

**ianews**, your connection to Icom America's Land Mobile Division! Keep up with the latest products, news and technical information in this newsletter.

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## Dealer Selects F60 for Monterey Bay Aquarium

What better showcase for a waterproof radio than the Monterey Bay Aquarium? New Icom America dealer Peninsula Communications would agree after making its first Icom sale to the world-famous aquarium in Monterey, Calif.

No doubt lured by the F60's signature IPX7 waterproof protection, Peninsula sold 94 Icom F60 UHF portable radios to the aquarium last October. "Obviously, the aquarium needed a durable, waterproof radio," said Fernando Iglesias, sales manager for Peninsula Communication in Salinas, Calif. "But they also found the F60s to be an extremely good value for their budget."

How flexible and easy the Icom radios are to control was a major consideration in their choice. "They like the ability to program the radios with the Icom software," Iglesias said. "If they want to change radio IDs or rearrange channel positions, they can do it on their own without having to rely on the radio shop."



The equipment, which includes the portable radios, individual rapid chargers and several banked chargers, supports all of the aquarium's day-to-day operations whether behind the scenes in the pump room or in front of guests in the security or catering departments. Radios are even sent into the field in support of a special sea otter research program effort to help the protected sea otter recover from declining populations.

Transition to the new radios went smoothly, according to Iglesias, because the aquarium had been using several F60s for about two years before making the decision to replace all their portables with Icom. "They wanted users to agree and become comfortable on a particular model."

As the primary champion of the Icom product, Monterey Bay Aquarium's security team heads up two-way communications, hosting the Zetron radio console. Each department is assigned its own channel to operate on, and all radios can access security through a call to the dispatch console. The aquarium currently operates on 11 channels.



## Meet Your Icom Team

**Sandra Sullivan**  
Creative Specialist



Sandra came on board Icom's advertising department in August, 2008. Brand new to the two-way radio industry, she has been learning as much as possible about the glamorous world of radios, spectrums, IDAS and P25. "I look forward to the challenges and benefits of working for Icom and becoming indispensable to the advertising department," Sandra says. Her duties are varied, including (but not limited to!) managing special advertising projects, land mobile tradeshow coordination, coordinating the IA News, IA Focus e-newsletters, and managing relationships with freelance writers and vendors. Previously she worked as an account coordinator for a promotional marketing company and spent many years in the underwriting department of a local insurance company.

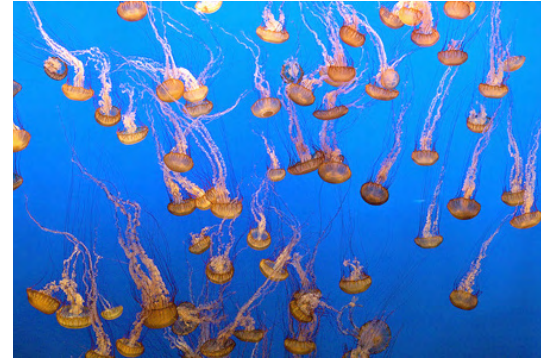
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## Dealer Selects F60 for Monterey Bay Aquarium

Monterey Bay Aquarium also makes use of Icom's surveillance kits to prevent guests touring the exhibits from hearing common radio chatter. And as a testament to Icom's flexibility, the radios have performed equally well on the aquarium's network backbone featuring another manufacturer's repeaters.

The radio equipment sale was a landmark event for Peninsula Communications. Although the dealership has been working with the Monterey Bay Aquarium since it opened 25 years ago, it represented Peninsula's first Icom sale. "We are brand new with the Icom product," Iglesias said. "We were introduced to the company by two different communications companies that were promoting Icom products and chose to become an Icom dealer strictly through their experiences."

Iglesias is happy to be the liaison between the Monterey Bay Aquarium and Icom America and anticipates the



relationship to continue well into the future. The aquarium has already budgeted for its next Icom waterproof radio purchase. After all, what other equipment for the value Icom offers will stand up to repeated salt water exposure, particularly the odd radio that falls in the shark tank? "And that one probably stays in there for awhile," quipped Iglesias.

*For People Who Make Smart Choices*

## See Icom's Chris Lougee, Dick Varbero & Rodney Grim Speak at IWCE!



### Rodney Grim

#### Migrating to 6.25 kHz by 2011

**Wednesday 03/18/09 @ 4:30pm – 5:45pm, Session #W22**

The FCC has required vendors to provide a 6.25 kHz efficiency mode in each handset certified in VHF/UHF after January 1, 2011. Review the different methods by which 6.25 kHz equivalency can be met, whether or not they use Frequency Division Multiplexing or Time Division Multiplexing.

### Chris Lougee & Dick Varbero

#### Migrating Legacy Systems

**Thursday 3/19/09 @ 10:00am – 11:10am, Session #TH01**

Many public safety users communicate on older land mobile radio systems. New needs, in terms of voice, added data capability, new frequency bands like 700 MHz, new standards and IP infrastructure, all complicate the decision of what to do next. In addition, the promise of a nationwide broadband network is continually being discussed. What should an agency do to wisely plan for its next generation communications system? Discuss the actual logistics and considerations for planning the upgrade or migration to a privately owned system. Explore the various options that are available to enterprises and agencies in terms of operational features, review what legacy systems offer and examine case studies of agencies that moved to new systems.

### Chris Lougee

#### P25 Compliance Assessment Program: Assistance with Your Migration to P25

**Thursday 3/19/09 @ 11:15am – 12:30pm, Session #TH11**

Explore the DHS Compliance Assessment Program, what it is and how an agency can use it to select approved equipment for a P25 migration and to apply for grant money. Join a group of panelists from the Department of Homeland Security, National Institute of Standards and Technology, Telecommunication Industry Association and the P25 Technology Interest Group as they discuss CAP.

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Icom America Inc.  
2380 116th Ave NE  
Bellevue, WA 98004  
Phone: (425) 454-8155  
Fax: (425) 454-1509  
Customer Service: (425) 454-7619

Icom America Systems  
Phone: (425) 586-6363  
Fax: (425) 586-6321  
ias@icomamerica.com



Icom America Inc.  
2380 116th Avenue NE  
Bellevue, WA 98004  
Tele: 425-454-8155  
Fax: 425-454-1509



## FOR IMMEDIATE RELEASE

Contact: Etsi Tamura, 425-454-6092  
[etsitamura@icomamerica.com](mailto:etsitamura@icomamerica.com)

# Icom to Ship Trunked P25 Interoperability Radios for Public Safety Users



BELLEVUE, WA – Icom America is proud to announce that it will start shipping Icom's very first Project 25 (P25) trunked radio products in early 2009. The new F9011 trunking portables and the F9511 mobiles feature a control channel that opens the door for public safety agencies to a number of new call features and networking capability.

"P25 trunking is really different from the LTR® trunking format, which has no control channel," said Chris Lougee, Vice President of Icom America. "You can use the control channel for data and voice operations and radio system control functions, such as over the air re-keying and, eventually, over the air programming."

Having a control channel also opens the door to networking and roaming capability. This allows a public safety agency to deploy a multi-site network across a large county or across a state and have seamless roaming from site to site.

"What many people don't understand about P25 is that it comes with greatly enhanced networking capability," said Lougee. "Automatic registration of the roaming unit allows you to effortlessly transmit and receive over the nearest site, while efficiently using your radio system's resources."

The need for P25 equipment has never been greater. All federal agencies are currently required to purchase P25 radios to ensure interoperability amongst each other, and now state agencies are beginning to have the same requirements, now including the states of California and Washington. Icom P25 trunked radios are ideal for rural first responders, state and local VHF/UHF conventional users, such as fire agencies, as well as federal agencies, including the U.S. Forest Service/Bureau of Land Management/Department of the Interior.

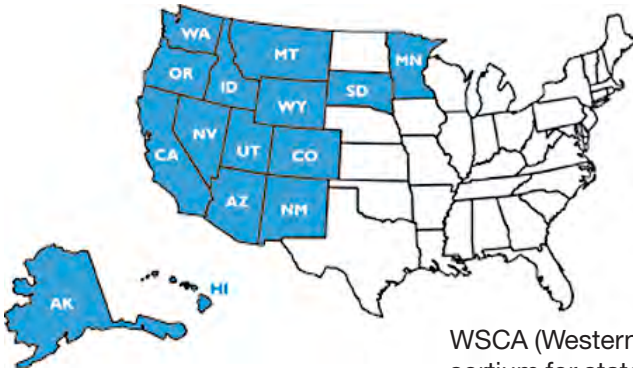
"Interoperability saves lives during major disasters. That's a fact. It is a huge priority here at Icom to provide public safety with that capability," said Lougee. "Our family of affordable P25 radios is a big step toward making interoperability a reality for public safety agencies."

"The time is now for the public safety community to purchase Icom P25 equipment," Lougee added. "Thanks to improvements in digital technology and price reductions in multimode analog/digital equipment, plus grants from the Department of Homeland Security, it is more affordable than ever to upgrade your system to P25 with Icom."

## Grow Into P25 at Your Agency's Speed

The IC-F9011B/S/T portables and the IC-F9511S/T mobiles have built-in analog conventional, P25 conventional and P25 trunking capability, making them forward and backward compatible. The mixed mode operation allows operation on a mixed system with analog and digital signal and the radios feature multiple channel spacing options: 15kHz/30kHz (analog) and 12.5kHz (digital). This means most agencies can introduce P25 equipment without abandoning a legacy analog system.

FIRST IN COMMUNICATIONS



## Western States Contracting Alliance (WSCA) Public Safety Communication Equipment and Services Contract # 02702

WSCA (Western States Contracting Alliance) is a cooperative group contracting consortium for state government departments, institutions, agencies and political subdivisions. WSCA maintains a cooperative relationship with the National Association of State Purchasing Officials (NASPO). The mission of WSCA is to implement multi-state contracts to achieve cost-effective and efficient acquisition of quality products and services and to promote interoperability and sharing amongst the WSCA participants. One category is communications equipment.

### Questions

For more information on this contract, or if you have any questions, please contact your local agency purchasing office, or you may contact:

Contract Consultant:

**Keith Armstrong**

Phone Number:

**360-902-7420**

Fax Number:

**360-586-2426**

Email:

**karmstr@ga.wa.gov**

### Who is Eligible?

The contract is for use by all state agencies, political subdivisions of: Alaska, Arizona, Arkansas, California, Colorado, Florida, Hawaii, Idaho, Iowa, Kansas, Mississippi, Montana, New Jersey Transit Corp., New Hampshire, Nevada, Oregon, Oklahoma, Rhode Island, South Dakota, Utah and Washington, Wisconsin, Wyoming and qualified non-profit corporations, materials management centers, participating institutions of higher education (college and universities, community and technical colleges).

### Benefits of the WSCA Contract

- The best price available to government entities including schools (37.25% off of list)
- Eliminates the possible need for competitive bid requests
- VHF, UHF Conventional as well as "P25" ready and upgradable equipment available
- No minimum order required

### How to Purchase

Orders may be submitted through any of our Authorized Icom Dealers on WSCA contract.



**WSCA**  
Western States Contracting Alliance

