



The Sales Group MANUFACTURERS REPRESENTATIVES

WIRELESS NEWS

www.thesalesgroup.com

Northern CA, Northern NV

Upcoming Events

NAPCO (APCO)

Monthly meeting, June 11, Roseville, CA

APCO National Conference and Show, August 16-19, Washington, DC

Inside this issue:

BIRD TXRX 2

Duplexers for your radio systems are the industries BEST

SEPURA DMR 2

Digital Radio product now available in multi-site trunking

Raytheon SNV12 3

remains the premier analog voter solving your coverage issues caused by narrow banding

RELM BK Radio 3

Low Band Repeaters We are the source for Low Band repeaters and Base Stations

CODAN Introduces 4

STRATUS, the first P25 and LTE Hybrid Communications Solution

Covia Labs Alert & Respond™

Addressing the Need for Secure, Robust, Collaborative, Cost-effective, Ad-hoc Communications Across Agencies.

Key capabilities

- A.** The network is controlled locally and immediately
- B.** The ad hoc network can be formed in a few minutes just by sending out an e-mail or executable to the potential users, and discontinued the same way.
- C.** The devices can talk directly to each other without a tower, as long as they can get coverage from Wi-Fi or other hot spot, or tactical network.
- D.** The software encrypts the devices and apps with FIPS-140-2 certification.
- E.** The Class of Service is locally control who gets the preemption and bandwidth.
- F.** The devices are persistent, if coverage is lost, the devices continue function, and will re-connect when a network is available.
- G.** Voice is transmitted immediately, will wait its turn, and is recorded to verify.
- H.** Situational awareness is available to each device according to its ability

This sophisticated multi-device Connected Application distributes its own code and to run across a wide range of devices to synchronize, mash up and display their shared messages, GPS locations, maps and media. It adapts to the configuration and capabilities of a wide range of commercial mobile phones, video cameras, computers and sensors, and runs them in a predictable fashion, regardless of screen size, operating system, communications protocols or bandwidth constraints.

In addition, it links devices into the Operation networks using a variety of alternative communications paths, including Wi-Fi, Bluetooth, commercial cellular carrier data networks or satellite data. Alert and Respond extends coverage by working in public radio system dead spots and automatically finding new paths through any number of devices and protocols automatically whenever communication failures occur.

The use of commercially available devices, carrier networks and mobile satellite communications systems reduces cost and deployment time, while supplementing existing public safety radio systems with rich collaborative capabilities and extending coverage areas and extending reach to individual consumer’s existing mobile phones. Civilians and local leaders can be brought into the network even if they have nothing but standard commercial mobile phones. Smartphones, such as iPhones.

Watch the video at: www.covialabs.com

BIRD TXRX Duplexers

More information at: www.birdrf.com

Bird Technologies manufactures a comprehensive line of duplexers with the critical specifications you require to operate a high performance radio system. Our duplexers provide the transmitter and noise suppression characteristics you need while minimizing the loss to your carriers.

At high-band VHF and UHF, the TXRX Vari-Notch design is the most commonly used. Vari-Notch provides a low-loss pseudo-Bandpass characteristic that can exist very close to a deep notch. Proven low-loss and low-noise construction techniques are used such as welded cavity construction, silver-plated loops, as well as a unique fingerstock—free high-conductivity silver-plated tuning probe. Our 4" and 6.625" diameter cavities are constructed of hardened aluminum which, unlike most copper cavities, resists denting and associated de-tuning.



At 700/800/900 MHz where there are large guard bands and multiple frequencies per system, the Bandpass duplexer fills the bill nicely. The combine filter design is both low-loss and space-efficient. For duplexing a single repeater, the TX RX Vari-Notch® design is still the product of choice. Vari-Notch® provides a low-loss pseudo-bandpass characteristic that can exist very close to a deep notch. Proven low-loss and low-noise construction techniques are used such as welded cavity construction; silver-plated loops, Alballoy®-plated integrated loop plates and connectors; as well as a unique fingerstock-free high-conductivity silver-plated tuning probe. Our cavities are constructed of hardened aluminum which, unlike most copper cavities, resists denting and detuning.

SEPURA DMR Radio

Sepura DMR is the solid choice for your **move to digital** mobile radio available in VHF and UHF Frequencies in single site, multi site trunking IP Connect, and Tier 3 multi-site trunking.

Portable radios offer outstanding levels of robustness and ruggedness, with their IP67 rating. 1024 Channels, color display, and combined with **1W audio** output and advanced functionality and quality, they meet the demands of users across a broad spectrum of business, and industries.

Mobile radios – a sophisticated, fully-featured DMR mobile radio, which offers 1024 channels with advanced functionality, flexibility and robustness. Primarily targeted at users in industrial organizations and other commercial businesses who use their vehicle radios on a daily basis and need these features as standard.

Repeaters Featuring up to 45W of power, ease of installation and an impressive array of features and functionality, the repeater is positioned to provide the cornerstone of Sepura DMR networks. Available in **Single Site**, and **Multi-Site IP Connect** supporting up to 16 sites and Tier 3 **Multi-Site Trunking**.

Available from Authorized radio dealers.

sepura

www.sepura.com

DMR
DIGITAL MOBILE RADIO ASSOCIATION



Raytheon SNV-12 Remains the Premier Analog Voter

Lost talk-in coverage can be restored and marginal coverage transformed to excellent through the implementation of a receiver voting system. If the radio system already has receiver voting, additional receive sites can be installed to cover newly marginal areas as well as those now completely lack talk-in capability.

Narrow banding created significant talk-in problems for anyone dealing with one of these situations: Analog systems in the VHF-Hi and UHF bands that already experienced marginal coverage areas for their wideband portables. This is particularly prevalent if sites were originally selected with wideband mobile coverage in mind (with 50 watts of talkback, not the 5 watts of a portable). Narrow banding eliminated coverage where it had been marginal, while some areas that had previously enjoyed clear communications have become marginal and noisy. Radio systems whose geography expanded over time due to consolidation or annexation, creating new outlying areas with marginal coverage.



The unit shown has a full complement of 12 SVM-2 Site Voter Modules. As many as three chassis can be daisy-chained together, allowing a voted channel with up to 36 voting receiver sites!

Extremely simple initial setup with minimal equipment required. Browser interface allows dialing in from home to monitor audio and disable problem sites. Front panel has LEDs and test points for basic level checks and adjustments. Multiple squelch/unsquelch detection methods supported. Allows equalization of incoming lines. Supports simulcast (and TX steering)

Raytheon

RELM BK Radio S Series Low Band Repeaters

RELM's S series LOW BAND repeaters and base stations are the only Low Band site equipment available in the US market. Low Band frequencies available in two models, 30-39 MHz and 39-50 MHz Public Safety Grade.

255 channel capacity

Repeats analog transmissions

In-Band or Cross-Band configurations

Programmable External PTT mode in Analog

Flash based software design allows future upgrades for new features

Standard Analog S-Series Series can be upgraded to P25 compliant.

Frequency Stability: 20 PPM for VHF-Low Band (30-50 MHz)

RF power output (Continuous Duty): 50 or 100 Watt models

Options included

LZAST03: Programmable CTCSS/CDCSS Encoder/Decoder

LZAST08: VF Audio Delay (Noiseless Mute)

LZAST13: Local Speaker and Microphone Input

LZAST14: Local 99 Channel Selector

LZAST15: N-Type RX Connector (TX N-Type) **LZAST16:** 1.0 ppm Frequency Stability **LZAST32:** Front Panel adjustable Line I/O levels & Front Panel RS232 port (in parallel w/rear port)



BK
RADIO www.relm.com

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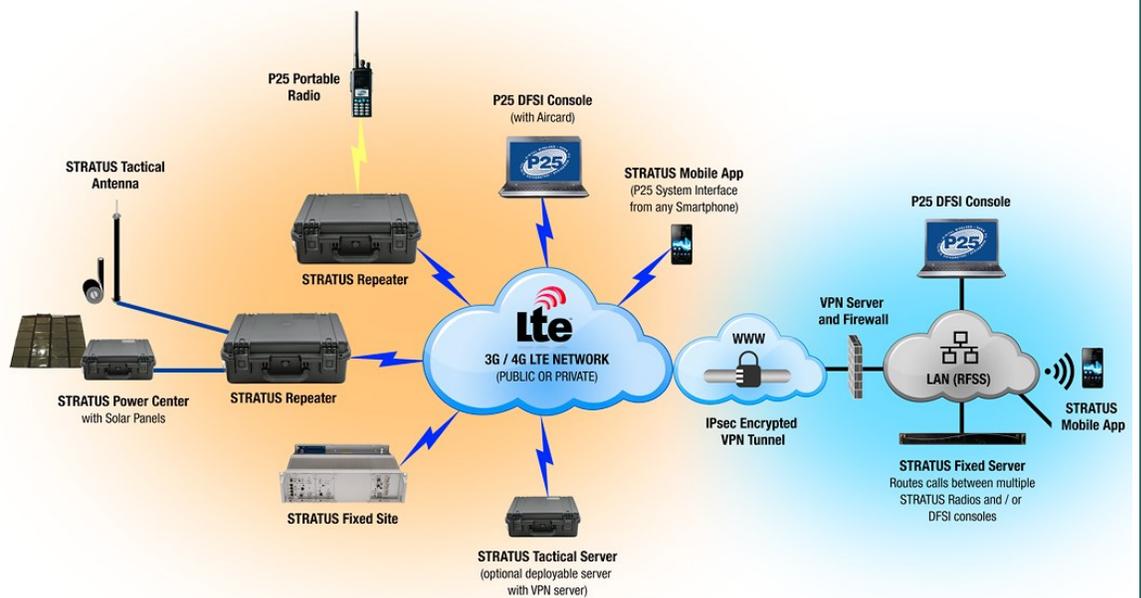


CODAN—Stratus P25 & LTE



Introducing Stratus, the first P25 and LTE hybrid communications solution for secure mobile voice networks. Leveraging the strengths of P25 and LTE, Stratus provides instant communications into your P25 network, from anywhere with public cellular connectivity. With Stratus, you'll never be isolated from your network.

A Stratus network is rapidly deployable within minutes, providing wide area P25 coverage in the most critical situations. Stratus is designed to ensure you have secure voice communications, anywhere you need it, when you need it. Interoperable with all P25 vendor subscribers and consoles, a Stratus network links your mobile teams with the support they need to ensure a successful operation.



We are on the web

www.thesalesgroup.com