



**FALCONDIRECT**  
We Keep You Connected

36 - 20th Avenue NW - Birmingham, AL 35215  
Phone 205.854.2611 - Toll Free 1.800.489.2611  
Fax 205.853.6178 - Email [sales@falcondirect.com](mailto:sales@falcondirect.com)  
On the Internet - [www.falcondirect.com](http://www.falcondirect.com)

## Special Products for Homeland Security

### Products and services for Homeland Security!



Quoting from the Illinois Department of Homeland Security, *Incident management is the centerpiece of effective integration and interoperability*. Our focus as a supplier to agencies participating in Homeland Security coordination and support is to assist in the grant application process and to offer products that are fundamental elements of a coordinated incident management system. Our services are offered to chapters of the American National Red Cross, 9-1-1, EMA, Fire and Rescue squads as well as others who have a part in Homeland Security. If we may be of service in any way, please contact Burch Falkner at 1.800.489.2611.

### An introduction to Total Integrated Communications (Voice-Data-Location)



Wireless connectivity used to mean 2-way radio. Today, it means a lot more. We need voice communications to groups or individuals with a high level of security. We need to track our vehicles and our people for personal safety, enhanced administrative control, and litigation avoidance. We need to be able to transmit and receive text data for connection with computers. Motorola recognized this need and came up with a totally new system called MOTOTRBO. It is compatible with existing UHF radio analog systems as well as operating in a digital mode that doubles channel capacity! MOTOTRBO meets all FCC narrow band requirements through 2018. MOTOTRBO is the ideal incident management radio system. You can learn more about MOTOTRBO at [www.falcondirect.com/mototrbo](http://www.falcondirect.com/mototrbo).

## Portable crowd control direct from your 2-way radio with our new LoudMouth!



Our new LoudMouth wireless PA system is completely portable for effective crowd notification in times of emergency. Just set it up and plug it in to a vehicular AC adapter, to standard AC power, or operate for short intervals from an internal rechargeable battery. A single LoudMouth can cover an entire football field. Use multiple units if necessary - all controlled by your handheld radio! The indoor/outdoor speaker provides up to 95 dB of audio (about comparable to a vehicle siren) at 50 feet. They WILL hear your message! Additional information is available on the Internet at [www.usa-radio1.com/prices/loudmouth](http://www.usa-radio1.com/prices/loudmouth).

## Need a little help on Interoperability System Planning?



The idea of bringing together fire/rescue, hospitals, law enforcement, and transportation services is a little more complex than scrapping all of the individual communications systems in favor of a single system provided by a supplier offering only high priced sole source solutions. The better idea is to allow each user to plan for their own individual needs while considering the need to communicate with other agency/users WHEN REQUIRED. The common sense approach to disaster planning is known as Interoperable communications. If you would like to know more about our thinking on this subject, please visit [www.falcon4u.com/planning.pdf](http://www.falcon4u.com/planning.pdf).

## Our most affordable VHF/UHF Cross Band Repeater!



The most common requirement for interoperable communications is for VHF radio users to communicate with UHF users. The ICOM X-Band 50 Cross Band Repeater provides a simple, affordable, and efficient solution for less than the cost of an ordinary repeater! Additional technical information is available at [www.falcondirect.com/X-Band Repeater.pdf](http://www.falcondirect.com/X-Band Repeater.pdf). Pricing information is available at [www.falcondirect.com/repeaters/prices](http://www.falcondirect.com/repeaters/prices). If you have any questions or need assistance in operational planning, just give us a call at 1.800.489.2611.

## New Communications Solutions NCS-250 offers affordable interoperability!



Achieving local and wide-area communications interoperability to handle catastrophic events has been a top priority for Homeland Security departments as well as traditional law enforcement and emergency response teams. NCS provides affordable, effective Interoperability Solutions usable by any size or level organization from local Emergency Responders to National Infrastructure Protection groups. Control up to 8 different devices with the transportable QuickLinx system. Additional product information is available at <http://www.info4u.us/ncs250>.

## APCO-25 compatibility is essential for effective Incident Command!



APCO-25, also known as P25 is the long proposed standard for interoperable communications. No first responder agency should be without basic P25 capability for both VHF and UHF. In larger metropolitan areas, a *higher level* version of enhanced P25 is used on both the UHF 450 MHz and upper UHF (700-900 MHz bands) that is basically incompatible with standard P25 equipment. By utilizing the aforementioned NCS interoperable controller, a radio from the non-standard metro government agency can be purchased and connected to the controller equipped with standard P25 equipment. Falcon Direct offers P25 equipment at exceptionally low prices as well as a liberal trade in program. Call us at 1.800.489.2611 for more information or visit [www.falcondirect.com/p25](http://www.falcondirect.com/p25).

## No Incident Command Operation is complete without a RACES connection!



The Radio Amateur Civil Emergency Service (RACES) is a part of the original Civil Defense system and a vital participant in all types of disasters. Every Incident Command operation should be equipped with radio equipment capable of communicating to Amateur Radio Operators, and in particular those involved with RACES. The dual band VHF/UHF ICOM IC-2720 shown at the left is ideally suited for connection to an interoperable switch such as the NCS-250 from Falcon Direct or used as a stand along communicator in either a fixed or mobile environment. Additional information is available at [www.info4u.us/IC-2720H.pdf](http://www.info4u.us/IC-2720H.pdf). ICOM is the first offer digital communications for Amateur/RACES operations. Known as D-Star, this technology is available NOW. Additional information is available on D-Star at [www.icomamerica.com/amateur/dstar](http://www.icomamerica.com/amateur/dstar). For pricing on D-Star and other ICOM products in the HF, 2m and 4m bands, give us a call toll free at 1.800.489.2611.

## Aviation Radio can be a key component of Incident Command



The ICOM IC-A110 covers the entire 118 to 136.975 MHz AM Aircraft band. This radio is normally used for aircraft ground control operations although it can be equally useful for ground-to-air communications. No Incident Command operation should be without the IC-A110. This radio is fully compatible for USAF and Civil Air Patrol communications. You can learn more about this product at [www.info4u.us/IC-A110.pdf](http://www.info4u.us/IC-A110.pdf). This product is compatible with the NCS-250 interoperable controller as well as other controllers by Infinimode, Raytheon JPS, Telex and VDV. The IC-A110 is easy to use, affordable and reliable. Call us for pricing at 1.800.489.2611 or request a quote on line at [www.falcondirect.com/EZQuote.dot](http://www.falcondirect.com/EZQuote.dot).

## High Frequency radios provide extended range communications!



High frequency radio channels are used in the USA primarily for marine and long range terrestrial use. This frequency band ranges from approximately 500 kHz (which includes the AM Broadcast band) to 29.999 MHz which includes the 10 meter Amateur band and the old CB band. In times of emergency, being able to communicate in the HF band is absolutely essential. The radio that is best suited for this purpose is the ICOM M802! With a remote control head, the ability to operate on up to 1355 channels in the AM, CW, FSK or SSB mode, there is nothing else quite like it! Additional information is at [www.info4u.us/ic-m802.pdf](http://www.info4u.us/ic-m802.pdf). Call us for pricing at 1.800.489.2611 or request a quote on line at [www.falcondirect.com/EZQuote.dot](http://www.falcondirect.com/EZQuote.dot).

## Low Band radios provide vital links to National Guard and Red Cross!



The American National Red Cross uses the 47 MHz band for disaster communications as well as the UHF band. The National Guard and many military operations continue to use the 40-50 MHz band for long range mobile communications. Any major Incident Command operation needs the ability to communicate with these major partners in disaster response. The premier provider of equipment for this operating band is Daniels Electronics of Victoria, B.C. Canada. Falcon Direct is proud to represent this quality provider of specialized communications equipment. Additional information is available at [www.info4u.us/hitek.html](http://www.info4u.us/hitek.html).

## When other communications systems fail, you need Globalstar!

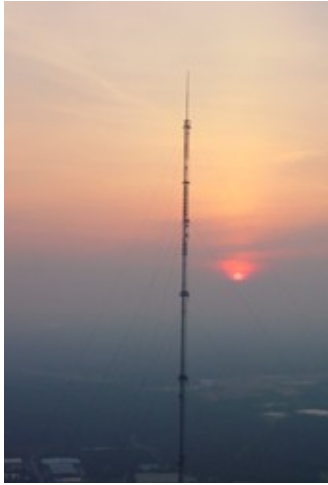


Katrina taught us a lesson, in more ways than one! Virtually all terrestrial communications systems failed when powers were disrupted or towers damaged. Cell phones didn't work, trunking radio systems didn't work, but there was one system that DID work. It's called Globalstar, a satellite based communications system capable of handling both voice and data. Every first responder agency needs a pair of Globalstar phones for emergency use. The new GSP1700 pictured at the left costs no more than a good quality portable radio! More into at [www.falcon4u.com/globalstar](http://www.falcon4u.com/globalstar).



## What are YOU paying for replacement batteries?

The true cost of a replacement battery isn't just the purchase price! It starts with quality, performance, and value. We offer the top brands including Honeywell, Motorola, Multiplier, and Power Products. Better yet, we are now offering the highest quality batteries at great prices and your choice of an 18 or 30 month no hassle warranty. If you want the best VALUE, go to [www.falcondirect.com/MyBattery](http://www.falcondirect.com/MyBattery). You'll be glad you did!



## How do you know when you have lost power at your repeater?

Most public safety agencies have standby power or battery backup to provide continued service in the event of an AC power failure. The problem is *how do you know if the generator doesn't start or the batteries have run down on your battery backup system?* The answer is that you need an AC Reporter (ACR). This incredible gadget sends a voice message over your 2-way radio to report a changed condition (AC switched to battery or vice versa, Generator on or off, or other message suitable for your requirements) You can learn more about the AC Reporter on the Internet at [www.falcondirect.com/ACR](http://www.falcondirect.com/ACR).

## Been looking for some good information on mobile data systems?



One of the problems with budgeting for mobile data is the confusion caused with defining the term. In a word, mobile data simply means non-voice. Within that category, there are subcategories beginning with Automatic Vehicle Tracking (AVL). Then we add status messaging. Both functions can be accomplished without a mobile PC. Then we have to choose whether we will use our own transmission system or utilize a public wireless service. If we want direct access to a remote database, we need a mobile PC and if we want to generate reports in the mobile, we need a specialized software program. If you would like a common sense approach to mobile data planning, give us a call at 1.800.489.2611.

## Have you heard about TotalCare Service?



We think service should be discussed BEFORE the sale! Those who fail to review their service options up front often suffer some major surprises later on. Are you paying too much for service on your 2-way radios? Turnaround time for repairs causing you problems? It doesn't have to be that way! We'll put a cap on cost and virtually eliminate downtime. Most major brands are supported including ICOM, Midland, Motorola, Reim, and TEKK as well as all Falcon Direct products. For additional information, visit our web site at [www.falcondirect.com/service](http://www.falcondirect.com/service).

Did we miss anything? Still got questions? We are as near as your phone. Call us toll free 24/7 at 1.800.489.2611 or if you prefer, email [sales@falcondirect.com](mailto:sales@falcondirect.com). To keep up with all that's new from Falcon Direct, drop us an email and request receipt of our FREE monthly eNewsletter.

Thanks for visiting with us. We look forward to serving you!

# Falcon Direct

Call us toll free anytime 24/7 - We are here to serve you!

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