

# Alster News

## ACES – Salem, Issaquah, Anchorage

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ACES 2005 was a resounding success thanks to over 200 customers who attended the "Show" in Salem, Issaquah and Anchorage. ACES was made possible by the factories who brought their technical expertise and new products.

We are blessed to have such loyal customers and factory people, we feel like we are truly winners.

Here is a list of the door prize drawing winners in Salem and Issaquah:

### Salem Winners

John Aldelmen, Dennis Alexander, Dan Apperson, Luke Bergerson, Gary Bloom, Kelly Bond, Joe Boyd, Tom Clemo, Damon Clute, Gordon Cottrell, Brian Davis, Joel Determan, Garry Duhamel, Rick Frith, Dale Forrest, Jason Freadman, Ryan Gnat, Brenda Lafabro, John Lenker, Wolfgang List, Rodney Kraft, John McCaslin, Mike Mullarkey, Kevin Morris, Steve Newby, Kirk Nibler, Clark Pierce, Tim Roach, Darrell Rogers, John Rowe, Nick Ruark, David Schmeller, Doug Sebranek, Wayne Siver, Larry Alan Smith, Robert TenEyck, Carson Watson, Eric Whisman and Margie Witt.

### Issaquah Winners



Acterna Seminar 2005

Thayne Allen, Frank Bailey, Bob Baker, Fred Baker, Joe Blaschka, Trevor Brandt, Kirk Burress, Jerry Corder, Van Crawford, Dorian Desparte, Jim Duncan, Julia Duncan, Gregg Flint, Jon Fortier, Larry Gruber, Mickey Hatori, Stan Hawkings, Tom Herman, Bob Johnson, Marc Johnson, Sarah Koch, Rob Lee, Bob Luehrs, Steve Madden, John Marchinek, Jon Marcinko, Berry Martin, Patrick Marty, Jarron Nordloh, Kevin O'Connell, Gary Palmer, David Ritter, Dene'e Skistad, Tom Taft, Jim Teaster, Claude Tiede, Robert Yang, Jim Walker, Ken Welke, Ed Wentz, John West and Leonard Woodford. Ω

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## Anchorage Has Winners Too!

Most of our factories made the trek from Seattle to Anchorage. Their technical seminars and product knowledge helped 50 customers in Alaska.

### Anchorage Winners

Greg Adams, Stephen Aldrich, Bill Baxter, Louie Baytan, Jason Beach, Tim Beyer, Bill Buttrum, Nick Casler, Pete Combs, Doug Dickenson, Tom Farrington, Tom Ferri, Jesus

Gonzalez, Leonard Grau, Mike Grueber, Glen Hansen, Bill Laxson, Pierre Lonewolf, Kimberly Mai, Mike Melum, Les Nelson, Victor Pate, Rachel Soversns, Aaron Stewart, Matt Stover, Leon Stuck, Robert Swan, Allan Townsend, Derek Vaughn, Lonnie Williams, Mark Williams and Pat Wilke.

Thank you to those who took a day out of their busy schedule to sit in on seminars, eat some food and win some prizes. Ω

## Seminars in Salem, Issaquah, Anchorage

The mainstay of ACES is technical seminars. These seminars are given by people who actually know how they work.

### Digital Programming

Gary Kessler provided technical secrets to programming and repair of the DPH portable and DMH mobile version and field upgrades to DES and AES.

### In-Building Coverage

Jim Marshall from TXRX Systems made In-Building RF Coverage techniques understandable and Steve Ellis, PCTEL, spoke about Wireless MESH networks.

### 2975 Practical Uses

Mike Fortna from Aeroflex demonstrated

several practical uses for the popular 2975 Digital Service Monitor, including cavity tuning.

### JDSU/Acterna

Thad Ward make VoIP interesting and easy while Dan Henmi provided some basics on T-1 Testing.

### Gabriel Microwave

Colin Robinson helped us understand some FCC issues and described what was necessary to pick the right dish antenna.

### Tsunami Warning

Kim Torp-Pedersen and Tommy St. Germain spoke about the equipment needed to provide Tsunami Warning.  $\Omega$



Gabriel Seminar 2005

## 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.

This is an important topic and you can help by writing your opinions on the subject to the FCC. For additional information, please contact Jackie Mancini, Bird Technologies Group, 866-695-4569 or me at 800-365-1272.  $\Omega$

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

## Times Microwave 2-Piece LMR-600 Connector

Times Microwave Systems, manufacturers of flexible cable, announces an improved **EZ-600-NMC-2** (3190-1387) no-solder EZ 2-piece clamp-style connector for LMR-600.

The new connector has a list price of \$20.90, the same as the version of the connector it replaces.

It has these added features and benefits:

**Combination hex/knurl coupling nut—allows tightening by hand or with a wrench**

**Slimmer design for easier handling and installation**

**Assembles with two 15/16" wrenches  
Compatible with the standard Times ST-600C prep tool**

Offering low VSWR at high frequencies, the **EZ-600-NMC-2** connector is the perfect choice for spread spectrum and ISM band applications up to 5.8 GHz and higher.

Please contact your local distributor or me for additional information.  $\Omega$



2-piece Connector

## Seminars Are Rated By Our Customers

Our factories provided seven technical seminars in Salem and Issaquah and six in Anchorage. Our customers gave us grades of good to excellent.

### Excellent Seminars

The best comments in Salem and Issaquah were for the Acterna VoIP and T-1 training. Customers felt the information was new to them and presented in a very understandable way.

Also receiving excellent marks was the combined seminar by PCTEL (Metro MESH Networks) and TRRX (In-Building RF) and the Microwave presentation by Gabriel. Customers stated that the MESH and In-Building

seminars were the best presentation of the subjects they had ever seen.

Finally, the Salem attendees of the Tsunami Seminar stated that information presented there was fresh and helped them understand the options available for their communities.

### Good Seminars

Customers said the Relm/BK Seminar would have received a higher grade if we had been shipping the DMH all summer.

The Aeroflex Seminar on the techniques used to tune cavities and combiners also received a "good" grade. The practical application were valuable to most customers. Ω



**Aeroflex Booth 2005**

## Survey Technologies - RF Verification

Survey Technologies, a local Portland, Oregon company, has designed RF field measurement software to improve and automate the acquisition, analysis and display of signal strength across a given terrain.

Founded in 1991, they installed their early software in major companies who needed to verify coverage. Through experience, they improved their software and now offer the Field Test 4 Software and the STI-9400 and STI-9450 mobile signal measurement and coverage analysis systems.

The STI-9400 series systems incorpo-

rate GPS technology to fully automate drive test measurement, analysis and report of RF signal coverage across geography.

Recently, STI has expanded the drive test measurement concept to include indoor measurement and analysis for applications where GPS is not available.

### Drive Test Demo

Survey Technologies provides a functioning demonstration CDRom that allows you to play with the real program. Please call me for a copy. Ω

*RF Coverage  
Verification by  
Survey  
Technologies - Try  
The Free CD  
Demo Disc*

## Multiplier 5,000 mA Battery For P-25 Portable

Multiplier recently introduced the M8740-LX, 4,000 mA and M8750-LX, 5,000 mA Lithium Ion batteries for the XTS-3000 and 5000 Motorola portable radios.

The batteries have a "smart protection circuit" inside the battery. The smart protection circuit works in the charging mode through the charger contacts only, to insure the proper charge of the Lithium Ion cells.

There is diode protection in the radio contacts to prevent charging through the ra-

dio contacts, because the smart protection circuit only works through the charger contacts.

To check the capacity of either battery, charge the battery in a Motorola charger until fully charged, then take the battery and discharge it through the radio contacts into any analyzer. This will give you the available capacity.

We have enclosed a Tech Bulletin for review. Please call for more info. Ω



**Multiplier Lithium Ion  
4 and 5 Amp Batteries**

## Thad Parker - Alster Guy Since January 2003

Thad Parker has been an associate with Alster since January 2003. He describes his experience in his own words: I am very blessed to be part of this team of Alster guys and families. Alster to me is much more than just a bunch of sales reps working their own territory. Alster is truly a team of individuals that carry and push each other to be the best we can be.

In the beginning, I really didn't know what being a rep would have in store for me. My previous experience had been eight years in corporate America working with IFR (Aeroflex) and Microtronics. The transition was scary but fairly painless because of the leadership of Alster and the brotherhood of guys who related their experiences in transition to me. My customers have been most wonderful as they have been patient through

my learning process.

You would not know me if you didn't know my family. They are the reason why I work and am so blessed to do what I do. My partner in life Jessica is always extremely busy running her Vintage inspired boutique in downtown Centralia, "The Apron Pocket". My oldest son Dakota lives and breathes soccer; Denver my youngest son is active in our church Awana program and track; our daughters Merissa (oldest) plays piano and is very active socially, Riley (youngest) started kindergarten this year, keeping Dad wrapped around her finger.

### ACES 2006

Boise, Helena and Spokane will host ACES the first week of October, 2006. Ω



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