



Upcoming Events

Northern CA APCO
monthly meeting, July 14,
Coast Guard Island,
Alameda

APCO International
Convention and Show,
August 15-18 Orlando, FL

Inside this issue:

National 2 Way **2**
Braided Fiber Cloth
Two Way Radio
Earpieces

RELM BK Radio KNG **3**
Command Portable
and Mobile radios.
Fire season is here!

BIRD TXRX Rescue **3**
Line Signal Boosters
IFC and NFPA
Certified

RAVEN offers the **4**
new FlexGate Lite
interoperability
Dispatch solution
bundle with 5 soft
dispatch positions.

The Sales Group MANUFACTURERS REPRESENTATIVES

WIRELESS NEWS

www.thesalesgroup.com

Northern California & Northern NV

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

EC CODAN
RADIO COMMUNICATIONS

National 2 Way Braided Fiber Cloth...Tough!

Braided Cloth Two-Way Radio Earpieces

So comfortable and strong, you'll never look at radio accessories the same way again.



- Improved strength over our standard resin earpieces
- Enhanced comfort and durability
- Lays tangle-free
- Microphone with added shielding
- Noise canceling mic on the Braided Fiber Cloth, SnapLock 2 Wire and Acoustic Tube 2 Wire products



Braided Fiber Cloth SnapLock 1 Wire
SL+1W



Braided Fiber Cloth Acoustic Tube 1 Wire
AT+1W



Braided Fiber Cloth Earhook 1 Wire
EH+1W



Braided Fiber Cloth Swivel 1 Wire
SWVL+1W



Braided Fiber Cloth SnapLock 2 Wire
SL+2W



Braided Fiber Cloth Acoustic Tube 2 Wire
AT+2W



Braided Fiber Cloth C-Hook 1 Wire
CH+1W

BK KNG VHF Command Radios.. Fire Season is here

RELM Wireless P25 KNG Command (KNG-P150CMD portable and the KNG-M150 mobile radio with the latest **CAL-FIRE** feature set. These VHF radios (136-174 MHz) have 5000 channels with user custom defined groups. The Command version is NOW also available in UHF 380-470 MHz and 700/800 P25 Phase I & II with P25 Trunking available in all frequency bands.

Long Battery life, 16 hours with high capacity 3450 MAH Lithium battery, 10 hours with the AA Clam shell. IP67 Submersible. Options include, trunking, OTAR, OTAP, Multicast Vote Scan, AES/DES Encryption and Intrinsically safe

RELM BK Radios Proudly Made in the USA



www.relm.com



BIRD TXRX RescueLine Signal Boosters

RescueLine Signal Booster Series - Complies with New International Fire Code and National Fire Protection Association (**IFC/NFPA**) Standards. The SBII and the SBIII Series have models that are part of the RescueLine product family.

613-8 Series, 700/800 MHz, Digital Signal Booster operates in the 700/800 MHz range with 1-60 programmable digital filters for both uplink and downlink. Filter center frequency and characteristics are fully programmable to meet the demands of various systems and signals such as APCO 25 phase II. Filter bandwidth is programmable from 6.25 KHz to 15 MHz. All state-of-the-art product components are protected by a NEMA 4 style enclosure to meet the demands of the **NFPA & IFC** requirements. Intuitive web browser interface allows booster to be easily configured for changing RF environments.

We have DeltaNode DAS (Distributed Antenna Systems) solutions

More information at: www.birdrf.com



The Sales Group

MANUFACTURERS
REPRESENTATIVES

Northern CA, NV

Mike Sage, CSP, Partner
888-801-7253

Bay Area Northern CA

Manny Vierra, CSP
408-309-3954

Central Valley, No. CA

Paul Mills, CSP
(925) 766-4545

Proud Members of



We are on the web

www.thesalesgroup.com

RAVEN's FlexGate Lite Bundle Includes Five Soft Dispatch Positions

FlexGate from Raven is a mixed-media system bridge providing interconnectivity to VoIP/RoIP systems, radio systems, telephone systems, and dispatch console systems (Raven HQ). A user can access these resources from anywhere in the world via smartphone, tablet, PC, or public telephone.

Fixed or deployable, FlexGate Lite can offer emergency operation centers or incident response teams access into standard and non-standard communications infrastructures quickly and easily with minimal user training. It can be used as a transitional technology by bridging current and future systems together as one single system.



In addition to bridging and interoperability, FlexGate Lite can offer applications such as:

- * Radio interoperability, Multi-user cross patch
- * Tone Remote control
- * Wireline capabilities i.e.: COR & PTT
- * VOX Audio delay features
- * Tone detection generation
- * Voice/Data
- * Conferencing
- * Active voice bridge
- * Dispatch with HQ software

Dispatch Bundle includes

- ◇ **All Hardware**
 - ◇ **8 Ports of interoperability**
 - ◇ **RoIP Gateway Server**
 - ◇ **FlexGate Software**
 - ◇ **5 HQi Dispatch Licenses**
- (additional licenses available)**

