



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

## LEADING NEWS

### Contract Updates

Visit the Icom America Government section for updated state contract information as we have several changes!

- Alabama: September 2015: Extension
- Arizona: November 2015: Extension
- Connecticut: August 2018: New
- Florida: June 2016: Extension
- Mississippi: May 2017: New
- North Carolina: December 2014: Extension
- WSCA: March 2015: Extension

## QUARTERLY CLOSE-UP

### Who to Contact in My Area

There are many products and services that Icom America is proud of, yet one of the most important resources would be our valued Authorized Dealer Network.



Were you aware that your local Authorized Icom America Dealer or Distributor can help you with product selection, equipment configuration and programming, training, installation, price quotes and order fulfillment?

#### Locate a Dealer or Distributor:

<http://www.icomamerica.com/en/dealers/dealers.aspx>

#### Contact Your Local Sales Representative:

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

For direct and indirect sales for your region, you may also contact the appropriate Icom Regional Sales Manager.

**Call the East Regional Sales Manager** at 740-362-4919 or email [easternregionalsalesmanager@icomamerica.com](mailto:easternregionalsalesmanager@icomamerica.com)

**Call the West Regional Sales Manager** at 425-450-6083 or email [westernregionalsalesmanager@icomamerica.com](mailto:westernregionalsalesmanager@icomamerica.com)

*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](mailto:bulletins@icomamerica.com) with the subject line: Unsubscribe.*

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## PROMOTIONS

### Summer Savings - Ends September 30, 2014

Hurry! Our summer savings promotion through our Amateur Dealer network ends at the end of the month!

Check Out the Amateur Radio Promotion:

<http://www.icomamerica.com/en/promotions/amateur/2014Promotions/SummerSavings/default.aspx>

### Great Sales!

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

Go to the Icom Government Promotions Page:

<http://www.icomamerica.com/en/governmentales/promotions/default.aspx>

## PRODUCTS

### Need More Information?

Contact our Government Customer Service Team to obtain a price quotation and/or place your order today.

- Email: [govsales@icomamerica.com](mailto:govsales@icomamerica.com)
- Phone: 425-450-6090
- Fax: 425-450-6063

### Icom Apparel and Merchandise

Wondering what to get that hard to shop for friend or family member? Visit our online store to purchase pre-approved Icom gear.

Visit the Icom Swag Store:

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

## LAND MOBILE

### Introducing the New F1000 Series Compact, Waterproof Portable with Enhanced Features

Icom's new IC-F1000/IC-F2000 VHF/UHF radio series has slim dimensions, IP67 waterproof and dust-tight protection and other useful features:



- Built-in motion sensor for emergency
- Inversion voice scrambler
- 800mW (typical) loud audio
- Channel announcement

Read More Product Information:

<http://www.icomamerica.com/en/products/landmobile/portables/f1000/default.aspx>

Download the F1000 Brochure:

[http://www.icomamerica.com/newsletters/assets/File/GOVFocus\\_2014/F1000\\_brochure.pdf](http://www.icomamerica.com/newsletters/assets/File/GOVFocus_2014/F1000_brochure.pdf)

### P25 Repeater Solution

Make a cost-effective, easy transition to P25 with Icom's FR9010 solutions. Icom has created five (5) FR9010 P25 repeater packages that can fit in your existing analog dispatch operations or your P25-compliant dispatch console. Learn what option works best for you!

Learn About P25 Solutions:

[http://www.icomamerica.com/newsletters/assets/File/GOVFocus\\_2014/Icom\\_FR9010\\_F1721\\_PromoGuide\\_GOV\\_Final.pdf](http://www.icomamerica.com/newsletters/assets/File/GOVFocus_2014/Icom_FR9010_F1721_PromoGuide_GOV_Final.pdf)

### Icom America Systems

Icom America Systems designs, builds and implements solid radio solutions. Learn how our in-house staff and cutting-edge technology can expand your capability.

Watch the YouTube Video:

<http://www.youtube.com/watch?v=AAWh2543u7Y>

## 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>

## DATES TO REMEMBER

Icom America's office will be closed on the following holiday dates:

Thanksgiving: November 27-28  
Christmas: December 25-26  
New Year's Day: January 1, 2015

## AMATEUR

### ID-51A 50th Anniversary Limited Edition Radio

Icom America is pleased to announce limited edition models of the popular ID-51A VHF/UHF digital transceiver. Only 5000 units will be available worldwide to celebrate the 50th anniversary of Icom Inc. The limited edition ID-51A portable comes in five color choices and includes enhanced radio features for digital operation.



Check Out the ID-51A Anniversary Page:

<http://www.icomamerica.com/en/amateur/id51a-anniversary-edition.aspx>

Read the Press Release:

[http://www.icomamerica.com/en/media\\_events/news/NewsArticle.aspx?id=201416](http://www.icomamerica.com/en/media_events/news/NewsArticle.aspx?id=201416)

### Icom Announces New IC-7850 HF Amateur Radio at Tokyo Ham Fair 2014

Pre-release information for Icom's newest ham radio rig was recently shared at the JARL Ham Fair 2014 (Tokyo Ham Fair 2014), which took place on August 23-24 in Japan. New IC-7850 features include but are not limited to: optimized roofing filter, new first local oscillator (LO) design and enhanced spectrum scope.

Approximately 150 IC-7850 units (worldwide) will be released as a limited edition to commemorate the company's 50th anniversary. Availability date and pricing will be announced at a later time.

Read the Press Release:

[http://www.icomamerica.com/en/media\\_events/news/NewsArticle.aspx?id=201417](http://www.icomamerica.com/en/media_events/news/NewsArticle.aspx?id=201417)

## D-STAR

D-STAR continues to grow at a phenomenal pace, with the latest growth coming from emergency communication agencies. We see infrastructure being deployed by various State and Local agencies in support of their Amateur Radio responders.

Learn about D-STAR Products:

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

## GOV ARCHIVES

Read archived Government Focus newsletters:

### 2013 Newsletters:

[http://www.icomamerica.com/newsletters/assets/File/GOVFocus\\_2014/IcomAmerica\\_GovSales-Focus\\_2013.pdf](http://www.icomamerica.com/newsletters/assets/File/GOVFocus_2014/IcomAmerica_GovSales-Focus_2013.pdf)

### 2014 Newsletters:

[http://www.icomamerica.com/newsletters/assets/File/GOVFocus\\_2014/IcomAmerica\\_GovSales-Focus\\_2014.pdf](http://www.icomamerica.com/newsletters/assets/File/GOVFocus_2014/IcomAmerica_GovSales-Focus_2014.pdf)

## MARINE

### Simplify On-Board Comms

The IP100H, Icom's new license-free radio, is the ideal solution for marinas, large yachts and all commercial vessels.

Visit the IP100H Web Page:

<http://www.icomamerica.com/en/products/landmobile/ipsolutions/ip100h/default.aspx>



### Mark Your Calendar

Visit Icom's **Booth 16** at this year's NMEA marine show in Fort Meyers, FL.

### 2014 NMEA® International Marine Electronics Conference & Expo

Sanibel Marriott Resort & Spa

October 8-11, 2014

## AVIONICS

### Aviation Summit

Visit Icom at **Booth 407** at the 2014 Aviation Expo in Palm Springs, CA.

### 2014 Flying Aviation Expo

Palm Springs Convention Center

October 31 - November 2, 2014



### Icom at Oshkosh 2014

We enjoyed our time at this year's EAA Airventure Oshkosh show.

Read the Press Release:

[http://www.icomamerica.com/en/media\\_events/news/NewsArticle.aspx?id=201414](http://www.icomamerica.com/en/media_events/news/NewsArticle.aspx?id=201414)

## 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/GOVSalesBulletin\\_ENDUSERS\\_RecentlyDiscontinued\\_14SEP.pdf](http://www.icomamerica.com/newsletters/assets/File/GOVFocus_2014/GOVSalesBulletin_ENDUSERS_RecentlyDiscontinued_14SEP.pdf)

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