



Things you ought to know!

Our business primarily involves wireless products and services for public safety users. We have a very simple philosophy regarding the selection of a qualified vendor and associated offerings. *The main requirement for any communications system is to be able to talk, whether in a vehicle or on foot, when required, to the person or persons desired with the highest level or reliability, at minimal cost. EVERYTHING else is secondary!*

With that basic concept in mind, we thought it might be worthwhile to share a few thoughts that might be of interest, beginning with the new technical standards relating to narrow band and digital communications upgrades. To set the record straight, we have prepared information that will tell you in clear, concise language just exactly what must be done, by whom, and when. For additional information, please visit www.info4u.us/facts.pdf. For more useful information, please visit www.info4u.us/WhyDigital.pdf.



The number one question we receive from commercial users is how to choose the right technology when considering mandatory compliance issues, technical considerations, and the ability to perform the intended function at reasonable cost. The majority of those we serve are involved in the use of site communications on campus facilities, construction sites, churches, hospitals and school buildings as well as manufacturing plants, and warehouses. Therefore we will focus on the needs of on-site airtime free communications.

The frequency band preferred for most on-site wireless communications is UHF (450-470 MHz) with VHF also being very popular. The cost of UHF versus VHF is basically the same. The main benefit is that UHF provides better signal penetration within buildings, in campus and urban environments. VHF typically is favored for outdoor and/or wide area use. We have prepared a planner at www.info4u.us/OnSitePlanner.pdf that is based on the use of UHF equipment. The prices on VHF would be comparable to UHF.

We recognize that there is a large group of commercial users that are more concerned with mobile communications than with on-site communications. Traditionally, these users have turned to privately owned 2-way radio systems or paid for airtime with user owned equipment on trunked radio or cellular communications system. Now, there is another option that provides tracking, assisted location information and 2-way text messaging. It's called Navman! Additional information is available at www.navmansystems.com.

In conclusion, we invite you to visit our web page especially for commercial users at www.the-communicators.net and to sign up at our Blog (<http://falconinfo.blogspot.com>) to get the latest information on items of interest as they are released. We look forward to serving you!

Burch H. Falkner