

***In this issue:***

- IWCE! Our 25 Year Celebration – A Great Success!
- Daniels Press Release
- New Regional Sales Manager - Joe Collica
- Trinity Marketing & Sales
- New F1720 Series Mobile - Analog Version of 1700
- Welcome Our New Rep: The Sales Group!
- TECH CORNER: Programming 2-Tone Decoding



## **IWCE! Our 25 Year Celebration A Great Success!**

This year's IWCE celebration was a huge success! The Icom show floor was packed all day April 6 and April 7 while attendees took in demonstrations of Icom's breakthrough technologies. Demos included the new 6.25 kHz digital demonstration portables and mobiles Icom flew in from Osaka, Japan. For more information on this

new technology, visit our web site at <http://www.icomamerica.com/press/default.asp?id=20050406>.

Over 900 industry leaders enjoyed Icom America's Polynesian-themed dealer event at the Flamingo. And, although John Dunker didn't end up in the pool, he *did* end up on stage!

*For more great photos, see page 5*

**Call Icom America today: 800.USA.ICOM**

*All departments open 7:00 AM – 5:00 PM Pacific time, unless stated otherwise*

Customer Service and Orders:  
Parts Department:  
Technical Support:  
Literature Request:  
- 24 hour online lit request form:

[sales@icomamerica.com](mailto:sales@icomamerica.com)  
[parts@icomamerica.com](mailto:parts@icomamerica.com) (open 8:00 AM)  
[landmobile@icomamerica.com](mailto:landmobile@icomamerica.com)  
[literature@icomamerica.com](mailto:literature@icomamerica.com)  
[www.icomamerica.com/dealersonly](http://www.icomamerica.com/dealersonly)

©2005 Icom America Inc. The Icom logo is a registered trademark of Icom Inc. All other trademarks remain the property of their respective owners. All information and specifications subject to change without notice or obligation.

Icom America Systems



## Daniels and IAS Partner for P25 Systems

Daniels Electronics Ltd., and Icom America Systems Inc. (IAS), are pleased to announce a strategic partnership that allows them to offer turn-key P25 communications systems to end users. Daniels Electronics is a leading supplier of high reliability radio base stations and repeaters for public safety applications. Icom America is an industry leader in state-of-the-art communications equipment for land-mobile, marine and avionics. This partnership will combine the Daniels family of P25 and analog base stations and repeaters with systems provided by Icom to Public Safety and other Land Mobile customers.

“This is an example of two forward thinking companies who have joined forces, pooled their resources and combined their talents to achieve something greater than the two of them could offer individually,” reports Chris Lougee, Vice President of Icom America Inc. “Icom’s industry-leading radios combined with Daniel’s repeaters and controllers means one-stop shopping and positions us as providers of complete digital communications solutions, separating us from companies that sell only radios or only components.”

The radios and systems have been tested by both parties to ensure inter-operability and complete compatibility.

According to Robert Small, Chief Operating Officer for Daniels Electronics, “This collaboration between Daniels and Icom expands Daniels ability to offer infrastructure solutions to the public safety and commercial market in North America. Icom is an internationally respected company with tremendous strength particularly in offering end-to-end solutions for large customers. Daniels products can be integrated into these solutions.”

Although this partnership was originally built around P25 solutions, Daniels also makes an excellent line of high-end analogue repeaters and voting receivers that IAS will incorporate into system solutions where appropriate.

As an additional benefit to users, Both Daniels and Icom products operate in both the analogue and digital mode. This enables a customer to begin a “migration” to digital radios by installing a system that does both.

Daniels Electronics and IAS share a similar vision: high quality products, with high quality support



Joe Collica

## New Regional Sales Manager - Joe Collica

By Chris Lougee, Vice President of Icom America Inc.

I am pleased to announce the promotion of Joe Collica to Regional Sales Manager effective April 1, 2005. Joe will report to me and head up the new Eastern Region. John Dunker will head up the new Midwest region and John Sullivan will continue to manage the Western Region.

Joe has been a leading sales performer since joining Icom two years ago. He has successfully transitioned

from the “Motorola way” to the “Icom way” of doing business.

He is excited about his pending promotion and is eager to join the LM leadership team. This organizational change will enable us to add 20-25 additional manufacturer’s reps in FY06 as we continue to grow our Land Mobile sales team.

Congratulations, Joe!!

Meet your Icom Team



**Dave Groseclose,**  
Warranty Administrator

*Dave started with Icom in July 2000 as a Parts Department temp. In November 2000, he was hired full-time as a Customer Service Rep for the Parts Department. In 2001, he accepted a position as Inventory Control / Sales Specialist. Then, in June 2003, Dave transferred to the Service Department and became Warranty Administrator. Currently, Dave processes warranty claims on repaired radios for the 300+ dealers who are designated "Icom Authorized Warranty Service Centers." Dave's amateur call sign is KD7QEE (tech no-code).*

## Trinity Marketing & Sales

We are happy to announce our new affiliation with **Trinity Marketing & Sales**. Trinity is the brainchild of Adam Strode, who worked with Icom America for 5 years as a District Sales Manager, and Steve Chappell, who was the VP of Sales at Bowhead Manufacturing Co. They approached Chris Lougee with the idea that, as a separate entity, they could increase Icom's presence in the SE Territory. Chris is very positive about their

ideas, and Trinity is excited about bringing in new business by subcontracting sales and working directly with dealers.

Trinity Marketing & Sales focuses on the success of their partners and customers alike. Through educating, relating, and listening to the customer, Trinity's goal is to build strategic alliances in order to bridge the gap between the market and manufacturers products.

## New F1721 Series Mobile - Analog Version

The new F1721 series mobile allows you to program P25 FM analog mode per channel. Advanced flash ROM capability means future upgrades and flexible customization, tailored for your system. Moreover, built-in multiple tone signaling capability and an optional voice scrambler satisfy today's existing analog FM system requirements.

This new Icom's range frequency coverage and rugged construction ensures a flexible, long life radio for you. Icom is the smart choice for current – and future – public safety communication needs.

**Note** Icom also has an F1721D series mobile that allows you to program P25 digital mode. This article focuses mainly on the analog version.

### Features:

- Detachable front panel
- Dot matrix, multi-function LCD
- Heavy-duty microphone, HM-148
- Rugged construction
- Built-in versatile tone signaling Multiple 2-Tone, Multiple 5-Tone
- 256 memory channels, 32 zones
- Tactical group function
- Built-in inversion type voice scrambler
- Radio stun/kill and Power-on password function
- BIIS 1200 compatible
- Programmable microphone hanger action (Scan, monitor, priority channel)
- Optional OPC-617 D-SUB 9 pin connector for dimmer control, modem connection
- D-SUB 25 pin connector for future PC connection
- Built-in audio compander (Analog mode only)
- Wide VHF frequency coverage (136–174MHz)
- LTR® Trunking system capability with the optional UT-111 installed
- PC programming capability
- 7 group IDs
- 24-status Messages
- Send 8-character SDM (Short Data Message)
- Receive up to 95 characters of free text

New F1721 Series Mobile



**For People Who Make Smart Choices**

**WELCOME Our New Rep!**

We are pleased to announce **The Sales Group** as our rep in the Northwest territory. The territory includes the states of WA, OR, Alaska, and Western Montana, including the zip codes 594 – 599 and North and Western Idaho, including the zip codes of 835 – 838.

The Sales Group currently has one rep, and will increase to three within the next 90 days. The entire territory is assigned to Dana Hanford right now. We'll keep you updated as new hires come on board. Contact info:

**The Sales Group**  
 755 Winslow Way East  
 Bainbridge Island, WA 98110  
 Attn: Dana Hanford, Jr.  
 Phone: 206 842 9076  
 Fax: 425 660 5300  
 dana@thesalesgroup.com

**Accessory of the Month**

**The P25 Mobile Radio Separation Kit – NEW!**



*The P25 Mobile Radio Separation Kit allows the radio faceplate to be mounted separately. It's the perfect solution for installations with limited mounting space.*

**TECH CORNER**  
**Programming 2-Tone Decoding**

By Mark Fussell, Technical Communications Specialist

Two-tone programming is similar for all land mobile radios. Before programming, you will need the following:

- Frequencies programmed into your radio
- The tone frequencies you want to program
- The clone cable for your radio
- The cloning software for your radio installed on your PC

1. Open your cloning software and navigate to the **2Tone** folder and then the **Code CH** icon.
2. Set both tones and the tone periods (length of tone) in the desired channels. Tones must be a minimum of 3% apart. (See Figure 1)
3. Navigate to **Memory CH** and click on the appropriate bank.
4. Double-click the **Rx C. No** field for the desired channel. In the pop-up checkbox, select the tone bank you previously set by clicking, and then press the space bar. (See Figure 2)
5. If you want to set some RX parameters, navigate to the **2Tone** folder, then to the **RX Code setting** icon. This includes setting the 2-tone gap interval, the interval for repeating beeps, and the interval for group RX coding. (See Figure 3)

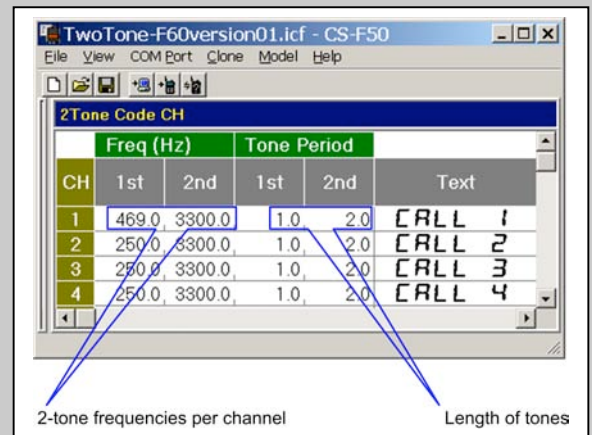


Figure 1

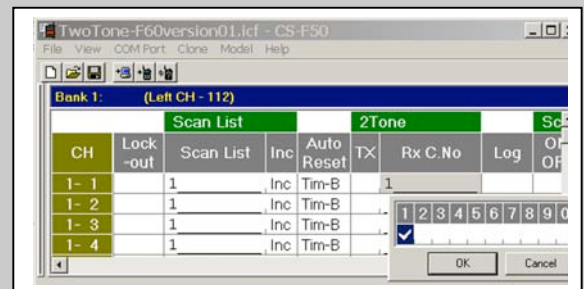


Figure 2

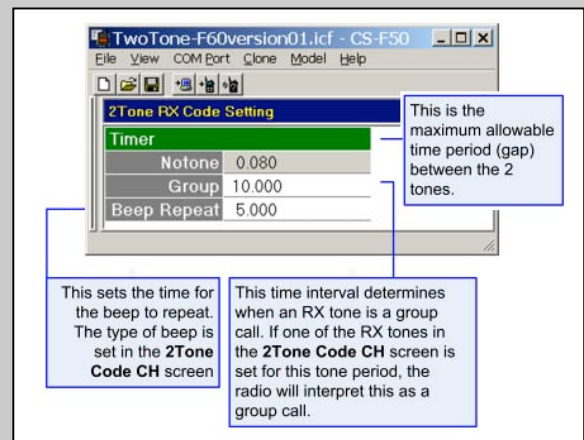


Figure 3

## IWCE! Our 25 Year Celebration!

Continued from page 1



Two of Icom's latest submersible portables, the F50 series and the F70 series, were left completely submerged and operational while under a running bath of water during the entire show. In addition, more radios were placed in front of jetting water. Icom's submersible radios, as opposed to another manufacturer's radios, do not require re-evaluation every 6 months by the factory to retain their submersible claim. Icom's submersible radios are on-call, all the time – wet, or dry.



Roaming photographers captured happy party attendees as they enjoyed themselves at Icom's Polynesian Night Dealer Event.



Some of the great eats at Icom's dealer event included seared ahi, roasted pork, broiled steak, grilled vegetables, fresh fruit, and much more – including a return of the very popular chocolate fountain.



Icom's IWCE presence was 2500 sq ft of meeting rooms, displays, and "Icom University" classes. Erin Sunday, Land Mobile Administrative Assistant, scans the badge of a visitor so she may later send him the Icom radio information of his choice. Erin also kept tabs on occupancy of all 7 meeting rooms, guiding representatives and clients to open rooms. Each room measured 8 x 9 feet, offering privacy, comfort, and a different full panel mural in each room.

**For People Who Make Smart Choices**