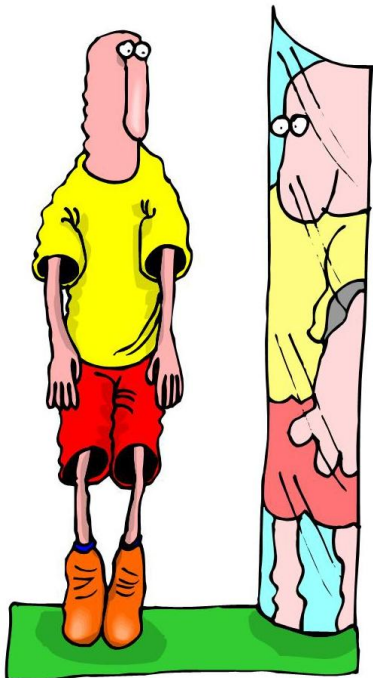


Wondering how to slim down to the Alabama Forestry narrow band radio requirements?



We've got your answer!



#36 – 20th Avenue NW – Birmingham, AL 35215
Phone 205.854.2611 – Toll Free 800.489.2611
Fire Department web page – www.fireradios.com
Fax 205.853.6178 – Email sales@falcondirect.com

FireCommunications.bro 2008

Let's review the facts.....

You have been advised that any equipment used on the Alabama State Forestry UHF network must be narrow band compatible by the middle of 2009. This is true, although this is three and a half years ahead of the FCC requirements for narrow banding and totally ignoring the Federal P25 digital standard required for use by all Federal agencies including the Bureau of Land Management, the U.S. Forest Service and the U.S. Park service.

Did you know that the FCC, as approved by Congress has a mandate that all manufacturers of 2-way radio be capable of providing radios capable of operating at 6.25 kHz by 2011? Will that have an effect on equipment that you purchase today? You bet it will! That is why we urge you to consider equipment capable of meeting the 6.25 kHz standard.

As you may know, representatives of the Alabama Forestry Commission (AFC) have publicly stated that money may be available to assist you in converting to narrow band. This is still up in the air at this time but some users have expressed concerns that the money allocated (if allocated) will be available only for purchasing Kenwood radios available on the Alabama State Contract. The fact is that both Motorola and Midland are also on the State contract and any official in control of grants not offering you the opportunity to choose from all available offerings is not working in your best interest. See www.falcondirect.com/ASC.

In addition to the State contract, there is also a Federal GSA contract that offers lower prices than the State contract, and all public safety agencies qualify. Additional information is available at www.falcondirect.com/GSA.

Want to know how to plan for all this? That's why we prepared this material!

Pagers

The biggest concern for most departments will be what to do about pagers. The only pagers that will work in the 12.5 kHz narrow band mode are NEW Minitor V, Apollo, NOVA, Sceptar, and Tribute models.

Older pagers, including Keynote, the original Minitor, Minitor II, III, & IV, Harris, NEC, NOVA, Plectron, Shinwa/SCA, and Sonar can NOT be converted to narrow band.



Of all the pagers currently available, we can only recommend the Minitor V, priced at **\$378** for the single frequency standard model. Message record and playback adds \$43 (a recommended option). A second frequency can be added for \$52 and a 5 year warranty for \$78 (the standard warranty is 1 year). The most popular choice is the standard model with message record and playback with the 2 year warranty at **\$421**. Additional information is available at www.info4u.us/Minitor.



The better choice, in our opinion is the ICOM F50V pager/radio. It's only a little thicker, and a few ounces heavier, yet it is submersible rated, over twice as loud, and has a powerful multi-channel transmitter. You can program it as a pager only with the ability to upgrade to radio capability, pager plus limited radio capability, or full functionality with the ability to SEND pages as well as identify each user with the LCD display screen. MDC-1200 is standard as well as a 2 year factory warranty. The price is only **\$489**. Add a 5 year warranty for just \$57!

The F50V has priority scan with nuisance channel delete, a high capacity memory free battery and desk charger. And it has selectable audible and vibrate alert AND message record and playback capability! Additional information is available at www.falcondirect.com/F50V.



The HeadLine HL-1521 is our newest and most affordable pager/radio. **Priced at just \$225**, the HeadLine weighs less than one ounce more, and is about the same size as a Minitor V, yet it has one of the slickest paging setups we've ever seen and almost four times the audio output of a Minitor V (twice the audio of most other portables). You can turn paging alert on or off on any channel at the push of a button!

The Headline has a full character dot matrix LCD screen, a 2 year warranty, 4 watts of power, scan, and 99 channel capability. This incredibly low priced pager/radio is MIL-SPEC 810F rated and includes a high capacity memory free Lithium-Ion battery and dual slot rapid desk charger. There is nothing else like it! More information is available at www.tecnetradios.com. We offer a quick comparison guide of the Minitor V and our pager radios at www.info4u.us/PagerRadios.pdf.

Both the Minitor V and the ICOM F50V are available on the Federal GSA contract. The Minitor V is also available on the Alabama State Contract. Our prices are LOWER than State Contract prices!

Before moving on to a review of portable and mobile radios, we invite you to visit a special web page that will give you all the facts on how to plan for a migration to digital. We cover the FDMA, MotoTRBO, and P25 solutions. Check it out at www.icomfuture.com. We think you'll find this information to be very interesting!

Portables

Two of the pager/radios discussed earlier could be classed as "portables" since they can be battery operated as personal two way radios. However, in the long term, a true portable radio is normally considered to have a useful life of up to 10 years. That means a radio purchased today should still be capable of working in 2018.

By current FCC operating requirements, ALL two way radios must be capable of operating at 6.25 kHz channel spacing by 2018. The aforementioned radios can operate at 25 or 12.5 kHz spacing but NOT 6.25 kHz. Therefore we suggest that any portable radio purchased today should be either initially capable or upgradable to 6.25 kHz operation. Now, the Catch-22 is that to operate at 6.25 kHz, the radio must be capable of operating in a DIGITAL mode.

The company that was first in the industry to offer an analog radio capable of being upgraded to 6.25 digital is ICOM. The interesting thing about the ICOM 6.25 kHz capable portable is that it can operate at 25, 12.5 or 6.25 kHz channel spacing, analog or digital modes.



The F4061 and the brand new F4161 is essentially comparable to Motorola, HT1250, PR860, or the MotoTRBO XPR portable. Performance wise, it beats them all with better audio, extended range, and longer battery life along with the capability of ultimately communicating with PC's, adding GPS & data plus total security.

We have a limited quantity of exchange F4061's available for **just \$295** (Regular price \$459). The all new F4161 with digital upgrade capability is \$695. Additional information on the F4061 is at www.falcondirect.com/digital/3061prices. See www.info4u.us/dcom.pdf for more information on the new advanced F4161.

Mobiles



You may recall an earlier mention of the fact that Midland is on the Alabama State Contract. What we did not mention was that Midland offers the absolute best value in a UHF mobile.

The Midland ML-3200 is only **\$279** for a 40 watt 32 channel mobile with LCD display, priority scan, even a built in weather channel and a squelch knob! Our low price includes a rooftop antenna with cable kit and shipping charges. Additional information is available at www.falcondirect.com/midland/commercial.

You may also recall that we mentioned that ALL federal agencies are REQUIRED to purchase only P25 digital radios. Since any type of common emergency can involve federal agencies, we consider it to be an absolute necessity to have at least one P25 capable radio. We know that such radios don't cost hundreds of dollars – they cost THOUSANDS of dollars each UNLESS you deal with us!

We bought a very large quantity of ICOM P25 capable mobiles at an extremely good price, a price so good that any fire department can purchase one. The ICOM F2821 is a full featured P25 capable radio that meets all state AND federal requirements. The price is right, less than HALF the cost of a comparable radio from any other supplier. Our incredibly low price is just **\$595!**



We could go on for hours about the features and capabilities of this mobile. For now, we will just say that you can learn more about this top of the line mobile at www.falcondirect.com/p25. As we said earlier – quantities are limited. Order today!