



**govsales focus**, Icom America's Government Sales end-user newsletter. Keep up with the latest Icom products, news, technical information and more!

## QUARTERLY CLOSE-UP

### Icom Avionics Solutions at EAA AirVenture Oshkosh 2013

Visit Icom booths #2149 and #2150 from July 29 to August 4 for exclusive Oshkosh show promotions. Check out the Icom Avionics Web Page for additional information on handhelds, panel mounts and ground communication radios.



Booth#  
2149, 2150

Avionics Landing Page:

<http://www.icomamerica.com/avionics/>

## PROMOTIONS

### Government Sales Promotion

Special discounts on Icom Land Mobile, Avionics or Marine radios through September 30, 2013. See bulletin for complete details!

Promotional Sales Bulletin:

<http://www.icomamerica.com/en/governmentsales/GOVSalesBulletinENDUSERS-JulySalesPromotion13JUL.pdf>

### P25 Trunking Special

Sale pricing on P25 Trunking portables and mobiles is available until the end of the government's fiscal year, September 30, 2013.

## LAND MOBILE

### IDAS™ Demonstration Setup Guide

Review the configuration and file setup procedures to demonstrate the basic features of IDAS radios.

IDAS Demo Setup Guide:

[http://www.icomamerica.com/newsletters/assets/File/iaFocus\\_LM\\_2013/04\\_2013/IDAS\\_Demonstration\\_Setup\\_Guide\\_F3100D-F5120D\\_Ver\\_2\\_0.pdf](http://www.icomamerica.com/newsletters/assets/File/iaFocus_LM_2013/04_2013/IDAS_Demonstration_Setup_Guide_F3100D-F5120D_Ver_2_0.pdf)

Five ICF Files (1 ZIP file):

[http://www.icomamerica.com/newsletters/assets/File/iaFocus\\_LM\\_2013/04\\_2013/IDAS\\_Demo\\_Setup\\_Guide\\_F3100D\\_F5120D\\_V2\\_0.zip](http://www.icomamerica.com/newsletters/assets/File/iaFocus_LM_2013/04_2013/IDAS_Demo_Setup_Guide_F3100D_F5120D_V2_0.zip)

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## **IDAS MultiTrunk™ and More: F3210D Portable and F5220D Mobile**

Expand wide area coverage with Icom's latest IDAS radios. The F3210D portable and F5220D mobile are compatible with IDAS multi-site conventional, IDAS single-site trunking and IDAS multi-site trunking (MultiTrunk). The new radios also feature:

- Channel Announcement
- Vote and Roaming Scan
- Rugged MIL-STD 810 Specifications

### **F3210D Product Page:**

<http://www.icomamerica.com/en/products/landmobile/idas/f3210d/default.aspx>

### **F5220 Product Page:**

<http://www.icomamerica.com/en/products/landmobile/idas/f5220d/default.aspx>

## **RS-MGR1 System Manager**

This IDAS MultiTrunk software allows you to obtain air time information, hardware status and network connectivity/statistics of the IDAS multi-site trunking repeater sites using syslog messages.

### **RS-MGR1 Brochure:**

[http://www.icomamerica.com/newsletters/assets/File/iaFocus\\_LM\\_2013/07\\_2013/RS-MGR1.pdf](http://www.icomamerica.com/newsletters/assets/File/iaFocus_LM_2013/07_2013/RS-MGR1.pdf)

## **VE-PG3 Released for Sale**

The VE-PG3 RoIP Gateway enhances a radio network's communication coverage and operates converter and bridge modes.

### **VE-PG3 Brochure:**

<http://www.icomamerica.com/en/landmobile/VE-PG3.pdf>

## **Nextel iDEN Shutdown on June 30th**

Sprint/Nextel shut down its push-to-talk radio system at the end of June. Now is the time to bring Nextel users to Icom with IDAS, our ultra-narrow-band compliant digital platform.

"IDAS Across America: SMR Digital Services" will launch soon on the IDAS 6.25 site. Look for an updated SMR page that will allow customers looking for multi-site coverage to locate a provider in their area.

### **IDAS 6.25 Site:**

<http://www.icomamerica.com/idas625/default.aspx>

## ONLINE RESOURCES

Visit Icom America's website for info on Government sales, Knowledge Base, Where to Buy and Literature Requests.

Be sure to check out News/Media for press releases and FREE comic books and desktop wallpapers.

<http://www.icomamerica.com/>

## SYSTEMS QUOTE

Get your new Systems projects started fast and easy with Systems Quote on Demand (SQOD).

<http://www.icomamerica.com/sqod>

## ICOM ON YOUTUBE

Go to the Icom America YouTube Channel for product info, behind-the-scenes video and more.

<http://www.youtube.com/user/IcomAmericaInc>

## AMATEUR

### New D-STAR Amateur Radios: ID-51A Handheld and IC-7100 Mobile

Based on requests from the ham radio community, Icom delivers two new D-STAR radios with user-friendly interfaces and advanced functionality. The ID-51A waterproof dualbander includes built-in GPS, AM/FM receivers and more.

The 7100 multi-band all mode mobile has an industry-first slanted touch-screen and DSP technology. This powerful rig is compatible with two optional automatic high-speed tuning antennas: the heavy-duty AH-760 and the compact AH-740.

**ID-51A Product Page:**

<http://www.icomamerica.com/en/products/amateur/dstar/ID51A/default.aspx>

**IC-7100 Product Page:**

<http://www.icomamerica.com/en/products/amateur/hf/7100/default.aspx>

## MARINE

### M73 Marine Handheld Series: Includes M73PLUS with Last Call Function & Enhanced Audio

Icom's new 6W IC-M73 marine handheld is ergonomic and features an hourglass body shape, comfortable side grips, and a bright wide viewing angle LCD. The series is rated IPX8 Submersible Plus™ and uses a BTL amplifier for 700mW loud audio. The M73PLUS version also includes:

- Last Call Voice Recording and Playback
- Active Noise Cancelling
- Bass Boost

**M73 Series Product Page:**

<http://www.icomamerica.com/en/products/marine/handhelds/m73/default.aspx>

**M73 Consolidated Quick Guides (6 pages):**

[http://www.icomamerica.com/newsletters/assets/File/NewProducts\\_2013\\_AllDivisions/0313\\_MA\\_M73Launch/M73\\_QuickGuides.pdf](http://www.icomamerica.com/newsletters/assets/File/NewProducts_2013_AllDivisions/0313_MA_M73Launch/M73_QuickGuides.pdf)

### **M400BB Marine Fixed Mount with COMMANDMICIV™**

Icom's new IC-M400BB radio includes a compact black box transceiver that can easily be installed behind a wall, console or other hidden location. The COMMANDMICIV™ remote control microphone is available in Black (HM-195B) or Super White (HM-195SW). Features include:

- Intuitive Soft-key User Interface
- Active Noise Cancelling
- Built-in Class D DSC
- 10W Loud Audio, Public Address and Foghorn

#### **M400BB Product Page:**

<http://www.icomamerica.com/en/products/marine/mountedvhf/m400bb/default.aspx>

#### **COMMANDMICIV™ Product Page:**

<http://www.icomamerica.com/en/products/marine/commandmic/commandmiciv/default.aspx>

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