

CIM concepts Communicator

Issue #2
April 2008

CIM concepts

dealers for

BLAUPUNKT

GME

ICOM

ZaiT radio communications
Australia

TracerTrak

Uniden

Welcome to 2008, if this newsletter seems a little late, it is. It was to be a Christmas edition, then January.. You get the point. The good news is, it's here at last.

Things are going well in the new office. Any reservations I had have been blown away by the extra work that has been generated. We have had a number of buses come to us rather than us going to them and a lots of cars, 4WD's and trucks, not to mention caravans for reversing cameras.

New Tait Portables, Telstra Trunking and New Audio and Video Solutions!

There have been quite a few interesting developments since the last newsletter. Tait have released a new portable at last and you can read more about that later in this newsletter. We installed another brand new repeater at 101 Collins for Kefford Corporation. Their depots were fighting to share the one channel and now they can get through easier.

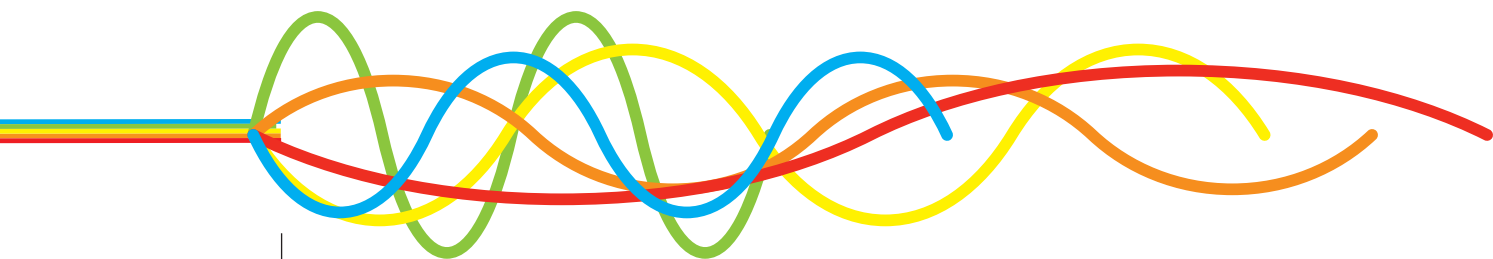
We have been trying to find ways to offer customers radio coverage outside Greater Melbourne (and Ballarat). One solution will be Telstra's Trunking radio service. To that end we have signed up as Telstra Trunking dealers and can now offer you virtually State wide coverage. See the article on P3.

The TracerTrak people mentioned last time have changed their name to Pivotal and can now offer the Iridium satellite phones and well as the Globalstar network. There are new products coming from Pivotal in the next few months but more on than in the next issue. There will definitely be another issue before the Bus Expo in July.

Audio and Video seem to have been a hot topic from our customers in the last few months. We have been installing AM/FM in buses for Volgren and can now offer a complete range of products for buses and coaches. See the article on the AL3 PA on P3. It offers a great alternative to the aging Clarion systems!

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Communication & Information on the Move



New Products

Tait releases the TP8100 portable radio

For those who know and love the current Tait portables, you will have noticed they are a bit big and bulky compared to their competitors. At CIM, we have spent a great deal of time trying to get the same performance out of almost every competing portable as we take for granted in the Tait portables. For the basic functions of transmitting and receiving, just about anybody can do it but if you want to send and receive Selcall to a wide range of radios in a network, they simply don't have the flexibility of a Tait. Added to this, Tait have put all the technology in their current mobile radios into the TP8100 including the DSP (Digital Signal Processing) that allows the radio to pull weak signals out of the noise.

Tait also jumped about 10 years ahead in things like the two-shot moulded construction that fuses synthetic rubber armour and plastic to give increased durability and shock proofing. The alloy chassis has synthetic inlays to improve the tightness of the seal to deliver IP67 waterproofing and dust-proofing. It can be immersed to 1M for 30 minutes, shaken dry and works immediately. It even exceeds the MIL-STD 810 C drop standard of 26 drops from 1.8M to wood. The TP8100 has been tested with 26 drops from 1.8M to concrete! The new Li-Ion batteries are lighter yet powerful enough to last a full shift.

We have two demo units available and can program them to your channel if you would like to test one.



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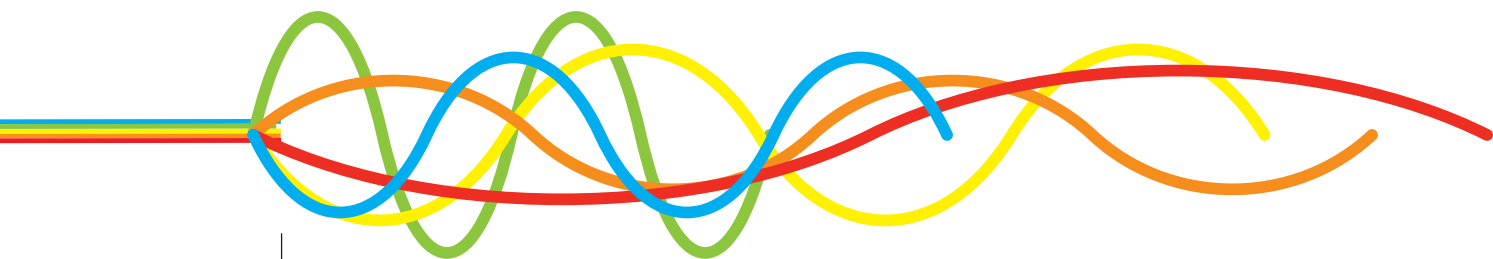
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New Bus / Coach PA amplifier available.

We have been able to source the AL3 Audio Link PA amplifier that integrates with your current AM/FM radio. The unit can run off either 12V or 24V and can even provide 12V to the AM/FM radio / CD. It supports up to three different microphone inputs 1 x VCR/DVD as well as the radio / CD. It can switch out the music source on PA or even do Karaoke style over the music. It is capable of 30W RMS output power from 24V, is compact and easy to install.



CIM Concepts appointed as Telstra 'Trunking' radio dealer.

What is Trunking radio? Trunking radio is two way radio that behaves a little like a cellular phone. Unlike conventional two way radio, that has one or two channels that both parties in the conversation agree on, trunking radios use multiple channels and a control channel that tells the radio what channel is available at any time and when to switch to another channel or another site as you move across the city or state. This permits many more users to have separate conversations without finding a busy channel. Telstra offers contracts that permit you to choose city wide coverage, state wide or national coverage. It will never match a fixed channel system on price but for those who have coaches that move outside the coverage of the Bus Communication Systems network, trunking provides an attractive alternative. So what's the downside? It does require a new radio. Externally the radios look identical to the current radios but the functionality required to monitor the control channel while a conversation continues, requires a different design. The good news is, that most trunking radios can also have a few conventional channels as well so you could fit your long distance coaches with a Trunking radio for outside Melbourne and switch back to your regular channel in town.

See you at the Bus Show!



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