



Choosing the right radio.....

isn't so simple anymore! We offer radios from top quality manufacturers like HeadLine, ICOM, Maxon, Midland, Motorola, Relm/BK, and TEKK with models to suit a variety of needs. All of these manufacturers provide MIL-SPEC rated high performance radios with features and capabilities that were undreamed of just a few years ago.

In the good old days, the main criteria for equipment selection were based on brand preference, high power, low price, and good service. Now we learn that government safety regulations discourage high power and new FCC license authorizations rarely are authorized for power exceeding 50 watts. All new authorizations require narrow band (12.5) operation and there is a rapid trend toward 6.25 KHz.

There is the issue of choosing the operating band – VHF, UHF or 700/800 MHz and whether the system will be conventional simplex, repeater, trunked or other system considerations.

In addition, the technology is changing rapidly to digital with three different systems currently being promoted (with a fourth on the way). Now you have to choose whether to purchase analog, FDMA digital (NXDN), TDMA digital (MotoTRBO), or the P25 federal government standard with all claiming to be the best.

Each user must choose their own best solution based on grant approvals (if applicable), interoperability with other users in the area, budget considerations, and long term goals. We don't claim to have all the answers, but we can make some general recommendations that we hope will be useful.

In the information that follows, we have provided pricing on both analog and digital systems with your choice of VHF or UHF models from ICOM, Maxon, Midland, and Motorola. We have provided pricing on base/repeater stations, mobiles, pager/radios, and portables. The prices quoted are Alabama State Contract prices. For more information about the State go to <http://falconinfo.blogspot.com/2008/10/alabama-state-contract-news.html>. If you want to stay with analog, we would recommend Maxon as being the best value. Headline, Maxon, and TEKK are all top rated analog portables.

If you are considering digital, the best value with the most flexibility is the ICOM (at least in our opinion) IDAS system using NXDN technology. MotoTRBO is a good choice as long as you don't need paging or repeaters that can handle both analog and digital signals on the same channel. P25 would be your best choice if you have received a federal grant. Go to <http://falconinfo.blogspot.com/search/label/Digital%20radios> for more information.

Thanks for your interest. Please visit our fire department web page for information on other products that may be of interest at www.fireradios.us. If you have any questions, would like a demonstration of our products, or if we can be of help in any way, just give us a call at 800.489.2611.

The Falcon Team
At your service!

What's new from Maxon?

SP - 7102 / 7402



Maxon's latest compact, full featured portable is now available. This feature rich portable is sure to satisfy nearly everyone's needs. Just a few of the features included are 2-Tone encode/decode, scrambler, paging, ANI, alpha-numeric display and 255 channels. Complete specifications available at www.info4u.us/sp7000.pdf.

- ☛ Standard and narrow band channels pre-programmed
- ☛ Lithium Polymer battery with rapid desk charger
- ☛ Single button page control
- ☛ Meets MIL-SPEC 810F and IP54

Your Choice -\$289!



SM - 5102 / 5402

Maxon's newest SM-5000 Series mobiles deliver Conventional two-way operation, 50W (VHF)/45W (UHF) output power, 208 Channels, and Alpha-Numeric Display. Complete specifications available at www.info4u.us/sm5000.pdf.

Battery powered megaphone



- 22 watts
- 1200 yard range
- Piston-trigger switch
- Carrying strap/shoulder strap
- Siren/External microphone
- Coach's whistle
- Uses 6 C batteries, not included

FREE with your order of five radios (mobiles, portables, or mix) or more



FALCONDIRECT

We Keep You Connected

www.FalconDirect.com



Looking for.....

the best value in VFD pager radios? Look no further! We offer three MIL-SPEC 810 approved models with, fast delivery, free programming, and great pricing! A Quick Review Chart is provided below. More detailed information is available on the Internet at:

www.info4u.us/X-1000s.pdf, www.info4u.us/headline.pdf and www.info4u.us/sp7000.pdf

Specifications	TEKK X1000s	TecNet HeadLine	Maxon SP-7000
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Frequency Band	VHF or UHF Analog	VHF or UHF Analog	VHF or UHF Analog
Water protection & dust	IP-54 (Blowing rain)	IP-54 (Blowing rain)	IP-54 (Blowing rain)
Size	4.0 x 2.0 x 1.3"	4.25 x 2.3 x 1.4"	4.7 X 2.1 X 1.3"
Weight	8.5 Ounces	7.8 Ounces	9.9 Ounces
Number of channels	16	99	255
Transmitter power	5W VHF, 4W UHF	5W VHF, 4W UHF	5W VHF, 4W UHF
Audio output	1000 mW	1000 mW	500 mW
LCD alpha display	No	Yes	Yes
Voice encryption	Yes	Yes	Yes
2-Tone paging	Decode	Decode	Decode/Encode
Warranty	1 year	2 years	2 years
Regular selling price	\$284	\$289	\$349
Our Price	\$175	\$225	\$289
Programming kit (optional)	\$99	\$50	\$99
Battery type/Life	Lithium Ion – 9-12 hrs.	Lithium Ion – 9-12 hrs.	Lithium Ion – 9-12 hrs.



An optional telephone interconnect dial access terminal is available for connection to existing base radios and associated phone line. Additional information on the CS-900 terminal is available at www.info4u.us/CS900.pdf. The installed price is \$1,195.

Our most popular accessories are as follows:

Carrying case—\$39

Speaker-microphone—\$59

Spare battery—\$59

All radios listed are available for evaluation. For additional information please visit our special web page at <http://ultracareplus.com/trials.aspx>. You're going to like doing business with us! Our job is taking care of YOU!

Candice Sutterlin

A brief word about IP ratings

One of the more important ratings for portable radios is the IP (Ingress Protection) rating.

Ingress Protection is the degree of protection provided by the product enclosure. In many cases, the level of protection provided by the enclosure is marked on the product in the form of an "IP" code

IP Codes:

Example: IP 55 would indicate a dust protected (first digit 5) piece of equipment which is protected against water jets (second digit 5)

1 st Digit	Protection Against Foreign Objects (i.e. dust)	2 nd Digit	Protection Against Moisture
0	Not protected	0	Not protected
1	Protected against objects greater than 50mm	1	Protected against dripping water
2	Protected against objects greater than 12mm	2	Protected against dripping water when tilted up to 15N
3	Protected against objects greater than 2.5mm	3	Protected against spraying water
4	Protected against objects greater than 1.0mm	4	Protected against splashing water
5	Dust protected	5	Protected against water jets
6	Dust tight	6	Protected against heavy seas
		7	Protection against the effects of immersion
		8	Protection against submersion

In simple terms, the greater the number, the better the product is able to withstand the rigors of rough use and bad weather.

A brief explanation of MIL-SPEC 810 ratings

The TC-610, F50V and DTR650 are all MIL-SPEC 810 F rated. You can look up the methods and procedures for more detailed information. For now, the point is that an 810F rated radio has been more thoroughly tested and certified than E, D, or C Class certified radios. Not all radios are subjected to MIL-SPEC testing. This is not to say that they couldn't pass the applicable testing standard. In some cases, the manufacturer may not serve the military market and has chosen not to incur the cost of MIL-SPEC testing. More information on MIL-SPEC 810 is available at <http://en.wikipedia.org/wiki/MIL-STD-810>.

Standard	MIL 810C		MIL 810D		MIL 810E		MIL 810F	
	Method	Proc.	Method	Proc.	Method	Proc.	Method	Proc.
Low Pressure	500.1	I	500.2	I, II	500.3	I, II	500.4	I, II
High Temp.	501.1	I	501.2	I, II	501.3	I, II	501.4	I, II
Low Temp.	502.1	I	502.2	I, II	502.3	I, II	502.4-3	I, II
Temp. Shock	503.1	I	503.2	I	503.3	I	503.4	I
Solar Radiation	505.1	I	505.2	I	505.3	I	505.4	I
Rain	506.1	I, II	506.2	I, II	506.3	I, II	506.4	I, III
Humidity	507.1	I, II	507.2	II, III	507.3	II, III	507.4	-
Salt Fog	509.1	I	509.2	I	509.3	I	509.4	-
Dust	510.1	I	510.2	I	510.3	I	510.4	I
Vibration	514.2	VIII, X	514.3	I	514.4	I	514.5	I
Shock	516.2	I, II, V	516.3	I, IV	516.4	I, IV	516.5	I, IV





Looking for.....

the best value in Motorola public safety radios? Look no further! We offer the best prices, fastest delivery, free programming, and a totally unique service plan custom designed for those we serve. A Quick Review Chart is provided below with the main features and pricing of models with the Impress battery system.

Specifications	Motorola PR860	Motorola EX560	Motorola XPR6300
Frequency Band	VHF or UHF	VHF or UHF	VHF or UHF
Size	5.40 x 2.26 x 1.6"	3.99 x 2.19 x 1.3"	5.18 x 2.50 x 1.39"
Weight	12.8 Ounces	9.35 Ounces	11.63 Ounces
Number of channels	16	160	32
Digital capable (MotoTRBO)	No	No	Yes
Warranty	2 years	3 years	3 years
Submersible approved	No	Yes (IP67)	Yes (IP67)
2-tone paging capable	Yes	Yes	No
Intrinsically safe approved	No	Optional	Optional
Built in GPS	No	No	Yes
Impress battery/charger	Yes	Yes	Yes
MSRP (UHF)	\$755	\$882	\$1,002
State Contract Price	\$581	\$662	\$752
Extend warranty to 5 yrs.	\$108	\$108	\$108
Specifications available at	www.info4u.us/PR860.pdf	www.info4u.us/EX560.pdf	www.info4u.us.xpr.pdf

Free programming is included with all models. Information on our available service programs is available at www.UltraCarePlus.com. In particular, check out the TimeShare program. We think you'll like it! In essence you pay a onetime cost for partial ownership in a spare radio. If you ever need service, you pay a flat rate for a next day exchange radio, and all shipping cost during the warranty period. No other service program even comes close!

Our most popular accessories are as follows:

Carrying case—\$44

Speaker-microphone—\$69

Spare battery—\$99

All radios listed are available for evaluation. For additional information please visit our special web page at <http://ultracareplus.com/trials.aspx>. Additional info on other Motorola radios is available at www.motosbest.com. You're going to like doing business with us!


Sincerely,

Burch H. Falkner



Looking for.....

the best value in ICOM public safety radios? Look no further! We offer the best prices, fastest delivery, free programming, and a totally unique service plan custom designed for those we serve. A Quick Review Chart is provided below with the main features and pricing of models with the Impress battery system.

Specifications	ICOM F50V	ICOM F3161	ICOM F70D
			
Frequency Band	VHF or UHF	VHF or UHF	VHF or UHF
Size	3.8 x 2.2 x 1.4"	5.37" x 2.1" x 1.39"	5.98 x 2.31 x 1.5"
Weight	9.9 Ounces	12.0 Ounces	15.6 Ounces
Number of channels	128	512	256
Digital capable	No	Yes (NXDN)	Yes (P25)
Warranty	2 years	2 years	2 years
Submersible approved	Yes (IP67)	No (IP54)	Yes (IP67)
2-tone paging capable	Yes	Yes	No
Intrinsically safe approved	No	Optional	Optional
6.25 kHz capable	No	Yes	No
Lithium-Ion battery	Yes	Yes	Yes
MSRP (UHF)	\$610	\$850	\$1,805
State Contract Price	\$433	\$593	\$1,183
Extend warranty to 5 yrs.	\$57	\$57	\$84
Specifications available at	www.info4u.us/F50Vpdf	www.info4u.us/F3161.pdf	www.info4u.us/F70.pdf

Free programming is included with all models. Information on our available service programs is available at www.UltraCarePlus.com. In particular, check out the TimeShare program. We think you'll like it! In essence you pay a onetime cost for partial ownership in a spare radio. If you ever need service, you pay a flat rate for a next day exchange radio, and all shipping cost during the warranty period. No other service program even comes close!

Our most popular accessories are as follows:

Carrying case—\$44

Speaker-microphone—\$69

Spare battery—\$99

All radios listed are available for evaluation. For additional information please visit our special web page at <http://ultracareplus.com/trials.aspx>. Additional info on other ICOM radios is available at www.falcondirect.com/icom. You're going to like doing business with us!
Sincerely,

Joy King



Looking for.....

the best value in Motorola public safety mobiles? Look no further! We offer the best prices, fastest delivery, free programming, and a totally unique service plan custom designed for those we serve. A Quick Review Chart is provided below with the main features and pricing of our Dealers Choice models.

Specifications	Motorola CDM-1550-LS	Motorola XPR4550	Motorola PM1500
Frequency Band	VHF or UHF	VHF or UHF	VHF or UHF
Size	7.05 x 2.34 x 7.79"	6.89 x 2.01 x 8.11"	7.22 x 2.56 x 3.38" Head
Weight	3.5 lbs.	4.0 lbs.	14.9 lbs.
Power output	45/40 watts	45/40 watts	110 watts
Number of channels	128	160	255
25/12.5 kHz compatible	Yes	Yes	Yes
P25 upgradable	No	No	Yes
Digital capable (MotoTRBO)	No	Yes	No
Trunk mount design	No	No	Yes
Warranty	2 years	3 years	2 years
MSRP	\$908	\$920	\$1,900
Our Public Safety Price	\$665	\$695	\$1,295
2-tone paging capable	Yes	No	Yes
Built in GPS	No	Yes	No
Specifications available at	www.info4u.us/cdm.pdf	www.info4u.us/4550.pdf	www.info4u.us/pm1500.pdf

Free programming is included with all models. Information on our available service programs is available at www.UltraCarePlus.com. In particular, check out the TimeShare program. We think you'll like it! In essence you pay a onetime cost for partial ownership in a spare radio. If you ever need service, you pay a flat rate for a next day exchange radio, and all shipping cost during the warranty period. No other service program even comes close!

Our most popular accessories are as follows:

Rooftop antenna—\$24

External speaker—\$69
(Standard on PM1500)

5 yr. Warranty —\$108

All radios listed are available for evaluation. For additional information please visit our special web page at <http://ultracareplus.com/trials.aspx>. Additional info on other Motorola radios is available at www.motosbest.com. You're going to like doing business with us!





Sincerely,

Burch H. Falkner



Looking for.....

the best value in ICOM mobile radios? Alabama State Contract pricing assures you of the best prices with the need for competitive bidding. A Quick Review Chart is provided below with the main features and pricing of our best value ICOM mobiles.

Specifications	ICOM F521	ICOM F5061	ICOM F1721D
			
Frequency Band	VHF or UHF	VHF or UHF	VHF or UHF
Power output	50/45 watts	50/45 watts	50 watts
Size	5.5 x 1.7 x 6.8"	5.9 X 1.8 X 6.3 "	6.89 x 1.77 x 6.69"
Weight	2 lbs 10 oz.	2.9 lbs.	3.3 lbs.
Number of channels	256	512	256
Digital capable	No	Yes (NXDN)	Yes (P25)
Text messaging capable	No	No	Yes, in digital mode
Built in Scrambler	Optional (Extra cost)	Yes	Yes
Water intrusion protection	IP54	IP54	IP57
Warranty	2 years	2 years	2 years
MSRP (VHF)	\$490	\$860	\$1,720
State Contract Price	\$357	\$590	\$1,242
Extend warranty to 5 yrs.	\$57	\$57	\$84
Add ignition sense	\$20	\$20	\$20
Specifications available at	www.info4u.us/F521.pdf	www.info4u.us/F5061.pdf	www.info4u.us.F1721.pdf

Free programming is included with all models. Information on our available service programs is available at www.UltraCarePlus.com. In particular, check out the TimeShare program. New for 2009 are antennas and mounts with a 10 year warranty. More information available at www.info4u.us/super.pdf and a new wireless headset and vehicle intercom system at www.info4u.us/FirecomWireless.pdf.

Our most popular accessories are as follows:

Rooftop antenna/mount—\$72
(Excluding installation)

Installation \$145
Add \$125 for on-site

Intercom System—\$1,690
(3 position including installation)

All radios listed are available for evaluation. For additional information please visit our special web page at <http://ultracareplus.com/trials.aspx>. Additional info on other ICOM radios is available at www.falcondirect.com/icom. You're going to like doing business with us! Sincerely,

Candice Sutterlin










Looking for.....

the best value in VHF repeaters? Look no further! Our top three models all include a high specification duplexer for single antenna use, free programming, and great pricing! A Quick Review Chart is provided below. More detailed information is available at:

www.info4u.us/FR5000.pdf,

www.info4u.us/xpr.pdf

www.info4u.us/BT3.pdf

Specifications	ICOM FR6000	Motorola XPR8300	Midland BaseTech
			
			
Frequency Band	VHF or UHF	VHF or UHF	VHF or UHF
Operating mode	Analog AND Digital	Analog or Digital	Analog AND Digital
System type	NXDN, dPMR, IDAS	PMR, TDMA	APCO-25, P25
Size	19.1" x 3.5" x 10.25"	5.22" x 19.0" x 11.67"	3.4" x 18.2" x 14.2"
Weight	12.3 pounds	31 pounds	24 pounds
Number of channels	32	32	500
Transmitter power	50 Watts VHF or UHF	45W VHF 40W UHF	110W VHF or UHF
Duplexer included	Yes	Yes	Yes
Bandwidth	25 or 12.5 kHz	25 or 12.5 kHz	25 or 12.5 kHz
LTR 6.25 kHz capable	Yes	No	No
Warranty	2 years	3 years	5 years
Price with FCC license	\$2,995	\$2,495	\$12,995
Price without license	\$2,495	\$1,995	\$12,495
Antenna System – 10X*	\$,1500	\$,1500	\$1,500
Programming kit (optional)	\$129	\$374	\$330

* Antenna system includes lightning protection, cable, connectors, and battery backup. For additional information, please visit www.info4u.us/BaseAntennas.pdf.

Free programming is included with all models. Information on our available service programs is available at www.UltraCarePlus.com. In particular, check out the TimeShare program. We think you'll like it! In essence you pay a onetime cost of just \$200 for partial ownership in a spare repeater. If you ever need service, you pay just \$200 for a next day exchange repeater, and all shipping cost during the warranty period. No other service program even comes close!

All radios listed are available for evaluation. For additional information please visit our special web page at <http://ultracareplus.com/trials.aspx>. You're going to like doing business with us! Our job is taking care of YOU!

The Falcon Team

At your service!