



The Sales Group

MANUFACTURERS REPRESENTATIVES

WIRELESS NEWS

Upcoming Events

NAPCO (APCO)

Monthly meeting,
November 12, San
Rafael. (Marin County)

NAPCO Vendor Table-
Top & Holliday Luncheon,
December 10, Concord
Hilton, Concord, CA

Inside this issue:

CODAN/DANIELS 2

Interop Portable
Repeater available in
VHF, UHF & 700-800

BIRD TXRX new 2

PORTABLE Signal
Booster II in UHF and
700—800 MHz

PERSISTENT- 3

TELECOM Portable
SMS Broadcast
System

FREEDOM CTE Test 4

R8000B RF Tester.
Use on Bench or
Portable, weighs only
14 pounds

N2W Speaker Mic 4

that is submersible
IP67 and Heavy Duty

www.thesalesgroup.com

Northern CA, Northern NV

Microwave Networks Mission Critical Microwave for Public Safety & Utilities

Microwave Networks provides the most reliable and flexible microwave radios in the industry. These highly reliable software defined radios offer the ability to transport both native IP and native TDM traffic and are perfect for any infrastructure, last-mile, or access application. **Provides full range of licensed and unlicensed radios from 900 MHz to 80 GHz.**

Successful networks depend on each individual piece working reliably and seamlessly with every other part of the network. The same is true for your wireless infrastructure or access system. With our family of Integrated Microwave Solutions, our radios provide a complete line of advanced, cost-effective, and reliable products that work together to solve your complete communication system's needs.

In addition to the standard Plesiochronous Digital Hierarchy (PDH) technology, all of our radio platforms offer customer interfaces for IP and data transport. This unique combination offers network operators the ability to leverage their current network infrastructure and provide an efficient evolution to their next generation networks. As voice and data traffic grow within the networks, PDH systems can be supplemented with Synchronous Digital Hierarchy (SDH) platforms to carry data as high as 311 Mbps.

With over 40 years in the microwave radio business, (formerly Motorola Microwave) we are dedicated to producing products and services that meet new and emerging market requirements as well as traditional, established microwave radio applications. **Microwave Networks Offers Full Turnkey Solutions and Maintenance Support Services**



www.microwavenetworks.com

**Microwave
Networks**

CODAN's VISOR INTEROP Portable

In an emergency, there's no time to set up a multi-agency communications system and get your users ready—you want to communicate in an instant. You want to talk with other emergency response agencies immediately to save lives and provide aid.

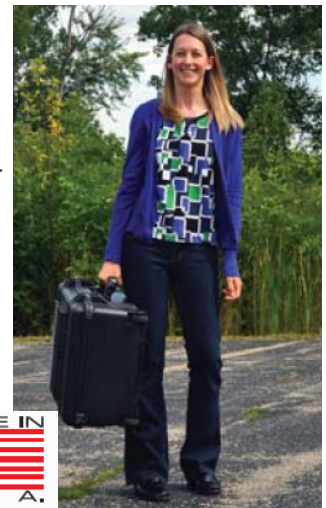
VISOR INTEROP makes saving lives a priority. A Transportable repeater pre-programmed with mutual aid frequencies established by the FCC which provide communications interoperability between emergency response agencies on the ground when responding to an emergency. No additional set up or configuration is required, just set up the antenna and external power source and talk for instant communications between agencies



- VHF, UHF and 700/800 MHz Frequency band options.
- P25 or analog, repeater or base station
- Lightweight at 28 pounds.
- Robust operating temperatures of -30 to +60 C.
- Passes P25 Encrypted Communications
- RF Output Power of 30W
- Preprogrammed to local and national mutual aid frequencies.
- Capability for programming with agency specific frequencies up to 32 channels.
- Frequency agility with internal quick change duplexer and easy to use service software.
- External 110/220 V AC or 12V DC Power

BIRD TXRX *New* Portable Signal Booster II BDA

Mission Critical Reliability for In-building Coverage . . . The Bird® Signal Booster II provides Public Safety grade reliability and coverage in disadvantaged RF locations for First Responders, Public Safety/Governmental agencies and Private System Users. Reliable RF coverage is gained in basements, parking garages, correctional facilities, courthouses, hospitals, malls and schools. Other challenging environments covered by the Signal Booster II product include ships, submarines and shore facilities. Whether you are on the front line and depend on a reliable communication system or you are the systems integrator responsible for implementing a dependable system, this new portable design facilitates installation and system optimization for rock solid operation via a simple man-machine interface. Imbedded features for ease of initial setup include decoupled test points for signal level detection, menu driven gain setting, front panel LED monitors for amplifier and power status, and an at-a-glance LED bar graph to indicate relative level of Output Level Control (OLC). Additionally, this product offers a unique on-board OLC DataLog feature that archives a User Signal Profile to facilitate optimum system configuration and performance. Available in UHF and 700-800 MHz. Only 53 pounds!



www.birdrf.com



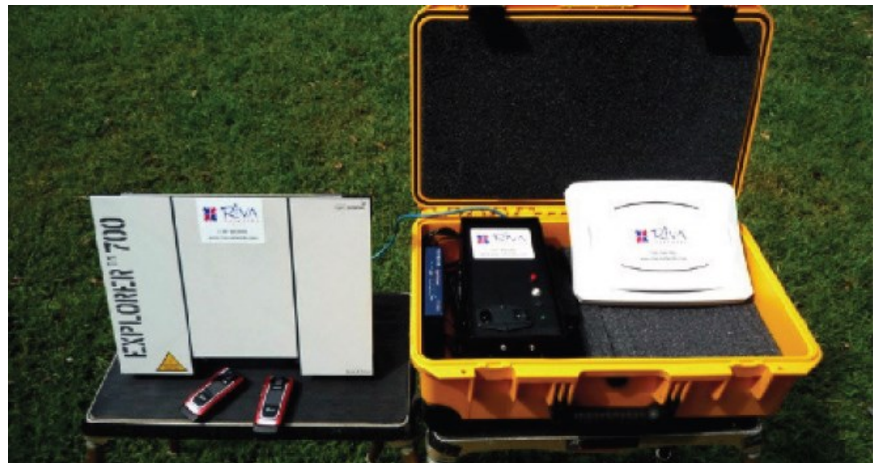
Persistent Telecom's Portable SMS Broadcast System

Persistent Telecom has designed and built a portable SMS broadcast system to support public safety notification, law enforcement operations and Humanitarian Assistance / Disaster Recovery (HADR) missions. nanoCAST™ systems provide situational awareness during any crisis where survivors or hostages are denied access to public networks.

Denied access or loss of commercial telephone services is common place in disasters. Recently, some governments have begun to turn off mobile phone networks to suit their needs. In either case, nanoCAST™ systems can be deployed to identify victims in need of assistance.

nanoCAST™ systems can be effective in many sensitive situations including:

- **Early warning Emergency Alerts**
- **Search and Rescue**
- **Hostage Situations**



Emergency Alerts:

In less than five minutes nanoCAST™ systems can be programmed to transmit instant messages to mobile phones in the immediate area. There is no need to wait for the commercial carrier to set up the SMS broadcast. First responders do not need to know what phones are in the area, the nanoCAST™ figures that out for them automatically. Once the "stay where you are" or "evacuate immediately" campaign is activated the nanoCAST™ system finds the phones and sends the alerts.

Search and Rescue:

Finding survivors is a time critical effort where nanoCAST™ systems can be helpful in many ways. For example, when a nanoCAST™ finds three phones active in the area, there are probably at least three people to locate.

Hostages:

Once again, when time is of the essence, a nanoCAST™ campaign can send and collect information in the shortest time cycle. With shooters in the building, sending directions to innocents within can provide assurance that help has arrived.

Alternatively, if the commercial networks are down, a nanoCAST™ campaign can be directed at the assailant.

Easy to use, nanoCAST™ systems can be operated using any tablet or smart phone. Initiating an SMS campaign is as simple as sending a text message with your cell phone.

More information at:

www.persistent-telecom.net



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QUALITY INTEGRITY SERVICE

Freedom Communications (formerly) GD Test

Freedom Communications Technologies has purchased the General Dynamics Test equipment division. The 8000B has their second generation of its revolutionary R8000 communications system analyzer now with Auto Tune for Motorola APX, XTS, XTL, Mototrbo and Kenwood.

The R8000B delivers a previously unimaginable result: a truly portable instrument with more functions than yesterday's bench top analyzers. *And it now offers significantly improved spectral purity*, surpassing that of comparably priced and even much more expensive radio test sets.

The R8000B's 14 pound weight gives technicians power and flexibility never before attainable - or currently attainable with any other instrument. This, combined with the unit's feature-packed spectrum analyzer and bright 8.4" color LCD, makes it ideal for taking to sites for infrastructure maintenance and interference measurement.

Firmware upgrades are available free via web download for the life of the unit, and new capabilities are being constantly added - so your R8000B actually becomes more powerful over time! For more information: www.freedomcte.com

FREEDOM
Communication Technologies



N2W Speaker Microphone Heavy Duty Waterproof

N2W + Series Speaker Microphones are designed to be the highest value communication solution for critical use environments. Rugged in design and firm in the hand, with standard features required by emergency personnel working in extreme conditions. Premium components ensure crisp, clear and reliable communication. This SM6W model is available for **BK Radio KNG, Motorola, Mototrbo, Kenwood, ICOM and many more.** MSRP \$129.



- Compact heavy duty design
- 4.9 mm heavy duty cable
- IP67 waterproof rating, submersible
- 3.5mm waterproof audio accessory port
- Optional emergency button for supported radio models

www.n2w.com

national 2 way
Factory to Dealer Direct