

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.

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*Pike County, Illinois
Population (year 2000): 12,837 people
5,119 households: 3,680 families
Size: 341 square miles (883 km)
Population density: 38 people per
square mile (15/km)*

Photo courtesy of Wikipedia.org

Midwestern Flooding: Too Close for Comfort A Follow-up on the Pike County, IL IAS System

With the Mississippi floods earlier this summer, the Smy levee system of Pike County, IL came within 6 inches of an all-time flood high. Fortunately, a new system developed by IAS for B-K Electric and the county was up and running, ready if disaster struck. On the first day of the flood, Pike County's Bravo channel handled approximately 3700 transmissions during the first five hours – a traffic level that their prior equipment did not have the capacity to handle.

“The new Icom system worked perfectly 99% of the time”, says Jim Eatoch of BK Electric, Pike County, IL. He attributed the remaining 1% to user error.

Jim relates that Pike County went from a rag-tag bunch of radio systems that

couldn't talk to one another, to an IAS system that unites Sheriff, Fire and EMS. Jim praises the Icom America employees that have made this a functioning reality.



Icom's personal service allowed Pike County to integrate their existing 200– 300 analog radios with the new IAS system and get them up and running fast. 12 agencies now have a common paging channel and 2 incident channels (Alpha and Bravo) with 80% coverage in a geographically rough county. Two or three of the four receivers in Pike County will cover radio users at all times.

Jim has many stories – people stories – to back up his claim that Icom was the best choice for the Pike County project. Prompt, helpful customer service set IAS apart. One example: When a paging system timer needed to be automatically repeated every 15 seconds from different geographical regions IAS wasted no time to build their own solution. In a matter of hours IAS had designed and built a timer circuit that worked perfectly.

Whether it's personalized customer service or just equipment integration solutions, IAS has you covered.



Above right: BK Radio's Jim Eatoch inspects the new system with IAS's Scott Bigger before delivery.

Above left: Taking a break atop a water tower during system installation.

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Meet Your Icom Team

Lala Gusakov

Sales Assistant for the Land Mobile division



Lala was hired as Sales Assistant for the Land Mobile division in May of this year. She makes life a lot easier for the MRs, RSMs and Dealers by promptly supplying the various pieces of information they request including (but not limited to, of course!) dealer questions, returns, and B2B passwords.

"The most rewarding part of this position is definitely being able to help everyone reach their sales goals" she says, further proving that her excellent customer service is an invaluable asset to the LM division.

Lala currently lives in downtown Seattle with her 11 month old daughter, Kapri and her husband Serg. She plans to celebrate her 3rd wedding anniversary at the end of August with a three week trip to Spain and France. Congratulations Lala, and Bon Voyage!

Peru County Consolidates and Modernizes its System with IAS

When Douglas Barnabei became the Chief of Police in the town of Peru, Illinois, building a top-notch communication system was one of his highest priorities. Peru is a small community, but, like countless rural communities across the country, it covers a large geographic area. With a commercial core on the banks of the Illinois River, residential neighborhoods on a bluff above the river and many businesses and residences that extend for miles down an interstate corridor, Peru faced significant communications challenges. These challenges weren't being met by their current system.



The first thing that occurred to Barnebei is that the police department should work with the fire department as well as the Peru Volunteer Ambulance System (PVAS) to create an integrated network that served all the needs for Peru and its citizens. "When I came in as chief in 2006," explains Barnabei, "it was a 2 site system, one repeater in the North and one downtown. The ambulances and the fire department were working on a simplex system, no repeaters at all except one North of the Interstate." Not only did this cause significant gaps in coverage, it didn't allow for the different agencies to work together.

Barnabei worked with the other agencies to develop an RFP for a system that would work for all 3 agencies, handle the large and widely varied terrain, be easy to use, allow for growth and work with the fiber optic cabling that was already in place so that they would not have to work with leased phone lines.

The call was answered by Mac Cawley, of Starved Rock Communications. Cawley and Barnabei embarked on a very in-depth planning process. "For a project of this scale, this kind of planning is really typical for us," explains Cawley. Indeed, they spent several months doing a detailed analysis of the terrain as well as the varied use patterns of each agency. "After extensive testing," reports Cawley, "we came to the realization that what we needed was a series of repeaters and a series of satellite receivers around town."



Less than a year later, the city of Peru had an integrated system that allowed for all of the agencies to work together. Just as their planning had suggested, they installed a system that allowed each agency to have their own FR3000 repeaters at a main transmit site – that turned out to be the same transmit

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For People Who Make Smart Choices

Accessory of the Month

HM-173 Speaker Microphone



Out with the old, in with the new **HM-173!**

- **What exactly is the HM-173?**
It's a speaker mic with a PTT switch. The HM-173 is replacing the discontinued (and out of inventory) HM-119...
- **Yes, but – what's the difference?**
The HM-119 had a straight connector, while the HM-173 has an "L" connector.
- **What radios are compatible with the HM-173?**
A6, A14 series and A24 handheld radios, but don't try it with the A4 - the "L" connector cannot be accepted, as the mic jack is on top of the radio.

Continued from page 2 **Peru County Header**

site they had already been using, the Mid Town Plaza water tower, a local landmark. In addition, they installed a series of remote satellite receivers. The police department has 4 satellite receivers, but the Fire Department and PVAS each have 5 receivers because they cover a larger territory that includes neighboring communities.

"We deal with lots of manufacturers," explains Cawley, "but Icom is our number one, especially for their fixed equipment like repeaters and receivers. They've really gotten aggressive about their technology, and that's what we needed."



Of course, that fixed technology is just the cornerstone of a system that includes dozens of handhelds that are used by first-responders. The F3161 portable has been a perfect fit for all of their needs. Amongst them, the police department is now using 27, the fire department is using around 40 and PVAS is using 25 of them.

Overall, it's been an impressive change that has had a great impact on the functioning of all three agencies. They've already expanded the system with 3 new antennas to increase the page-out capabilities necessary when working with employees and volunteers who live in the further out rural communities. According to Barnabei, "the bugs are all worked out and everyone has been very responsive. I don't think we've had any sites go down at all, it's going great."



Barnabei is quick to add, "we're just very pleased with the combined efforts of the city of Peru, Starved Rock Communications, and Icom America. With these combined efforts and technologies, we were able to put in place a very sophisticated, but simple to use, user-friendly communication system that does what we need it to do."

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For People Who Make Smart Choices

HPUK – High Power Upgrade Kit for Icom Mobile Radios

There is a demand in the Government and Utilities market for 100W mobiles that Icom was not able to fulfill until now. We are pleased to announce a High Power Upgrade Kit (HPUK) that converts our IC-F1721 series, 50W VHF mobile to 110W. It is a heavy duty design with excellent TX specs, and includes dual cooling fans for maximum air flow.



HPUK is manufactured exclusively for Icom America by TPL, and includes:

- 1 each of power cable assembly - fused (15")
- 1 each of jumper cable assembly
- 1 each of thermostat assembly kit

Each kit includes a mobile radio, remote mount kit (RMK2 or RMK3), and the HPUK

These radio kits have remote mount capability for trunk or behind the seat installation. Three separation cables are available to meet your specific application (not included). Please order the cables separately.

IA Engineering Best Practices requires the high power upgrade kit to ship assembled with the radio, and does not permit sale as an accessory only.



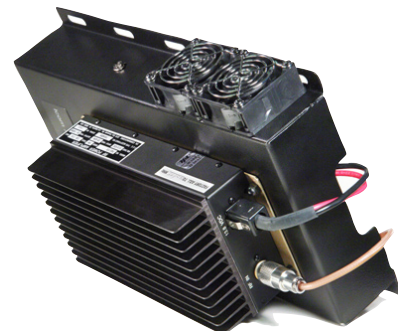
We offer 2 years warranty on the kits, and it comes fully assembled, tested and ready for installation.

Availability on the HPUK is 6 to 8 weeks from receipt of order – make sure to place your order with Icom America Systems today!

Fax: 425-586-6321

Email: ias@icomamerica.com

This device has not been approved by the Federal Communications Commission. This device may not be sold or leased, or be offered for sale or lease, until approval of the FCC has been obtained.



For People Who Make Smart Choices