O ICOM

1anews

December 2010

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

IN THIS ISSUE:

- Lubbock County Detention Center Implements IDAS[™] System
- Meet Your Icom Team Icom America Warehouse Team
- North Texas Electric Company Upgrades to IDAS™ Digital
- Accessory of the Month ICT 22012-70N, Redundant Power Supply
- John Sullivan, Regional Sales Manager, Received Two Prestigious Awards

©2010 Icom America Inc. The Icom logo is a registered trademark of Icom Inc. The IDAS logo and name are trademarks of Icom Inc. All other trademarks remain the property of their respective owners. All information and specifications subject to change without notice or obligation. 50254

Lubbock County Detention Center Implements IDAS[™] System

In a maximum security jail, an unreliable two-way radio system isn't just an inconvenience. It is a major safety risk.

So when county officials began soliciting bids for a two-way radio system for the newly constructed Lubbock County Detention Center in Lubbock, Texas, radio system coverage and reliability took top priority.

Opened in July, the Lubbock County Detention Center replaces an overcrowded downtown jail originally built in 1931. The new 400,000-squarefoot facility cost nearly \$100 million and contains beds for approximately 1,500 inmates.

"In the old facility, we didn't have reception throughout the facility. This was a huge safety risk for us. When we need backup, we need backup."

- Captain Malcolm Chambliss, Lubbock County Sheriff's Office.

With these concerns in mind, Rick Roy of Rad-Comm Systems submitted a bid to the county for an Icom IDAS 6.25 kHz digital system that would provide private, highly reliable communications at a competitive price. Additionally, by migrating directly to 6.25 kHz technology, the detention center would not need to upgrade or replace its system for the foreseeable future, Roy says.

The county accepted the bid, and Icom America Systems (IAS) designed and built the system at its Bellevue, Washington headquarters before shipping the turnkey system to Lubbock for installation and final optimization.



"Our biggest hurdle was finding a system that would work underground and in a complex constructed of concrete and rebar," Roy says.

The new system not only works, it has proven an ideal solution for the Lubbock County Detention Center, providing full coverage across the expansive facility. Each of the detention center's three zones runs on a separate repeater. A centrally located command station houses the fourth repeater. The system can accommodate up to four additional repeaters should the correctional facility undergo further expansion.

IAS also designed the system with multiple layers of redundancy. If a repeater were to quit functioning, traffic seamlessly switches to a different repeater. Digital communications offer a high level of privacy, preventing unwanted listeners using scanners from overhearing sensitive radio communications.

In addition to the system's four FR6000 repeaters, the Lubbock County Detention Center purchased 320 F4161D portable radios and three F6061D mobiles. The F4161D portables are

Continued on page 2



Meet Your Icom Team

Icom America Warehouse Team



This month we salute the Icom America Warehouse team. From left to right: lead supervisor Mike Lott, Chris Sierra, Curtis Blackwell, warehouse lead Reza Khanlari, Eric Jones, De Seng, Chris Beltz, department manager Bruce Grote, Mark Fuqua, and Paul Kao. Not pictured is Daniel Gonzales. Combined, this team has over 100 years of Icom warehouse experience. We're proud that five members of our team have been here over 10 years each.

ianews

Continued from page 1 Lubbock County Detention Center Implements IDAS[™] System

easy to operate and offer a rugged construction capable of withstanding rough use and an occasional drop to the hard, concrete floor.

According to county officials, the system is performing well and exceeding expectations. "We have coverage in over 98 percent of the building," says Captain Chambliss. "Coverage extends across all common areas, and the system works great."



North Texas Electric Company Upgrades to IDAS[™] Digital

Icom America is pleased to announce the sale of an IDAS radio system to a leading rural electric service company in north Texas. The company is upgrading to the 6.25 kHz digital system to meet FCC narrowband requirements and extend coverage across its entire region of operations.

By Jan. 1, 2013, all land mobile radios users are required by the FCC to migrate to at least 12.5 kHz channels. A digital 6.25 kHz IDAS system exceeds current FCC guidelines and provides a straightforward path for future migration.

The electric service company's new IDAS system includes a total of 110 IC-F5061D mobile/control stations and IC-F3161D portable radios. Additionally, four RC-FS10 remote communicators help maintain communication in outlying areas of operation and track the location of workers in the field. The company plans to add GPS and text messaging capabilities in coming months once the system is fully installed and implemented. The new digital system completely replaces the company's previous analog system.

According to Paul Finch of Azle Communications, who designed and sold the system, the electric service company depends on two-way radio for daily operations, emergency situations, severe weather, and major power out ages. То ensure the system remains operational during emergencies, its battery back-up can function for



up to two days before switching to a generator for power.

"A goal of the company was to get away from the use of employee-owned cell phones," Finch says. Two-way radio far exceeds the capabilities of cell phones in terms of reliability, efficiency, and cost-effectiveness."

"Icom's IDAS system fit well within the company's budget and accomplished the goals they had in mind, specifically converting to a digital system with enhanced features and added capabilities such as GPS and text messaging," says Rob Walker of Walker and Associates, the manufacturer's representative involved in the sale.

For People Who Make Smart Choices



ianews

Accessory of the Month

ICT 22012-70N Redundant Power Supply



The ICT 22012-70N is the solution to your critical power needs. This is a 2 module, 70 amp, 13.8 volt redundant power supply, switchable between 120V and 220V inputs, and rack mountable. True redundancy means that even if there is a failure in any part of a module, the other modules continue to supply power. This unit was specifically sourced for our IDAS repeater products.

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

John Sullivan, Regional Sales Manager, Received Two Prestigious Awards



John Sullivan is one of Icom America's hardworking and loyal Regional Sales Managers; he is in charge of the "West" side of the US, manages a dozen Manufacturers Representatives and serves hundreds of Icom America's dealers. In November, John was awarded with two very impressive honors. At this year's CMA (Communications Marketing Association) Conference in Nashville, TN John received the prestigious "Foundation Award". CMA is a nonprofit organization that has been around for over 35 years, it is one of the largest Communication Marketing Associations in the United States. The Foundation Award is for dedication to the Marketing Association; John has been a member

of the Association for 34 years. "It's an honor to work with someone so dedicated, I'm very proud of him" says Mark Behrends, National Sales Manager, who was there when John received the Foundation Award. On the 101st Annual Radio Club of America Dinner Gala in New York City last month, John was also honored to be elected as a "Fellow" in the Radio Club of America. This is a very prestigious honor as the Radio Club of America was founded in 1907 and elevates only about 6 or 7 of its worthy club members throughout the world to become "Fellow" status. John has been working hard for Icom for the last 8 years; we would like to congratulate John in his great achievements!

For People Who Make Smart Choices