



**Most people think of condos, or vacation resorts in relation to the term *Time Share*. Richer folks think of planes, and yachts.....**

## **Smart folks.....**

think of paying only for what you need when you need it! In private wireless communications (2-way radio to you old timers), outright purchase is the traditional way to acquire needed services.

Then, along came extended payment programs which allowed a user to spread the cost over a prolonged period of time – often up to five years. More recently, companies such as Falcon Services Ltd. (A part of the Falcon Direct family) have offered equipment on a short term rental basis – daily, weekly, and monthly being the most popular rental terms. Additional information is available at [www.radios2rent.com](http://www.radios2rent.com)

Our latest concept is admittedly borrowed from the time shared condo concept. Many of us would like a place at the beach or in the mountains but few of us have the opportunity to spend more than 30 days per year at these vacation properties. So the idea of time shared ownership became very attractive. In essence, you get a group of a dozen folks together who purchase the condo with a 1/12<sup>th</sup> ownership. Each owner gets the use of the condo for up to 30 days per year. Not a bad idea!

Now, let's apply that concept to 2-way radio. There are two distinct applications that immediately come to mind. The first is a repeater station. We know of one public safety user that was off the air for almost six months awaiting repair of a lightning damaged repeater. If this user had owned a 1/12<sup>th</sup> equity in a standby repeater, he could have been back on the air within 24 hours.

His cost would have been a one-time cost of \$250 plus the cost of set up and shipping \$125. The total cost would be \$375 for the first use and only \$125 for additional use of up to 30 days as required. If for some reason, repairs could not be made on his damaged station within 30 days, he would simply pay one of the other owners for an additional 30 days of use.

The same concept can be applied to mobiles or handheld radios. The time share cost on most popular mobiles and/or handheld radios in the \$400 to \$1,000 price range is \$90 for a 1/12<sup>th</sup> share and a setup and shipping cost of \$45 per event. Time share rates for radios under \$400 is \$45 for a 1/12<sup>th</sup> share and \$30 per event. This sure beats being out of service for a month or two! So what do you have to do to participate? It's as simple as letting us know whether you want ownership in a repeater, mobile or handheld. Send us your frequency programming information along with your check for the applicable time share amount. Your unit will be available when needed – simple, efficient, and affordable and only available from Falcon Direct!

