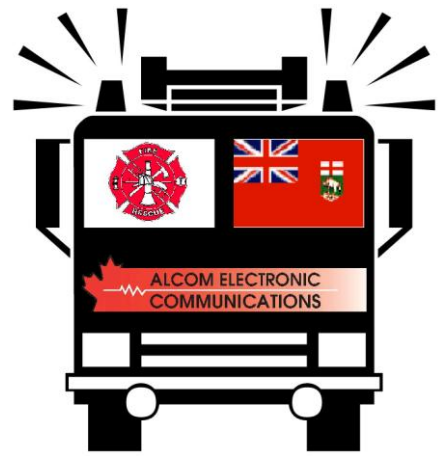


FIRE SERVICE RADIO NEWS

May 2013



Helping You Save Money

Discounts and rebates for your municipality.

In the past year Manitoba Municipalities have saved over \$25,000 on their radio equipment from Alcom while earning valuable rebates from the Municipalities Trading Company of Manitoba Ltd. (MTCML)

The MTCML is the business arm of the Association of Manitoba Municipalities. The Trading Company allows the members of the AMM to purchase products and services at low prices through the power of bulk buying. The MTCML official suppliers offer hundreds of municipal products and services. The MTCML has individual contracts with each of these suppliers that ensure the best possible pricing for members.

In 2001 the AMM Board of Directors instituted a rebate program for the municipalities to further benefit from the work of the MTCML. Rebates are based on the municipalities' total purchases through the MTCML. In the years since approximately \$6,500,000 has been rebated to Manitoba municipalities.

In the spring of 2012 the MTCML negotiated an Official Supplier agreement with Alcom Electronic Communications to offer discounts to municipalities on the purchase of Motorola two-way radios. After a very successful first year, in which municipalities saved over \$25,000 on their radio purchases, the MTCML and Alcom have just renewed the Official Supplier agreement for an indefinite term.

Municipalities are large users of radio equipment in public works and recreation departments and especially for public safety. Fire departments and emergency operations centres rely on two-way radios for reliable communications.

When you purchase your two-way radios from Alcom you receive the MTCML discounts which are:

- 15% off all commercial and professional tier Motorola Radios
- 7.5% off all ASTRO XTL and XTS Motorola Radios for Fleetnet
- 5% off all APX Motorola Radios for Fleetnet

In addition to these discounts your municipality benefits from an increased rebate from every purchase your fire department makes from Alcom including all service and installation.

**MTCML
OFFICIAL
SUPPLIER**



**AMM Member
Discounts:**

SAVE 15%
Commercial & Professional
Motorola Radios

SAVE up to 7.5%
Motorola
FleetNet Radios

**Manitoba Municipalities
have saved over**

\$25000

Since April 2012



Did you get your coupon for a

**FREE
MOTOROLA
BATTERY?**

Your radio is only as reliable
as the battery that powers it.
Make sure it's proven tough.

If not, give us a call and we will send you one.



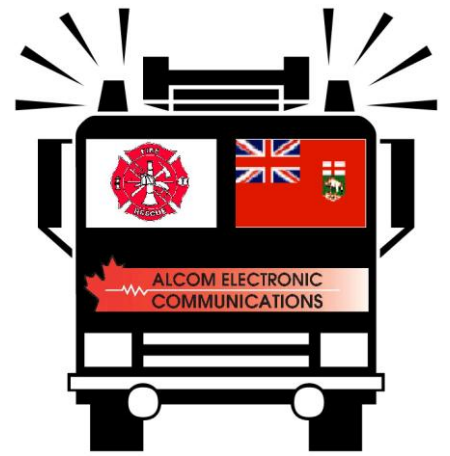
**30th
Anniversary**



MOTOROLA, MOTO, MOTOROLA SOLUTIONS and the Stylized M Logo are trademarks or registered trademarks of Motorola Trademark Holdings, LLC and are used under license. All other trademarks are the property of their respective owners. ©2011 Motorola, Inc. All rights reserved.

FIRE SERVICE RADIO NEWS

May 2013



Introducing APX 4000 Public Safety Radios for Fleetnet

Chemical spill. Catastrophic storm. Power outage. When every minute matters, you must communicate instantly with other agencies and responders. But how do you prepare for a disaster and keep control of operating costs? That's where the APX™ 4000 P25 portable radio answers the call, expertly and affordably. The APX 4000 delivers all the benefits of TDMA technology in the smallest P25 capable portable in the industry. Easy to use, tough as nails, a hard value to beat, it seamlessly connects public safety agencies for fast, interoperable communications.

The APX 4000 delivers all the benefits of P25 technology in the smallest P25 Phase 2 portable in the industry. Easy to use, tough as nails, a hard value to beat, it connects rural public safety users to first responders for fast, interoperable communications.

Durable enough to withstand dust, heat, shock and submersion, the APX 4000 is IP67 and MIL-STD certified. It's packed with key features to help keep you safe, like mission-critical wireless and 2-microphone noise and it's designed with simpler controls and a large multifunction knob for ease of use.

EVERY INCH AN APX

The APX 4000 leverages the leading attributes of the APX family of P25 TDMA portables. From the 2-microphone design that reduces background noise so you can speak and hear clearly over heavy equipment, diesel engines and sirens to the high-spec RF performance for excellent coverage in challenging environments.

With its easy-to-use interface, color display, intelligent lighting and radio profiles, you get all the power of APX in a compact radio. Plus, you can extend the performance of your radio with a complete portfolio of industry-leading IMPRES smart energy and audio accessories.

COMPACT AND UNCOMPROMISING

The smallest P25 Phase 2 capable portable, the APX 4000 gets the job done without getting in the way. Simplified controls and an enlarged multifunction knob are easy to turn on or off, set volume and switch talk groups. And its IP67 and MIL-STD certified to withstand dust, heat, shock, drops and water immersion, so you can count on it wherever you need it – at the factory line, power line or fire line.

P25 PERFORMANCE, INSIDE AND OUT

the APX 4000 is loaded with key P25 features to increase safety including; Mission Critical Wireless, a unique Bluetooth® solution that provides an encrypted link to a high performance earpiece, GPS for quickly locating personnel outdoors, AES encryption for improved security, and over-the-air programming to program radios in the field without interrupting voice operation.



Check out the Alcom display at

ABC Days

June 21-22

800 Marion Street, Winnipeg

Free BBQ

Games & Prizes

Firefighter Competitions

Vehicle Extrication Demos

Radio & Sports Personalities



30th
Anniversary

#12 – 846 Marion Street Winnipeg, MB., R2J 0K4

204-237-9099
www.alcom.ca