



The Sales Group

MANUFACTURERS REPRESENTATIVES

WIRELESS NEWS

Upcoming Events

CPRA (APCO)

monthly meeting
September 18 at Conejo
Creek North Park,
Thousand Oaks, CA

Inside this issue:

MOSELEY Digital 2
Microwave Radio
Products

RELM BK Radio 2
KNG-Command radio
available in VHF, UHF
and 700-800 MHz

AVTEC new Scout 3
RANGER all IP
portable dispatch
platform

FEDERAL SIGNAL 3
SmartMSG alerting
and notification
system

RELM BK Repeater 4
and Base Stations
available in Analog
and P25 Digital, Low
Band to 900 MHz

www.thesalesgroup.com

Southern CA, Southern NV & Arizona

BIRD Rack-Mount SIGNALHAWK and the new Handheld SITEHAWK

Over an Ethernet network, you can remotely analyze the performance of your system and diagnose problems from any computer on your network, whether in the same room or half way across the state.

High performance in a Rack-Mount Spectrum Analyzer

1. Fast, accurate, and sensitive: 66dB Dynamic Range and -135dBm Noise Floor.
2. Minimal rack space only 2RU
3. Eliminates trips to difficult locations.
4. Same "spectrum analyzer" functionality as our hand held unit, all from your office PC.
5. Along with our BPME you can view your RF Spectrum and be alerted to any RF Power alarm. A total one stop package.
6. Built in FCC compliance masks
7. Waterfall display.



MSRP \$5450.00

BIRD TECHNOLOGIES new SITEHAWK



MSRP \$2450.00

1. One unit covers 85—4000 MHz range.
2. Easy to operate and field ready for first-time and occasional or experienced users.
3. Other applications include 3G, Broadcast, Tactical Military, Microwave, Paging, and Public Safety Trunking.
4. Color display is clearly visible in direct sunlight.
5. With single download you can view data as Distance to Fault, or Measurement Match-no need to store two traces.
6. FDR measurement method results in a highly reliable assessment of the health of critical components in your system; ultimately providing a "heads up" before failure occurs.
7. Fault location or DTF mode indicates VSWR or Return Loss levels at each point along the cable and antenna system.
8. Cable loss function measures insertion loss of the cable system over a given frequency range.
9. USB communications ports for connection to storage devices.

Distributed by:

TALLEY[®]

You Connect the World. We Make it Easy.®

More information at:
[www.birdrf.com/
Products/analyzers](http://www.birdrf.com/Products/analyzers)

TESSCO
making wireless work

 Bird Technologies[®]

MOSELEY Digital Microwave Radio

Moseley Associates of Santa Barbara, California, is a **US manufacturer of high performance fixed microwave radio link equipment** since 1959. Moseley Digital Link radios include all-indoor and split indoor/outdoor Link Solutions featuring OC3, GigE and multiple T1 interfaces. We take pride in our 50+ years of delivering quality equipment and support services to our customers.

Moseley **Full Duplex Digital Microwave Radios** are available in USA Licensed and Non-Licensed frequencies ranging from **900 MHz up to 38 GHz** with field configurable TDM and Ethernet features. Moseley Digital Microwave Radios support XPIC, channel stacking, space diversity, Monitored Shot Standby configurations for high data throughput capacities and long haul wireless link reliability. Applications served include the following:

- Secure Information Technology Ethernet Microwave Radio Networks
- Public Safety Microwave Radio Multiple and Single Hop Networks
- Critical Infrastructure Microwave Radio Link Networks
- Protected Loop Microwave Radio Link Network Configurations
- Water and Waste Water Telecommunication Link Requirements
- Agriculture and Irrigation facility Link Networks
- Rural Internet Service Provider Ethernet Microwave Radio Networks



More information at: www.moselevsb.com

BK KNG Command Radio VHF, UHF & 7-800

RELM Wireless P25 KNG Command KNG-P150CMD portable and the KNG-M150CMD mobile radio with the latest **CAL-FIRE** feature set. These VHF radios (136-174 MHz) have 2048 channels with user custom defined groups. The Command version is NOW available in UHF 380-470 MHz and 700/800 P25 Phase I with P25 Trunking available in all three frequency bands.

Long Battery life, 12 hours with standard 2100 MAH battery, 14 hours with the AA Clam shell and 22 hours with the 3600 MAH battery. IP67 Submersible. Available with optional IS (Intrinsically Safe) certification.



BK Radios Proudly Made in the U.S.A.

More information at: www.relm.com



AVTEC Scout with *new* Ranger Accessory

Ranger is a premium accessory for Scout™ console systems that provides portability and a concentration of Scout's key dispatching features. It operates on Windows 7 devices such as laptops and tablets, and is ideal for senior staff who need occasional access to the communications infrastructure, such as during an emergency or crisis situation.

Ranger uses Scout's pure-IP infrastructure to provide access to four radio channels. There's no required proprietary hardware and it works with commercial, off-the-shelf Bluetooth® headsets and USB speakers. You can also use the laptop's internal microphone and speakers.

Each Ranger instance is licensed separately and requires using Scout 3.0 or a later version. Licensed Scout console positions can be converted to a Ranger position without requiring an additional license. For existing Scout 3.0 customers we are now offering a free 90-day trial license, which can be requested through an Avtec account manager or authorized reseller.



More information at



www.avtec.com

Federal Signal SmartMsg Expands Your Communications Footprint

The alerting and notification system that lets you connect with everyone. Any place. Any time. On any device.

SmartMsg is an advanced suite of applications specifically developed to promote secure, reliable, cost-effective communication solutions for:

- Mass Alerting and Notification
- Interoperable Communications
- Incident Scenario Management, Multi-agency Coordination and Data Sharing



This open system, software-centric solution supports operational continuity through a user-friendly dashboard that integrates a full range of communication software tools. SmartMsg addresses virtually any critical communications requirement by taking advantage of an organization's existing communication devices and infrastructure, and strengthening and supplementing emergency systems already in place. The end result: a comprehensive communications solution for municipal public safety, enterprise and industrial applications that promises a return on investment that is clearly justifiable.

The Sales Group

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Proud Members of



RELM BK S and SD Series Repeaters and Base Station Product

S-Series Analog Conventional or SD-Series P25 Digital Conventional Repeaters and Base Stations, in Low Band, VHF, UHF, 700/800 and 900 MHz products are available

- 255 channel capacity
- P25 Digital audio to speaker & line
- P25 Digital audio from Mic socket & line
- Repeats all P25 transmissions
- Repeats analog transmissions
- P25 Digital can operate on any frequency band
- P25 NAC programmable or transparent
- Passes P25 private call and group call
- Repeater passes P25 clear or encrypted
- Front panel indicators show P25 status
- In-Band or Cross-Band configurations
- Programmable External PTT mode, Digital or Analog
- Automatically switches to P25 mode on reception of a P25 carrier (mix-mode)
- Flash based software design allows future upgrades for new features
- Standard Analog S-Series Series can be upgraded to P25 compliant
- Frequency Stability: 1.0 PPM for VHF/UHF/800 MHz & 20 PPM for VHF-Low Band (30-50 MHz)
- RF power output (Continuous Duty): 2 Watt (UHF), 5 Watt (800), 35 Watt (800), 50 Watt (VHF-LB, VHF, UHF), 100 Watt, (VHF-LB), and 110 Watt (VHF/UHF)
- AMBE+2™ Enhanced Vocoder (Ver. 1.60) for LZAST82 and LZAST83 P25 Digital Option Boards
- (LZAST82) Optional Analog & P25 Digital Fixed Station Interface (DFSI)
- (LZAST83) Optional P25 Data Packet Repeat mode (includes LZAST82)
- Digital console interface is provided for IP-connected consoles (DFSI for P25 conventional)
- IP Linking with Options LZAST76 or LZAST77



More Information at: www.relm.com



We are on the web

www.thesalesgroup.com