



## FALL 2009 DANIELS ELECTRONICS NEWSLETTER

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## President's Desk

Fall is upon us and once again it is a pleasure to share with you recent accomplishments and upcoming plans that the Daniels team are working on. In recent months we have landed a number of large new orders that are keeping us very busy and with the new products outlined in this issue we expect 2010 to be an even better year.

I am particularly excited about the recent launch of the ET-6 Stealth Base Station / Repeater that has generated enormous interest amongst the customers who saw it at the APCO tradeshow and on our various roadshows. As well, the introduction of three new frequency bands – 380, 430 and 700 MHz are welcome additions to our product portfolio that many of you have been asking about.

Next year we will celebrate our 60th year of incorporation. That is a tremendous accomplishment for Ron and Terry Daniels as well as the entire Daniels team. Congratulations and thanks to Ron and Terry for their leadership over the years.

Regards,

Robert Small, President & COO



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## Applications

## Air to Ground Repeaters for applications requiring Intrinsically Safe handhelds

Daniels Electronics has for many years offered Aviation VHF AM to VHF/UHF FM cross band repeaters as shown below. The AM repeater - transmitter and receiver modules are on the left, with front access panels to select the specific frequency of operation. On the right are the VHF/UHF FM transmitter and receiver repeater modules. The radios are modular and can be configured into a variety of different systems in a standard 19" subrack. Such systems offer robust construction, low current consumption, extreme temperature tolerance (-30° to +60° C) and optional switched redundancy.



Daniels has recently discovered a niche market opportunity in the oil industry. Off shore oil rigs and Floating Production Storage and Offloading vessels (FPSOs) have a need to communicate with the inbound helicopter. Due to the presence of gas vapors, this application requires Intrinsically Safety (IS) handhelds to prevent any threat of explosion. Daniels air to ground crossband repeater support this requirement as detailed below.

In the past companies such as Icom and Kenwood offered Intrinsically Safe AM band handhelds. These products are no longer offered. Both companies however do offer IS VHF handhelds. These products are intended for mining and oil refinery applications but, in conjunction with the Daniels Air to Ground crossband repeater, offer an IS handheld solution for air to ground communications on an oil rig. The Daniels repeater is located in an equipment room that is IS compliant. Then the IS VHF handheld can be crossbanded through the repeater to communicate with the incoming helicopter.



Daniels Electronics is the only known manufacturer of LMR radio repeaters that also manufactures VHF AM Base stations that can be mounted in the same rack. To learn more about air to ground repeaters please refer to our website <http://www.danelec.com/applications/repeaters/ground.asp> or contact the Daniels Electronics sales team at [sales@danelec.com](mailto:sales@danelec.com).





## New Product Releases

### Newsletter Feedback

If you wish to unsubscribe from our newsletter, please email the [editor@danelec.com](mailto:editor@danelec.com).

Comments on desired enhancements or additions are welcome and can be forwarded to the [editor@danelec.com](mailto:editor@danelec.com).

### 30 Watt ET-6 Stealth Repeater / Base Station

For agencies that require compact P25 repeaters supporting transparent encryption in VHF or UHF bands, the new ET-6 Stealth Repeater / Base Station provides a compact 30 Watt repeater/base station that is unobtrusive. The Daniels Electronics ET-6 30 Watt Stealth Repeater / Base Station is specifically designed to meet the needs of surveillance operations where covert radio communications and rapid deployment are vital. The system can be configured as a repeater, a base station or a repeater/base station combination.

The Daniels ET-6 Stealth Repeater / Base Station is a larger version of the Daniels ET-5 Tactical Repeater. Key Features of the ET-6 include:

- Adheres to the P25 standards TIA-102 and TIA-603-C.
- Available in VHF or UHF frequencies.
- Transparent passing of P25 encryption (e.g. AES or DES-OFB).
- No double vocoding of the P25 signal.
- True end-to-end digital integrity.
- Runs on 110V AC or other rechargeable batteries.
- Available with 30 Watts of RF output power.
- Weighs only 28 lbs (13 kgs).
- Compact case 18" x 13" x 6" (46 x 34 x 16.5 cm).
- Available with integral 4.5 MHz duplexer – VHF or UHF.
- Internal AC power supply with float charger for external battery connections.
- Tactical headset for base station operations.
- Quick-Swap Duplexers - The ET-6 provides swappable duplexer modules that easily allow a user or technician to change the operating channel of the repeater in the field by quickly swapping out the internal duplexer. An optional antenna relay kit may also be installed instead of a duplexer.
- Flexible Control Panel - The ET-6 provides a simple, yet flexible, control interface that allows for a number of options for every possible situation you can encounter in the field (shown below).



Controls include:

- Speaker On/Off and Volume
- TX/RX Channel Selector Switch
- Encryption Enable/Disable Switch and "Clear Keys" Button
- Auxiliary Connector providing access to Balanced Audio, PTT, COR and Channel Select Lines
- System On/Off Switch

- Power, TX Activity and RX Activity LEDs

To learn more please refer to our website [www.danelec.com](http://www.danelec.com) or contact Daniels - [sales@danelec.com](mailto:sales@danelec.com).

### Three New Frequency Bands - 380 MHz, 430 MHz and 700 MHz

Daniels Electronics is now offering new versions of its MT-4E radios operating in the:

- 380 - 406 MHz Band
- 430 - 450 MHz Band
- 768 - 806 MHz Band

The MT-4E radio is a high performance, low current FM radio capable of P25 digital or analog operation in 12.5 kHz channels. P25 operation is supported via a purchasable P25 firmware option and secure mode operation is available via optional encryption modules. For full details visit the Daniels website: <http://www.danelec.com/products/rfmodules>.

The MT-4E modules provide:

- Software programmable
- 8 Watt RF output (3 Watts @ 700 MHz)
- USB plug for programming and firmware upgrades
- Purchasable firmware upgrade from analog to P25 digital now or in the future
- Used for Repeater or Base Station applications
- Optional AES or DES compliant encryption modules



### Digital Fixed Station Interface (DFSI) support via the UIC

Further to announcements made earlier this year, Daniels has successfully interfaced its Digital Fixed Station Interface (DFSI) with the Zetron and Avtec P25 consoles. DFSI has been implemented on the Universal Interface Card (UIC) shown to the right. It supports the full suite of P25 features across an IP interface between the Daniels P25 Base Station and the P25 Console.



The DFSI interface works with the Avtec [www.avtecinc.com](http://www.avtecinc.com), Scout™ dispatch console and the Zetron [www.zetron.com](http://www.zetron.com) ACOM Advanced Communication Console System.



To learn more please refer to our website [www.danelec.com](http://www.danelec.com) or contact Daniels - [sales@danelec.com](mailto:sales@danelec.com).

### Special Upgrade Promotion until December 31<sup>st</sup>

Daniels Electronics has been offering a special promotion on its MT-4E radios. For



customers desiring to upgrade their existing MT-4D or MT-4R radios to MT-4E, Daniels is offering the MT-4E Transmitter and Receiver for the special price of **\$1,750 US (\$2,100 Cdn) per module including the P25 firmware upgrade until December 31, 2009**. (Note - the existing MT-4D or MT-4R transmitters and receiver modules must be returned to Daniels prior to March 31, 2010). To take advantage of this offer or to learn more please contact the Daniels Sales department at [sales@danelec.com](mailto:sales@danelec.com) or call (800) 664-4066.

The Daniels Electronics MT-4E radio (shown below) is a high performance, low current FM radio capable of P25 digital or analog operation in 12.5 kHz (narrowband) or 25 kHz (wideband) channels. The MT-4E is available in the frequency bands: 136-174 MHz, 380-520 and 768-869 MHz. The MT-4E Receiver is available in either a Class A or Class B as per TIA 603 performance specifications. The key differences are: improved Adjacent Channel Rejection (Selectivity), Spurious Response Rejection, and Intermodulation Rejection with the Class A version. The trade-off compared with Class B is increased current consumption. For full details visit the Daniels website <http://www.danelec.com/products/rfmodules>.

### **MT-4E Features**

The MT-4E provides new product functionality compared with the MT-4R and MT-4D:

- Software programmable
- USB plug for programming and firmware upgrades
- Used for Repeater or Base Station applications
- Available in 136-174 MHz VHF, 380-520 or 768-869 MHz UHF bands
- Optional AES or DES FIPS compliant encryption modules
- Available with Class A or Class B Receivers



### **End of year Inventory Sale**

Daniels has reviewed its inventory and found two items that we are offering a one time end of year inventory sale on.

#### **Black ET-3 Cases**

The Daniels Black ET-3 case is a rugged, pressurized, waterproof, aluminum 19" transportable case accommodating one subrack. It features spring retracted handles, smooth latches, a pressure-relief valve and a desiccant. Any standard 19" Daniels Electronics subrack can be mounted inside. In addition to the space for a 3U high subrack, the transportable has a 2U space free for optional modules. The lid has a steel plate to magnetically mount an antenna.



Current list price for the ET-3-03-05 is \$2,750 US. Special promotional price is \$1,500 US. Act now as quantities are limited.

#### **40 Watt Solar Panel Kit**

Daniels solar panel array PSS-PS-40W-01 consisting of two 20W panels in a rugged case. The solar panel array is easy to set up and can generate up to 2.7



amps of current under maximum sunlight conditions.

Current list price for the PSS-PS-40W-01 is \$1,650 US. Special promotional price is \$500 US. Act now as quantities are limited.



To learn more please refer to our website [www.danelec.com](http://www.danelec.com) or contact Daniels - [sales@danelec.com](mailto:sales@danelec.com).

## New Product Literature

Daniels has an extensive library of marketing and technical literature available on our website: <http://www.danelec.com/library/english/>. In response to our expanding business in Latin America, Daniels has translated some of its most popular brochures into Spanish. The following new Spanish documents are available:

- [ET-4 Briefcase Repeater](#)
- [ET-5 Tactical Repeater](#)
- [ET-6 Stealth Repeater / Base Station](#)
- [P25 Five Channel Trunking Brochure](#)
- [P25 Guide over viewing the P25 standard](#)



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## Contract Awards

### California Extension

Daniels Electronics existing contract (# 1-06-58-20) with the State of California for VHF High Band Mobile Relay P25 Radio Systems has been extended until September 17, 2010. These P25 Radio Systems are available to any State agency as well as authorized cities and counties, through the above contract.

The Daniels Electronics MT-4E P25 Radio System (shown to the right) is a high performance, FM transmitter and receiver capable of P25 digital or analog operation in 12.5 Hz (narrowband) or 25 Hz (wideband) channels in the frequency band 138 - 174 MHz. Daniels MT-4E radios systems support clear or secure (encrypted) P25 and analog voice radio communications. (Secure mode operation is optional.)

A modular design allows each of the radio's internal modules to be individually assembled and tested. This facilitates construction, tuning and maintenance as well as troubleshooting procedures. The radios can be programmed with up to 2 banks of 16 channels each. P25 options such as Frequency, CTCSS, NAC and analog / digital operation are software programmed with the Daniels Radio Service Software package.



## 800 MHz State of California Contract Award

Daniels Electronics has also been awarded a contract for 800 MHz P25 Repeaters, UHF Repeaters and UHF Base Stations with the State of California. These P25 Radio Systems are available to any State agency as well as authorized cities and counties, through the above contract.

## ISO Recertification

Daniels Electronics is pleased to announce that it has been recertified in its compliance with the quality management system ISO 9001:2008.



## WSCA extension

Daniels existing WSCA Public Safety Radio Equipment Contract has been renewed until October 30, 2011. The Western States Contracting Alliance recognizes Daniels as a company capable of providing Analog and P25 Digital Radio infrastructure for their Public Safety user base under Contract Number 02702 WSCA.

The Western States Contracting Alliance (WSCA) was formed in October 1993 by the state purchasing directors from fifteen western states. The primary purpose of WSCA is to establish the means by which participating states may join together in cooperative multi-State contracting, in order to achieve cost-effective and efficient acquisition of quality products and services.

Membership consists of the principal procurement official from the states of Alaska, Arizona, California, Colorado, Hawaii, Idaho, Minnesota, Montana, Nevada, New Mexico, Oregon, South Dakota, Utah, Washington and Wyoming.



All governmental entities within WSCA states are welcome to use the approved agreements as well as authorized governmental entities in non-WSCA states in order to benefit from cumulative volume discounts. For further information or to request a quote under this contract please contact the sales department at Daniels [sales@danelec.com](mailto:sales@danelec.com).

## Daniels Electronics is available via the GSA 1122 Catalog Purchase

Daniels Electronics' products qualified under SIN 132-8 of the GSA Contract - GS-35F-0420K are available for use by all US government departments (federal, state and local). In addition in accordance with Section 1122, agencies may also use the GSA contract to purchase law enforcement equipment related to counter-drug activities.

Section 1122 of the fiscal year 1994 National Defense Authorization Act established the authority for States and units of local government to purchase law enforcement equipment through Federal procurement channels, provided that the equipment is used in the performance of counter-drug activities. The statute defines the terms "State" and "units of local government" as follows:

Under the Disaster Recovery Purchasing Program, State and local government entities may purchase a variety of products and services from contracts awarded under all GSA Schedules to facilitate recovery from a major disaster, terrorism, or nuclear, biological, chemical, or radiological attack. State and local government entities may use GSA Schedule contracts to purchase products and services in advance of a major disaster declared by the president, as well as in the aftermath of an emergency event. Additional information regarding GSA's Disaster Recovery Purchasing Program is available online at [www.gsa.gov/disasterrecovery](http://www.gsa.gov/disasterrecovery). Further information regarding all GSA programs open to State and local governments is available online at [www.gsa.gov/stateandlocal](http://www.gsa.gov/stateandlocal).

To learn more about the GSA contract contact your local Daniels sales representative <http://www.danelec.com/contact/usa/salesreps.asp>.

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## Upcoming Events

### Terry Daniels to receive award



Terry Daniels, Chairman of the Board of Daniels Electronics, has been selected by the Radio Club of America to be the recipient of the Fred M. Link Award for ***"his substantial contribution to the advancement and development of Land Mobile Radio Communications"***. The award will be presented at the Radio Club's Centennial Awards banquet on November 21<sup>st</sup> in Washington DC. Congratulations Terry!

### Daniels Celebrates 60<sup>th</sup> Anniversary in 2010

Daniels Electronics was officially incorporated on December 9<sup>th</sup>, 1950. In 2010 we will be celebrating our 60<sup>th</sup> anniversary. Stay tuned to this newsletter and our website for special events and





commemorations as we celebrate 60 years of customer satisfaction.

## 2010 Tradeshows

Daniels in conjunction with its regional sales representatives and authorized dealers will be participating at the upcoming industry events in 2010:

Dates	Logo	Tradeshow	Location	Web
Jan 20-22		Western Regional APCO	Denver, Colorado	<a href="http://www.apco-co.org/WRC2010/index.php">www.apco-co.org/WRC2010/index.php</a>
Mar 10-12		IWCE	Las Vegas, Nevada	<a href="http://www.iwceexpo.com/iwce2010/public/enter.aspx">www.iwceexpo.com/iwce2010/public/enter.aspx</a>
May 23-26		UTC Telecom	Indianapolis, Indiana	<a href="http://www.utctelecom2010.utc.org">www.utctelecom2010.utc.org</a>
June		AASHTO		
Aug 1-5		APCO	Houston, Texas	<a href="http://www.apco2010.org">www.apco2010.org</a>
Aug 7-13		NATIA	Grapevine, Texas	<a href="http://www.natia.org/i4a/pages/index.cfm?pageid=1">www.natia.org/i4a/pages/index.cfm?pageid=1</a>
Aug 24-28		International Association of Fire Chiefs	Chicago, Illinois	<a href="http://s36.a2zinc.net/clients/IAFC/fri10/public/MainHall.aspx?ID=296&amp;sortMenu=101000">s36.a2zinc.net/clients/IAFC/fri10/public/MainHall.aspx?ID=296&amp;sortMenu=101000</a>
Oct		FCCA		<a href="http://www.fcca-usa.org">www.fcca-usa.org</a>
Nov 15 -18		APCO Canada	Vancouver, British Columbia	<a href="http://www.apco.ca/pdf/2010.pdf">www.apco.ca/pdf/2010.pdf</a>