

CONNECTIONS

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Stay Connected In More Ways With MOTOTRBO Two-Way Radios

MOTOTRBO™ two-way radios turn conventional two-way radio communication on its head with advanced communications applications that keep your team connected with text and sound, right on your computer.

With MOTOTRBO, you can download applications to networked computers that allow users to send text messages to individuals or groups using two-way radios. With a microphone and a sound card, PC users can talk to MOTOTRBO radios in the field from their computers. And radio traffic can be recorded to a PC – in .WAV file formats – for training or documentation purposes.

“These new products help the two-way radio community expand the tools they can use to stay in touch,” says Mark Clark, president of Electronic Engineering. “That means faster, better communications during a crisis, and more consistent communications across groups of users.”

Text and email

The MOTOTRBO Text@trbo™ application allows users to send unlimited private text messages to individual radios or groups of radios. It’s an easy-to-deploy, software-only solution that uses a Motorola MOTOTRBO mobile USB programming cable to install the software.

The Simple Email Gateway™ application allows MOTOTRBO two-way radios to exchange emails with any other device capable of sending and receiving email. Typical software installation takes less than a minute on most PCs: if you know how to set up email accounts in Microsoft Outlook® or Mozilla Thunderbird®, you’re qualified to handle Simple Email Gateway!

Turn your computer into a radio

Radio and computer users can finally communicate between each other with iTalkie™ software on a PC. iTalkie delivers real-time, low-delay one-to-many half-duplex voice communications and texting right from a PC. The application records all voice calls and text messages, too. With a tiny footprint and CPU utilization, iTalkie runs on any MS Windows 2000/XP/Vista PC. And support is provided for legacy analog radios so users maintain the investment in older equipment.

The TurboVUi™ application turns PCs into radio interfaces, so you reduce the amount of hardware at operator stations without reducing connectivity. TurboVUi is client software

that delivers
b o x - t o -
benefits in
m i n u t e s
with easy
setup and
support for
m u l t i p l e
c l i e n t s .

Users can talk, listen and have the full remote control of a radio, right from their desktop.

“This is a suite of easy-to-install, easy-to-use applications that really enhance the connectivity between two-way radios and computers,” says Clark. “And the solution uses common technology – the PC – to achieve the goal.”

Find out more about MOTOTRBO and the productive software above by calling your Electronic Engineering representative today.

zap
Mail



Product Spotlight

IMPACT Radio Accessories™

IMPACT Radio Accessories™ are now available at Electronic Engineering. What you’ll discover is that IMPACT Accessories are reliable, super tough products and they come with a two-year warranty. Each accessory uses only the highest-grade materials, like Kevlar™ reinforced cables and top quality components, so they work right, no matter where your work takes you.

Available accessories:

- Speaker microphones
- Radio headsets
- Bluetooth headsets
- Noise cancelling accessories
- TETRA digital accessories
- Surveillance kits



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A Letter From The President



I'm certainly glad to see 2010 in the history books. I looked back on the last words I wrote for our 2009 newsletter, and the issues we were talking about then – all seem to still be around today.

Today the market is up, and many retirement accounts have regained much of the value lost during 2009 and 2010. Yet, the gloom and pessimism still surround many of the conversations that I listen to. What appears to be different? What is not working? For me, it is simply about attitude. How we feel and how we think.

Do I feel confident? No, and I might not be acting or making decisions with a high degree of confidence. Are we timid about courses of action and implementing concrete plans for the future? Maybe we are waiting for the “other shoe to drop” in the next cycle of ups and downs in the economy. What is interesting is that I believe there are many good opportunities out there, but not wanting to take any risk, we might let them pass by.

I struggle with the current credit system that we work under right now. I know that if it was better, we would be investing and updating technologies, vehicles, replacing older equipment, and installing new equipment in an attempt to wring out efficiencies, save energy and fuel. We are down to bare bones in people, yet hesitant to increase the work force. Unfortunately access to capital, though at a historical low rate of interest, is not readily available.

To get businesses going, I think we simply need capital. Just “show us the money (capital).” Let us update, plan, and lay foundations for the growth that is struggling to occur. Get the government regulators off the backs of the banking institutions, let them again lend money, and we can get the business rolling. Then we have to make a commitment, that “no matter what” it all gets paid back.

Period. If the banks are going to take a chance on us, we need to make good on it, all of it. Once we regain the entrepreneurial spirit, we will all become confident again and the economy can recover.

Thanks for listening and we will talk to you next quarter.

Mark Clark

FCC Mandates Radio Users Licensing Changes

Most current radio users and systems use 25 kHz-wide channels. The Federal Communications Commission (FCC) has mandated that all licensees using 25 kHz radio systems migrate to narrowband 12.5 kHz channels by December 31, 2012.

This mandate is designed to allow for twice as many radio frequencies. Failure to make this change will result in the loss of your FCC license.

This change will need to be accomplished sometime over the next two years, waiting until Dec. 2012 is not in anyone's best interest. Electronic Engineering will help with license modifications, reprogramming and migration paths that make the transition relatively easy.

Virtually all of the radios Electronic Engineering sold to its customers over the last ten years are capable of being reprogrammed to accommodate this 12.5 kHz mandate.

Watch for more information in this newsletter regarding your options and information on this federal mandate.

Electronic Engineering Locations

Des Moines
(515) 283-1100

Ames
(515) 232-5385

Cedar Rapids
(319) 364-1900

Davenport
(563) 322-0981

Fort Dodge
(515) 576-2411

1100 Keosauqua Way
(800) 343-3998

2220 E. Lincoln Way
(800) 343-7718

1900 6th Street S.W.
(800) 762-0795

5107 B Tremont Ave.
(800) 322-0981

2411 5th Avenue S.
(800) 343-3405

Mason City
(641) 423-6818

Mt. Pleasant
(319) 385-7650

Omaha
(402) 346-5123

Sioux City
(712) 258-5234

Waterloo
(319) 235-5556

608 S. Delaware
(800) 343-2688

126 N. Main Street
(800) 458-2355

13704 P Street
(800) 315-3579

500 W. 20th Street
(800) 243-3756

750 Ansborough
(800) 365-9702

Test-Drive the Latest EMS Technology

When your office is on four wheels and you spend eight hours a day patrolling your community, you need the right equipment installed the right way.

To make sure our customers can experience the latest in EMS technology and can test-drive the equipment in action, we've got a fully loaded Dodge Charger patrol car. That way you can get a hands-on experience with the equipment to see how it would help you on the job.

Additionally, you can get a hands-on look at the premier installation process we provide at each of our service centers. Quite simply, our installers pay such meticulous attention to detail that you won't be able to tell the difference between our installation and what the vehicle manufacturer did.

Schedule your on-site demo today by calling (800) 343-3998.

Key equipment in the EMS+One car:

- The Motorola APX7500 radio dual band Vhf/700-800Mhz is a dual band radio for interoperability so all agencies are able to communicate
- The Federal Signal Smart Siren Platinum so the user can easily control the light and sirens
- The Maximizer – trunk storage solution
- Troy Products command console solutions
- All new LED technology



Closed-Circuit TV Aids Corrections Work

When closed-circuit TV cameras were installed at H.O.P.E. House, employees at the Coralville community-based corrections facility were apprehensive. Sure, they had requested the system to reduce vandalism to cars in the parking lot, but they weren't ready for "big brother" to watch them every minute.

"Initially, our staff had their concerns about being monitored all the time, but time and time again, it's come to their aid," says Sam Black, residential supervisor at H.O.P.E. House.

H.O.P.E. (which stands for honesty, opportunity, prosperity and employment) is one of 22 community-based correction facilities in the state of Iowa. It houses 58 residents who are on a pre-probation or pre-parole release program involving several months of behavior modification, privilege-based programming before being released into the community, either on probation or parole.

The facility is staffed 24 hours a day, but the staff relies on Speco cameras, two Clinton DVRs and microphones to help monitor the actions of residents undergoing

substance abuse education, mental health education, domestic violence treatment and cognitive behavioral treatment.

"We've had the system for two and a half years, and it's been valuable in clarifying the agency's responsibility in several incidents, such as when a staff member has been accused of impropriety, theft or unprofessional conduct," explains Black. "And it's helped us train our staff, too. We're in an adversarial relationship with the residents, and they'll try to



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Electronic Engineering Employee Profile



Name: Paul Boyken

EE location: Mason City

Job title: Service Technician

Job history: I have been with Electronic Engineering since August 1994.

My first "real" job: Mowing and harvesting sod for Central Turf Farms. It was very hard and dirty work.

Recent accomplishments:

I recently finished a complete bathroom remodeling in my home.

The toughest part of my job: Learning and keeping up with all the new technology advancements in our field.

Outside interests: I enjoy hunting, reading, watching movies and spending time with friends and family.

About my family: Wife (Denise) and two step kids, Dillan (19) and Devan (16) two dogs and one cat.

Something about me not everyone knows: My family and I raise and sell Labrador puppies every year.

Someone I admire: My father because he taught me a good work ethic and how to be a good person.

Favorite vacation spot: Anywhere warm, preferably by the ocean.

If I had a different job: I like computers so maybe something in the I.T. field

Words you live by: If you are going to do something, do it right.

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Closed-circuit TV aids corrections work (continued)

distract us or otherwise take advantage of a situation to do something they shouldn't be doing, and the video evidence helps us see exactly what happened so we can learn from a situation."

H.O.P.E. House and the Iowa Department of Corrections worked with Electronic Engineering to create the right systems for the facility's unique needs.

"Electronic Engineering has been exceptional to work with," says Black. "Eric Barker has been a great on-the-ground guy, installing, maintaining and troubleshooting the system. And Heidi Hromidko has done an exceptional job with administration and project oversight for us."

Can You Guess the Year?

- CNN begins broadcasting.
- The U.S. Air Force reveals it has a stealth plane.
- Hewlett-Packard releases its first personal computer.

Do you know the year? E-mail your answer to contest@connectingyou.com. Every correct entry received by February 28th will be placed in a drawing for a chance to win a \$100 gift certificate from Electronic Engineering.

Last quarter's winner:

Christina Welker, Mt. Pleasant

Christina correctly guessed the year – 1939.



Save Money With Our Private Line of Two-Way Radio Batteries!

We know how much you depend on your two-way radios to stay in constant communication with your team. That is why we offer you a quality alternative to genuine OEM Motorola two-way radio batteries. Our private line will deliver the durability and workmanship you've come to expect from Motorola batteries, and it helps you save money.

Stop by and save some cash today, without sacrificing quality.

- Value priced as low as \$40!
- Rated 2nd behind genuine OEM Motorola batteries
- Six popular models available
- 12-month warranty

Electronic Engineering

Connections you can count on.™

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01/11

Electronic Engineering. Home of The Beeper People, The Cellular Store and Two-Way Connect.