



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. Our transportation users include school buses, delivery operations and others with a primary emphasis on mobile communications. Therefore we will focus on the needs of airtime free mobile radio systems with a secondary emphasis on portable radios used as a part of a mobile radios system.

Mobile radios are available in a variety of models ranging from simple VHF or UHF conventional analog radios, multi channel trunking radios, radios that can be upgraded to digital and radios that are capable of both analog and digital capable. Some of our more popular models are available at www.falcondirect.com/mobiles. For those that may be interested in portable radios, please visit www.falcondirect.com/pickamobile.

We recognize that privately owned mobile communications systems are generally limited to a local or limited regional operating area. 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 one of our major user groups – those involved in the growing, production, and transportation of forest products. This web page at www.forestryradios.com addresses not only the needs of forest products producers but other operations where the primary requirements are for mobile radio operation. You may also want 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