

Alster News

In This Month's Issue

- Bird - New Products
- Relm - New Products
- FWS - New Products
- Thanksgiving For Our Customers

New Products - Bird/TXRX

Bird Technologies have two antenna testers that provide a graphical way of determining the quality of mobile and base station antennas.

The AT-500 (2 to 520 MHz) and the AT-800 (806 to 960 MHz) are rugged, hand held and easy to use in visually testing VSWR and Return Loss. Available through distribution or direct from the factory, this product will help you.

Another new product due out next year is the Signal Hawk, which is a hand held 100 kHz to 3.6 GHz Spectrum Analyzer with a 135 dB noise floor, sweep time of 2.2 seconds and Intermod-Free Dynamic Range of 66 dB.

The Signal Hawk has a white background, 8.4 inch TFT color display with 800 X 600 pixels and 706 data points - this blows away the competition. Even with the large display, the Signal Hawk will operate on batteries for 5.5 hours.

Interoperability?

For those of you at 700 and 800 MHz that need a Tower Top Amplifier for quick deployment, Bird now offers the 429-83H-01-RD covering 792–824 MHz. The Rapid Deployment Tower Top Amplifier has 13 dB



**Bird AT-500 and AT-800
Antenna Testers**

net gain and 120 dB nominal rejection at 776 and 851 MHz.

Signal Booster

The Series 62 Signal Booster was introduced earlier this year as a lower cost solution to the Signal Booster II. The 62 has several features like the SB II such as Fault Monitor, Rebandable Public Safety Units, a high 3rd order intercept and Output Level Control.

If you have an inbuilding booster requirement, just give us a call and we will help you engineer the right solution. Whether you need the 62 or SB II, we'll help. Ω

Relm Wireless - New Products and
New Dealer Program 2

Otto - New Products 2

Aeroflex - P-25 Trunking or Smart-
Net/Smartzone? 2

Federal Warning - Codespear Mass
Notification 3

Times Microwave - SilverLine and
Tuffgrip Quick Disconnect 3

JPS - ACU-1000 or ACU-2000,
which is best for you? 3

Thank You From The Alster Group 4

Alster - A Three Time Winner - Thanks To You

Alster Communications just attended a training conference for nine of our factories. At the conference we were presented with three awards. These awards would not have come to us without you.

Rep Of The Year

We were awarded Representative of the Year awards by Bird/TXRX Systems and Times Microwave - Thank you!!

Consistent Performance

We also were presented with a Consistent Performance award by Aeroflex for selling more than our quota for three years in a row.

We are very thankful to our customers who buy our products and to the factories who have products that engage the end user. Have a very Happy Thanksgiving. Ω

Relm - Dealer Incentive and New Products

Relm Wireless values their dealers and is putting their money where their mouth is! The product mix provided by Relm is useful for dealers how are working with customers from retail/hospitality to public safety.

In 2008 Relm will provide their existing dealer network incentives that will create more profit for the dealer and make the Relm/BK product line a better choice.

New Products

Relm updated and introduced several products in 2007. They revamped the RP3600 series software to remove some issues with MDC1200 and two-tone decoding. The RP is available in VHF and UHF, with and without keyboard for a very competitive price.

They introduced the Rapid Deployment Repeater. This product connects two portable radios in a repeater configuration and is powered by battery with solar panel charging, tripod and antenna. It is completely self-contained and perfect for quick deployment.

Rumor Are True

Relm is close to introducing a new VHF portable radio. This new radio platform is designed for general public safety including police and fire. It will begin life as a VHF unit with UHF, 700/800 and Trunking versions to follow. We will have more information after the first of the year. They will continue to make the popular DPH portable used by the USFS and BLM. Ω



Relm Wireless
RP3600 Portable

Otto Developing New Products for 2008

We love selling Otto Speaker-mics and Headsets because of the quality of the products. The quality Otto builds into their accessories create customer satisfaction and return business to the radio dealer.

New Products

At our recent training, Otto stated they would introduce several new products in 2008. They include:

Tactical SWAT/Military Headset
Helmet CommKit/2 earpieces 1 mic
One Wire Modular

Rotating "D" Hanger
80 mm Tactical PTT
Hurricane II with 29 dB Noise Reduction
Waterproof Storm Speaker-mic
Bluetooth/Magnetic Induction

These new products will fill in an already full product line.

New Catalog

A new catalog and price list will be available after the first of the year. We will be sure to provide you both the catalog and price list. We appreciate your business. Ω

Otto is developing several new products for introduction in 2008

P-25 Trunking Or SmartNet/SmartZone?

So, you've got a new P-25 Digital Radio System and someone tells you it's trunked. Here are four questions that will determine whether it is "general" trunking or SmartNet/SmartZone.

1. Can the system assign an Analog voice channel? If it can, it is not P-25 Trunking.

2. What is the Baud Rate? The SmartNet/SmartZone Baud rate is 3600 where the P-25 trunking uses a 9600 Baud rate.

3. Do you know what the WACN ID is? The P-25 trunking system has a field called the WACN ID. The SmartNet/SmartZone system uses a System ID field.

4. Is the Control Channel Analog or Digital? P-25 trunking is all digital. If you use an Analog Control Channel, you have a SmartNet/SmartZone system.

I didn't know this without the help of the Aeroflex technical sales team. Please call me or them with your P-25 questions. Ω



Aeroflex 2975
P-25 Monitor

Mass Notification - Federal Signal Has It

Most people in our territory recognize Federal Warning Systems as providing Tsunami and other outdoor warning sirens.

Recently, FWS purchased Codespear, a Mass Notification software product that provides several "channels" to notification.

These channels include paging, texting, phone call/phone trees, email, radio and IP.

The platform for these notification functions is their robust software program. This program allows the end user (college, city, county) to buy only the amount of software and services to get the job done.

The main platform has "modules" that add different channels of getting the word out. If the end user just wants pagers to go

off, that is all you buy. If you want pagers and text messages, you buy the additional text message module. If you want a dial down service with required responses, you add that module. You get the idea, you buy only the modules you need.

Planning Is Everything

Whether you choose to buy Codespear or another product, planning is the most important investment you can make. The second most important investment is training and drill. We all know communities that have purchased software like this that becomes unused because the end user fails to fully invest in training and drills. Ω



**Codespear
Software Notification**

Times Microwave - Quick Disconnect

Times has made a big splash with their SilverLine and Tuffgrip test cables. One of the great features of the test cables is the QMA adaptive connectors.

Quick Disconnect

The QMA test cables eliminate the twisting and turning of a cable to attach to a portable or even worse, a mobile.

The connectors attach like an air hose - click on, click off.

The system consists of high frequency, phase stable cables and snap on/snap off

connectors.

2,500+ Mating Life

The QMA connectors have a 2,500 plus mating life and provide a full 360 degree rotation for positive and flexible RF transfer.

QMA connectors are stainless steel. They are not the cheapest connector you can buy, but they provide faster test times with all of your radios.

The QMA Kit is available through your local distributor or directly from Times. Please call me for more information. Ω

*Times Microwave
has a kit of quick
disconnect cable
connectors ideal for
test bench
applications*

ACU-1000 and ACU-2000 - Which One For You?

JPS created the ACU (Audio Control Unit) and Interoperability was born. The ACU-1000 and it's little brothers the ACU-T and ACU-M are the mainstay of multi-band communications for public safety.

ACU-2000

JPS introduced the ACU-2000 in 2007. This unit shares the same frame as the 1000, but is IP based instead of audio path. It still controls and moves audio from port to port, but this unit uses IP at its core.

So, which one applies to your kind of Interoperability needs?

The 1000 is primarily designed for general radio control such as Mobile Command Units. The 2000 is primarily designed for IP application such as hospitals and schools where more IP and SIP phones are in use than radios.

You can upgrade a 1000 chassis for 2000 modules by changing the CPM4 to a CPM6. Just call me for help. Ω



**ACU-1000
Audio Control Unit**



Thanksgiving For Our Customers

This is a great time of year to reflect on our past and look to the future. The past and future of each Alster guy is completely wrapped up in the relationships that have been built with you our customers.

We are commission only sales people, therefore, the only way we create income for our families is when you choose to buy the products we represent.

Thank You

Thank you for thinking of us when you go to buy and choosing to buy the products we represent.

Whether you buy them direct from the factory, through a dealer or through a distributor - each time you make a purchase you help our families.

Happy Holidays

We won't be sending a December Newsletter, so we would also like to take this opportunity to wish you and your families a blessed Holiday Season. Please take time off from work and spend it with your family. Eat lots and enjoy the season.

ACES October 2008

We will hold our 2008 ACES the first week of October at the following locations:

Boise, Idaho

Helena, Montana

Spokane, Washington

See you there! Ω



Steve Stouffer
PO Box 12428
Mill Creek, WA 98082

Phone: 800-365-1272
Fax: 425-379-2574
Email: steve@alster.com

FIND US FAST
WWW.ALSTER.COM
