

Alster News

And The 2006 ACES Winners Are

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- Great Seminars And Exhibits
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- 1730 Miles On ACES

The 2006 Alster Communications Electronic Showcase in Boise, Helena and Spokane was a smashing success - thanks to our valued customers and factory people.

We think everyone who attended ACES is a winner because of the training and exchange of information and ideas. We did draw some door prizes and the winners are:

Boise

Joe Aragon, Jason Becker, Justin Bell, Ken Blanscet, Chad Butler, Jody Cross, Dan Exon, Scott Hamilton, Don Henslee, Todd Herrera, Tony Monroe, Dale Moul, LeRoy Phelan, Jessica Sanderlin, Mike Strolberg, Gerhard Svahn.

Helena

Orlando Avalos, Don Brostrom, Bob Cardwell, Ken Hughes, William Johnke, Rick Larson, Chuck Lee, Curtis Petrik, Eric Proctor, Gary Shypkowski, Roger Smith, E. Wing Spooner, Brock Steele, Dominic Thiel, Mark Thrailkill, Dave Tod, Pam Todd, Michael Weaver, Brian-Lee Weber.

Spokane

Mike Andler, Steve Argo, Howard Banks, J. M. Blain, Del Blaine, Jason Bruce, David



**ACES 2006 Registration
We Missed Wanda**

Butler, James Cutler, Terry Doormaier, Stacy Drury, Dennis Forster, Darel Fuller, Jerry Haaland, Wes Hamilton, Ted Harris, Jeff Hunt, Brian Jordan, John Kresek, Frank Lovasz, Timothy Mace, Dan Mandelas, John R. Marchinek, Patrick Martz, Travis Meyer, Stephen Morris, David Muncey, Toby Pete, Steve Peters, Don Salinas, Tom Sieverding, Jim Teaster, Ron Tuttle.

Hawaii - February 8

Our next ACES Show will be held at the Ala Moana Hotel on Thursday, February 8, 2007. We will have technical training and exhibits, so mark your calendars. Ω

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Bird Wattmeter Door Prizes Given In Spokane

Bird Electronics provided two door prizes for the ACES Show. At each location, they provided a \$50 Bird Bucks certificate. They also gave away a Bird 43 Wattmeter.

Spokane Winner

To make things fair, we keep all of the door prize drawing cards from Boise, Helena and Spokane. In front of the Spokane audience, we put all of the Boise cards in the

prize bowl and Tom drew a Boise contestant. Then we removed the Boise cards and put the Helena cards in and Cliff drew out a contestant. Finally, we removed the Helena cards and put in the Spokane cards and Thad pulled a contestant. The three cards were then put back in the bowl and Jim Marshall, Bird Sales Manager, pulled the winner. Steve Peters, Mark One Productions in Spokane. Congratulations Steve. Ω

ACES 2006 Review - Take One

We had two seminar tracks for the 2006 ACES Show; Room A was RF based and Room B was Telecommunications based. Each track was well attended and the training, with few exceptions, was well received.

Interoperability

Our best attended seminar was the Interoperability seminar given by Bob LaRose from JPS Communications. Bob provided a general overview of the topic and presented solutions based on the JPS product line. Everyone complimented his presentation.

Exhibit Area

Several new products highlighted the

Exhibit Area. The TXRX Fixed Mobile Combiners (see next page) captured the interest of Interoperability Operators and the 3500 Aeroflex Handheld Test Set also captured a lot of interest.

Jill Sweeney, new Sales Manager for PCTEL, was kept busy discussing special applications for mobile antenna at all three stops. Three other ACES rookies also saw a lot of interaction with customers. John Pippin, NCS; David Weber, Otto Communications, and Teresa Howell, Trident Micro Systems, were also kept busy answering questions and explaining their products to customers.

We appreciate those of you who took time out of your schedule to attend our ACES Show. See you again in two years. Ω



**JPS Communications
Seminar with Bob LaRose**

Rapid Deployment Repeater System By Relm

In any emergency, the faster reliable communication is established the better. The self-contained RELM/BK Radio rapid deployment repeater system is designed to help first responders and incident command teams achieve that objective.

Plug An Play - Now

With Plug-and-Play simplicity any two BK Radio portables, including the P25 compliant DPHx, are easily accommodated to generate digital, analog or cross-mode interoperability in a few short minutes. When cou-

pled with the optional solar panel and the most energy efficient P25 portable in the market this user-friendly package can operate as a stand-alone system for an extended period of time.

Other options include cigarette lighter adapter and a Plug-and-Play mobile radio link allowing increased RF output up to 100 watts. This suitcase-style repeater system is offered with or without radios to accommodate customer requirements.

Call me for a demonstration and a price quotation. Ω

*Relm Wireless
introduces a small,
lightweight Rapid
Deployment
Repeater System*

Another Free Upgrade From Aeroflex

Version 1.9.2 has a number of enhancements designed to improve system stability and provide additional test data on P25 radios. In particular, this release adds the additional functionality of an Eye Diagram for P25 waveform analysis. With this diagram, users can quickly see the C4FM deviation points as well as any offset or imbalance in the four frequency levels corresponding to the C4FM modulation (+/- 600 Hz and +/- 1800 Hz).

This new Eye diagram feature can be downloaded from the aeroflex.com or P25.com web sites and is free of charge as 2975OPT30 Modulation Analysis. In addition, Version 1.9.2 also has a new option configuration to simplify ordering of LSM testing options. Options 11 and 13 have now been combined into a single option. The 2975OPT29 CQPSK Generate/Receive and Analysis option provides tests for Linear Simulcast Modulation. Ω



**Aeroflex 2975
Digital Monitor**

2006 ACES Review - Take Two

The Alster Communications Electronic Showcase places emphasis on two things: technical training and exchanging information in the Exhibit Area.

Hands On Training

Aeroflex offered to upgrade any 2975 Service Monitor brought to ACES. They would download the most recent software in the morning then train the user on the functions of the new software in the afternoon.

While this was successful, we did not get as many people bringing their 2975's to ACES as we thought. Those who brought them went home with an upgraded monitor and saved programs.

JDSU - Private Meeting

Another ACES rookie, Odessa Goedert, gave VoIP and T1 training in a seminar. She also provided a training session with Fairpoint in Spokane. We always offer special time with our technical product managers at ACES. It is a great time of get one on one training of their products.

Information Exchange

Gabriel, Multiplier, Times Microwave and Survey Technologies met with our customers and exchange information on new products and applications. This personal interaction between customer and factory helps both understand the needs of the other. Ω



**Aeroflex Booth
ACES 2006**

TXRX Systems - Fixed Mobile Combiners

The new TXRX Systems Control Station Combiners (CSC) are ideal for close quarter and close frequency, multiplier transmitters.

Interoperability

The CSC units combine from 2 to 32 radios in the same frequency band to the same transmit antenna. This allows Command Vehicles to get rid of the antenna farm that adorns the top of their vehicle.

Everyone who uses the JPS ACU-1000 should be looking at the CSC because having the ability of closely spaced fixed

mobile radios transmit on a single antenna is great.

VHF/UHF/700/800 MHz

The CSC is available in frequency ranges of 132–150, 150–170, 380–450, 450–512, 746-869.

Dual or Single Antenna

The standard model will use a separate transmit and receive antenna. If this is not possible, they have a "Short Haul" unit that will use a single antenna. Please call. Ω

*TXRX Introduces
Fixed Mobile or
Control Station
Combiners*

PCTEL 2.4 and 4.9 thru 5.85 GHz Dual Band

One of the new products displayed by PCTEL at ACES 2006 was the XtremeWave™ multiple band directional panel antenna. It is designed to provide wireless coverage of 2.4 to 2.48 GHz ISM and 4.9 GHz to 5.85 GHz Public Safety, ISM, UNII and WiMAX frequencies.

The antenna obtains maximum gain in an attractive, low-profile package. This antenna provides the best performance-to-price ratio and can be mounted indoors or

outdoors. Adjustable indoor mount is included.

Another product was a sector panel antenna also covering 2.4 GHz to 2.5 GHz and 4.9 GHz to 5.9 GHz frequencies in a single antenna housing. Its dual N female bulkhead inputs permit simultaneous operation of 4.9 GHz Public Safety, 802.11a, b, g and WiMAX radio devices. This antenna features a rugged UV resistant housing and includes a pipe mount for outdoor installations. Ω



**PCTEL Booth
ACES 2006**

2006 ACES From A Driver's View

Alster Communications covers a large territory. We love our customers and live in a beautiful area of the US. Sometimes it is hard to get a factory person to understand just how big our territory is. The Eastern ACES Show helps them understand.

Your humble reporter left Mill Creek (just north of Seattle), driving eight hours to get to Boise by Sunday evening. After watching the Seahawks lose badly to the Bears, we got ACES Boise started and welcomed over 60 customers.

Our factory folks got to see some nice countryside as we drove another eight hours from Boise to Helena. We repeated the ACES Show again for almost 60 customers. We shared the hotel with the Montana APCO Show and it was good to see this APCO chapter investing in training.

The factory folks got to see a different side of our territory as we went over three mountain passes for almost six hours from Helena to Spokane and presented ACES again for another 60 customers.

Finally, I drove the final four hours home to Mill Creek. In five days I drove 1,750 miles in about 28 hours. This is just another week in the life of a rep.

Thank you to our customers and factory people who made ACES 2006 a great success.

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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