



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

LEADING NEWS

Icom & Kenwood Trunking to Be Compatible - Product Introductions Scheduled for IWCE 2014

Icom and Kenwood jointly announced plans to offer products that support both Trunking protocols (Type-C and Type-D) in the NXDN™ technical standard.

Read the press below for details on the announcement. You may also visit Icom's booth #3032 at the 2014 International Wireless Communications Expo (IWCE) for more information.

NXDN™ Press Release:

http://www.icomamerica.com/en/media_events/news/NewsArticle.aspx?id=201402

IWCE 2014

Las Vegas, NV

March 24-28; Exhibits open March 26-27

Icom Booth #3032

QUARTERLY CLOSE-UP

Icom has Moved!

After 30 years in our Bellevue location, Icom moved to a larger facility in January 2014. The new location consolidates our offices and warehouse and gives us room to grow.

12421 Willows Road NE

Kirkland, WA 98034



PROMOTIONS

March Sale!

Check out our Government Promotions Page for discounts offered in Avionics, Marine and Land Mobile product groups.

Icom Government Promotions Page:

<http://www.icomamerica.com/en/government-sales/promotions/default.aspx>

You are receiving this message because you have conducted business with Icom America within the last 18 months. To unsubscribe from Icom America's promotional mailings, please reply to bulletins@icomamerica.com with the subject line: Unsubscribe.

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Land Mobile Closeouts

The following specials each have a supporting Sales Bulletin:

- **EM-80 Speaker Mic** for only \$9.41 each
- **F80 UHF Radio**
- **Accessories for the military bundle F43G** and other government accessories

D-STAR Infrastructure Program

Icom America and Icom Canada are teaming up to expand the number of repeaters across the Canada and the United States! Take advantage of this amateur radio promotion by contacting either Icom directly.

Icom's Buy-Direct Promotion:

http://www.icomamerica.com/en/amateur/BuyDirect/d-star/default.aspx?utm_source=IAWebsite&utm_medium=IALandingPages&utm_campaign=BuyDirectDSTARJuly2013

LAND MOBILE

Icom's New P25 Repeater: FR9010/FR9020 Series

Icom's new FR9010/FR9020 repeater operates in Analog, P25 Digital or mixed mode for interoperability with legacy analog and newer P25 digital systems.

IC-FR9010 / IC-FR9020 Series Repeater:

<http://www.icomamerica.com/en/products/landmobile/p25/fr9010fr9020/default.aspx>

New F8101 Selected as "Hot Product" at APCO

Icom's new F8101 HF transceiver was recently selected as an APCO 2013 Hot Product and featured in the November 2013 issue of Public Safety Communications (PSC).

PSC Press Release:

<http://psc.apcointl.org/2013/09/03/apcos-public-safety-communications-announces-2013-hot-products/>

Icom's New IDAS™ MultiTrunk™ Portable: F3230D/F4230D

The new F3230DS is compatible with IDAS multi-site conventional, IDAS single-site trunking and IDAS MultiTrunk. The radio is also waterproof and includes vote scan and channel announcement.

IC-F3230D / IC-F4230D Series Portable Radio:

<http://www.icomamerica.com/en/products/landmobile/portables/f3230dseries/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>

IDAS™ Coverage Map

Sprint/Nextel shut down its push-to-talk radio system last summer. Visit Icom's IDAS Coverage Map, which allows customers looking for multi-site coverage to locate a provider in their area.

IDAS™ SMR Coverage Map:

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

Key Variable Loader (KVL)

Introducing the KVL125: A key fill device that manually loads DES and/or AES encryption keys to Icom's P25 radios.

KVL Information Sheet:

http://www.icomamerica.com/en/products/landmobile/p25/images/accessories/kvl/kvl_info-sheet.pdf

Urgent Communications Video Interviews

Icom's sales team was interviewed by Urgent Communications at the 2013 Communications Marketing Association (CMA) conference. Watch the following videos and learn about Icom's latest product solutions.

Ready to be a Solutions Provider:

<http://urgentcomm.com/icom/icom-america-ready-be-solution-provider>

VE-PG3 RoIP Gateway:

<http://urgentcomm.com/icom/icom-america-showcases-gateway>

New P25 Repeater:

<http://urgentcomm.com/icom/icom-america-introduces-new-repeater>

AMATEUR

IC-80AD Closeout Special

Icom's IC-80AD is on closeout at an incredible price. The IC-80AD is an economic analog/D-STAR compatible, VHF/UHF portable with a wideband receiver and 1052 alphanumeric memory channels.

IC-80AD Buy-Direct Deal:

<http://www.icomamerica.com/en/amateur/BuyDirect/ic-80ad/default.aspx>

MARINE

Icom Branded Merchandise Available Now

Visit Icom America's official online store at www.IcomSwag.com. Search for men's and women's apparel including jackets, polo shirts and knit caps. Purchase drink ware and other Icom merchandise.

Icom's online storefront is open to dealers and the general public in the United States only.

IcomSwag.com:
<http://www.icomswag.com/>

AVIONICS

SUN 'n FUN 2014

The 40th Annual SUN 'n FUN International Fly-In & Expo returns to Lakeland, FL. Visit Icom at Booth D046-D047 from April 1-6.

SUN 'n FUN Website:
<http://www.sun-n-fun.org/>

Customer Testimonials

Read what people are saying about Icom's Avionics products. Check out other testimonials for other radio divisions and Icom America's customer service department.

Icom Testimonials Page:
<http://www.icomamerica.com/en/clients/testimonials.aspx>

DISCONTINUED PRODUCTS

Recently Discontinued Models & Limited Stock

Please download the following PDF containing a list of recently discontinued models from Land Mobile, Amateur, Marine and Avionics product groups.

Download the Discontinued Models List:
http://www.icomamerica.com/newsletters/assets/File/GOVFocus_2014/GOV_SalesBulletin_ENDUSERS_RecentlyDiscontinued_14MAR.pdf

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