400 cables. It exhibits excellent VSWR performance up through the 5.8GHz. This 303 stainless steel connector is excellent for field deployable applications where the assemblies will be handled and deployed many times over their life. Stainless steel offers high abrasion resistance. List price of \$13.50. Ω



DBT-02 Deburr Tool

Maxrad Pattern Shaping 2.4 GHz Antenna

MAXRAD offers antennas and accessories for 802.11a, 802.11b and 802.11g Wi-Fi and for WiMAX applications, including wireless bridging, wireless LANs, RFID and wireless hot spots.

The XtremeWave MSB2401690 sector panel antenna provides coverage of 2.4 GHz to 2.5 GHz frequencies with a VSWR of less than 1.5:1. It has a front to back ratio greater than 28 dB with a 90-degree horizontal beamwidth and 8-degree vertical beamwidth.

Its engineered high performance



design provides a pattern shaping feature that allows installers to contour coverage where needed. The outstanding front-to-back ratio ensures that the radiated energy is targeted towards the area of coverage.

The antenna has a gain of 16 dBi and will handle 30 watts of power. It will also withstand 125 mph winds.

Included adjustable pipe mount permits up tilt or down tilt adjustment of +/-15 degrees for more precise coverage of the geographic area. Please call me for more information. Ω

Maxrad has introduced a pattern shaping outdoor antenna to help improve trouble coverage areas

Multiplier Primary Lithium Batteries

Multiplier provides PRIMARY LITHIUM batteries for extended and emergency operations. They are ideal for extended use in the field when chargers aren't convenient. They are also great for critical emergency situations.

Multiplier uses only the highest performing Sanyo cells. These PRIMARY LITHIUM batteries are lighter, and maintain longer duty cycles than alkaline batteries.

Multiplier's non-rechargeable PRIMARY

LITHIUM batteries have a shelf life of 10 years and are proudly made in U.S.A.

Primary Batteries

MKNB-15LI - Kenwood TK-260, 1800 mA
 M838P3-LP - MA/COM MRK, 3900 mA
 M4595-LP - Motorola Saber, 4200 mA
 M7144-LP - Motorola HT1000, 4200 mA
 M8294-LP - Motorola XTS, 4200 mA
 M9012-LP - Motorola HT750, 4200 mA

Please call your local dealer, your distributor or me for pricing. Ω



HT 750 Primary

Distributors - They Have What You Need

Alster is pleased to work with several high quality distributors. We would like to thank Talley Communications for supporting our ACES Show. Rick Cohen attended the Boise show and Scott Thompson attended both Helena and Spokane.

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

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.

Buy Our Products

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. You know our distribution lines as:

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

TXRX - 700 MHz and Super Booster II

The WWCIC (interference committee) invited TXRX Systems to make a presentation of 700 MHz filters, combiners and 800 MHz Super Booster II.

26 attendees listened to TXRX Sales Manager Jim Marshall and RF Engineer Minfei Leng discuss the products TXRX already has for the 700 MHz Public Safety band, including multiple band filters (700/800, 800/900).

Minfei spent some time on the new Super Booster II, which is smaller, lighter and more RF efficient than our old one. They

used the booster to show the three amplifier stages. They showed how the end user can set the input on output levels at the booster or via the Internet. They also stated how important the OLC (Output Level Control) to design and operation.

In-building RF Design is an art form. One guy who really knows what he is doing is Jack Daniel. He wrote an article in the March 2004 issue of Mission Critical magazine. Just go to the Internet and type http://www.txrx.com/products/pdf/In_Building_Communications.pdf Ω

*The Western
Washington
Interference
Committee Invited
TXRX to discuss
700 MHz filters
and Booster II*

Factory Direct and Dealer Sales

Some of our factories prefer to sell directly to the end user or to the end user through a technical dealer. Both of these channels bypass distribution.

Most of the factories who choose this method sell technical or capital expense equipment. The products are sold directly to end users who can provide their own technical service. The products are sold through dealers to end users who cannot provide their own technical service.

Buy Our Products

We recognize competition exists. You recognize that Alster only gets paid when you buy the product we represent. You know our direct/dealer products as:

Acterna, Aeroflex, DataRadio
Otto Communications, Relm Wireless
SCA Pagers, Survey Technologies
TXRX Systems, Valmont Structures
and Watson Dispatch

Thank you for your business. Ω



Otto Booth - Helena
ACES 2004

Acterna - HST-3000 T1/T3 with VoIP

Acterna introduced the handheld HST-3000 a couple of years ago to a waiting and welcome audience. The modular design and handheld ease has made this a very popular T1/T3 test set.

In addition to T1/T3, it will also do DSL verification and VoIP. The VoIP service module verifies service connectivity, provisioning, and voice quality with IP phone emulation that sends, receives, and analyzes VoIP calls IP to IP, site to site, and IP to TDM.

It also sectionalizes VoIP connectivity and quality problems between CPE, carrier networks, and service provider networks by performing test calls in multiple locations and using TraceRoutes and IP ping test suites. And it resolves VoIP call quality problems such as echo, choppy voice, and intermittent audio by taking comprehensive realtime call quality meas-

urements including packet loss, packet jitter, delay, and out-of-sequence packets.

Alster currently has two demos in our possession. Please call me to make arrangements for your personal demo. The product is really nice and has a very competitive price.

ACES 2005

All of the Alster Communications Electronic Showcase events will be on our "West and Very West Side." On February 3, 2005, we will be coming to Hawaii and the Ala Moana Hotel and Convention Center. Our tentative dates for the mainland version is Tuesday, Wednesday, Thursday, October 4, 5, 6 in Salem, Seattle and Anchorage.

For more information on any ACES Show location, please call me. Ω

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