



SPRING 2010 DANIELS ELECTRONICS NEWSLETTER

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President's Desk

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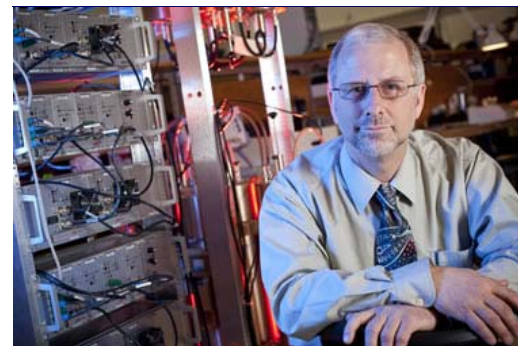
Watching world class athletes at the Olympics and Para Olympics held in Vancouver back in February, it is easy to get caught up in the excitement and thrill of success. I along with the rest of Canada cheered and enjoyed seeing the Canadian Hockey team take gold in overtime. Daniels contribution to communications systems for the Olympics crossed many interagency boundaries; we were pleased to see that so many diverse agencies were able to coordinate with such effectiveness.

We have recently announced (see below) three significant orders resulting in over \$10 Million in new business for this year. These orders are being driven by the demanding public safety communications sector and mandated narrow banding requirements.

This year we are also celebrating 60 years in business. Over the past 60 years we have striven to satisfy customer requirements and as a result we were independently identified as providing the highest level of Customer Satisfaction for LMR communications infrastructure in North America. As our 60th anniversary logo illustrates we are proudly celebrating 60 years of customer satisfaction. Here's to 60 more years of meeting your needs.

Regards,

Robert Small, President & COO



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Recent Contract Announcements

Daniels Electronics receives its largest single order - \$6.5 Million

February 15th, 2010 - Daniels Electronics Ltd., announced it has received the largest single Purchase Order in the company's 60 year history - \$6.5 Million US. The Purchase Order of \$6.5 Million US is from an unnamed government agency for Daniels MT-4E P25 Digital Radio Repeaters, the company's latest generation of firmware based digital radio technology. The radios will be used by the government agency to upgrade and expand their public safety digital radio network to the latest standard.

"For 60 years, Daniels Electronics has focused its business on satisfying our customer's requirements and the receipt of this largest Purchase Order in our corporate history is a strong testament to that focus," says Robert Small, President and Chief Operating Officer of Daniels Electronics. "It is a tremendous boost on top of our regular business and the entire company will be busy for the next few months as we fulfill this order."

Daniels Electronics receives two more orders for \$1.6 & \$1.9 Million

April 20th, 2010 - Daniels Electronics Ltd., announced it has received two more large orders worth \$1.6 & \$1.9 Million respectively with US government agencies for the supply of digital public safety radios using its latest generation of firmware based digital radio technology. These orders for Daniels MT-4E P25 Digital Radio Repeaters, will be used by the US government agencies to replace older radio systems to ensure compliance with the FCC narrow banding mandates.

Daniels Electronics completes Factory Acceptance Testing of 2nd order from Philippines Electric Utility

March 18th, 2010: Daniels Electronics Ltd., and its Filipino Joint Venture Agreement (JVA) partner Okuda Sangyo Philippines announced they have successfully received sign-off on factory acceptance testing of the 2nd order of radio repeaters for the National Grid Corporation of the Philippines (NGCP). The National Grid Corporation of the Philippines <http://www.ngcp.ph> is responsible for electrical transmission functions which include the planning, construction and centralized operation and maintenance of high-voltage transmission facilities, grid interconnections and ancillary services.



Representatives of NGCP were in Victoria conducting product training and factory acceptance tests, prior to deployment of the radio network into the Philippines. These radios will be used in the modernization, upgrading and expansion of NGCP's private radio network, in support of day to day operations and maintenance of transmission facilities across the power grid's nationwide network.

Daniels Electronics celebrates its 60th anniversary in 2010

Daniels Electronics was officially incorporated on December 9th, 1950. In 2010 we are celebrating our 60th anniversary. To read more about the history of Daniels electronics visit the history page of our website <http://www.danelec.com/company/history/> . If you would like to send a congratulatory message to Terry and Ron Daniels please address your comments to editor@danelec.com .



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Surveillance and Undercover repeater application

In previous newsletters Daniels has shared with you the development of two new transportable repeaters (the ET-5 Tactical Repeater and the ET-6 Stealth Repeater / Base Station) that were specifically developed to address the need for P25 encrypted communications during undercover and surveillance operations. Two years ago Daniels learnt through the Bureau of Alcohol, Tobacco and Firearms www.atf.gov well as the FBI www.fbi.gov that compact battery powered P25 encrypted repeaters did not exist and as such there was a market opportunity for Daniels to develop such a product. Daniels did in fact respond to this opportunity with custom developed products to meet the needs of the ATF - the ET-5 Tactical Repeater and the FBI - The ET-6 30 Watt Stealth Base Station / Repeater (shown below).

Need to be heard but not seen?
Daniels Stealth Repeater is the answer.

DANIELS™ ELECTRONICS LTD.
www.danelec.com
800.664.4056 or 250.382.8269
sales@danelec.com

Daniels' family of transportable repeaters is the choice of public safety agencies for P25 two way radio communications. Lightweight, waterproof and rugged.

- > Long operational battery life
- > Rapid deployment
- > Full P25 encryption
- > Stealth & tactical packaging
- > Support all frequency bands - crossbanding



These repeaters address three distinct market requirements:

- A need for P25 encrypted communications during an undercover operation. In this instance an officer is wearing a low power body wire microphone and requires an unobtrusive repeater nearby to facilitate communications to the support team.
- A need for P25 encrypted communications during a surveillance operation. In this instance an officer (sniper or forward observer) requires an unobtrusive repeater nearby to facilitate communications to the support team.
- A need for P25 encrypted communications during a surveillance operation. In this instance it is desired that the agency be able to bring a P25 encrypted repeater into a public location (hotel or convention center lobby) and have it appear to be a briefcase or suitcase with no external indicators that it is otherwise. Once in a closed location it can be opened for operation and left.



Application notes for the ET-4, ET-5 and ET-6 are available on the Daniels website <http://www.danelec.com/products/hardware/cases.asp> as well as product literature <http://www.danelec.com/library/english/brochures.asp> and a new Transportable Repeater planning guide <http://www.danelec.com/pdfs/MKT%20117%20Transportable%20Repeater%20Guide%20V3.0.pdf>

To learn more please contact the Daniels Electronics sales team at sales@danelec.com.



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New Product Releases

Newsletter Feedback

If you wish to unsubscribe from our newsletter, please email the editor@danelec.com.

Comments on desired enhancements or additions are welcome and can be forwarded to the editor@danelec.com.

30 Watt ET-6 Stealth Repeater / Base Station

For agencies that require compact P25 repeaters supporting transparent encryption in VHF or UHF bands, the new ET-6 Stealth Repeater / Base Station provides a compact 30 Watt repeater/base station that is unobtrusive. The Daniels Electronics ET-6 30 Watt Stealth Repeater / Base Station is specifically designed to meet the needs of surveillance operations where covert radio communications and rapid deployment are vital. The system can be configured as a repeater, a base station or a repeater/base station combination.

The Daniels ET-6 Stealth Repeater / Base Station is a larger version of the Daniels ET-5 Tactical Repeater. Key Features of the ET-6 include:

- Adheres to the P25 standards TIA-102 and TIA-603-C
- Available in VHF or UHF frequencies
- Transparent passing of P25 encryption (e.g. AES or DES-OFB)
- No double vocoding of the P25 signal
- True end-to-end digital integrity
- Runs on 110V AC or (external) rechargeable batteries
- Available with 30 Watts of RF output power
- Weighs only 28 lbs (13 kgs)
- Compact case 18" x 13" x 6" (46 x 34 x 16.5 cm)
- Available with integral 4.5 MHz duplexer – VHF or UHF
- Internal AC power supply with float charger for external battery connections
- Tactical headset for base station operations
- Quick-Swap Duplexers - The ET-6 provides swappable duplexer modules that easily allow a user or technician to change the operating channel of the repeater in the field by quickly swapping out the internal duplexer. An optional antenna relay kit may also be installed



instead of a duplexer.

- Flexible Control Panel - The ET-6 provides a simple, yet flexible, control interface that allows for a number of options for every possible situation you can encounter in the field (shown below).



Controls include:

- Speaker On/Off and Volume
- TX/RX Channel Selector Switch
- Encryption Enable/Disable Switch and "Clear Keys" Button
- Auxiliary Connector providing access to Balanced Audio, PTT, COR and Channel Select Lines
- System On/Off Switch
- Power, TX Activity and RX Activity LEDs

To learn more please refer to our website <http://www.danelec.com/products/hardware/cases.asp> or contact Daniels - sales@danelec.com.

Three New Frequency Bands - 380 MHz, 430 MHz and 700 MHz



Daniels Electronics is now offering new versions of its MT-4E radios operating in the:

- 380 - 406 MHz Band
- 430 - 450 MHz Band
- 768 - 806 MHz Band FCC Identifier – H4JUT – 4E850

The MT-4E radio is a high performance, low current FM radio capable of P25 digital or analog operation in 12.5 kHz channels. P25 operation is supported via a purchasable P25 firmware option and secure mode operation is available via optional encryption modules. For full details visit the Daniels website: <http://www.danelec.com/products/rfmodules>.



The MT-4E modules provide:

- Software programmable
- 8 Watt RF output (3 Watts @ 700 MHz)
- USB plug for programming and firmware upgrades
- Purchasable firmware upgrade from analog to P25 digital now or in the future
- Used for Repeater or Base Station applications
- Optional AES or DES compliant encryption modules

P25 Digital Fixed Station Interface (DFSI) support via the UIC

Further to announcements made earlier this year, Daniels has successfully interfaced its Digital Fixed Station Interface (DFSI) with the Avtec, Zetron and Telex P25 consoles. The DFSI interface works with the Avtec www.avtecinc.com Scout™ dispatch console, the Zetron www.zetron.com ACOM Advanced Communication Console System and the Telex www.telex.com C-Soft console.



The Daniels digital Universal Interface card (UIC) (shown to the right), provides the P25 DFSI connection via Ethernet from the Daniels radio system to other LMR subsystems such as dispatch consoles. The Ethernet Universal interface provides the P25 encoded (and optionally encrypted) digital audio signal directly to the console as well as a comprehensive suite of control signals. This allows the dispatch console to see and manage all information associated with a call in an IP format, including Unit and Emergency IDs.

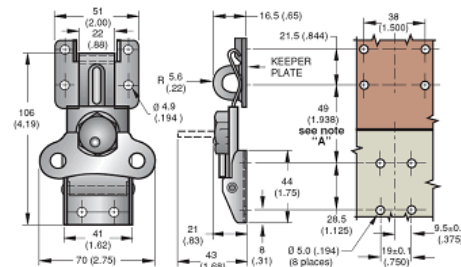
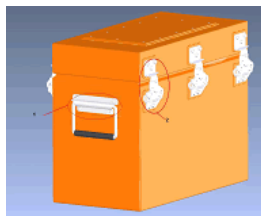
Recently Daniels also announced the development of an enhancement to its existing pre FSI release that supports the Unit ID and Emergency Bit for non P25 FSI interfaces. To learn more please refer to our website <http://www.danelec.com/products/software/uic.asp> or contact Daniels - sales@danelec.com.

Daniels P25 repeaters now offer P25 encryption with FIPS 140-2 Certification

The Daniels P25 base station now offers P25 encryption (AES and DES-OFB) that has been certified in accordance with FIPS 140-2. <http://csrc.nist.gov/groups/STM/cmvp/documents/140-1/1401val2010.htm>

ET-3 available with Padlock Fasteners

Daniels has recently enhanced its ET-3 weatherproof transportable case to include padlock fasteners enabling the case to be locked or chained to a fixed structure. As shown in the drawings below all new ET-3s sold will be equipped with new fasteners that contain a latch through which a padlock or chain can be passed to secure the case from unauthorized opening or removal. Unfortunately, Daniels will be unable to provide a retrofit kit for existing ET-3s.



100 Amp Hour Battery Kit

Daniels offers two battery backup cases to provide additional battery backup to that offered in the case (ET-4 and ET-5). Shown below right is the existing 35 AH external battery with interconnect cable that is available for all transportable cases. This allows approximately 36 hours of operation.



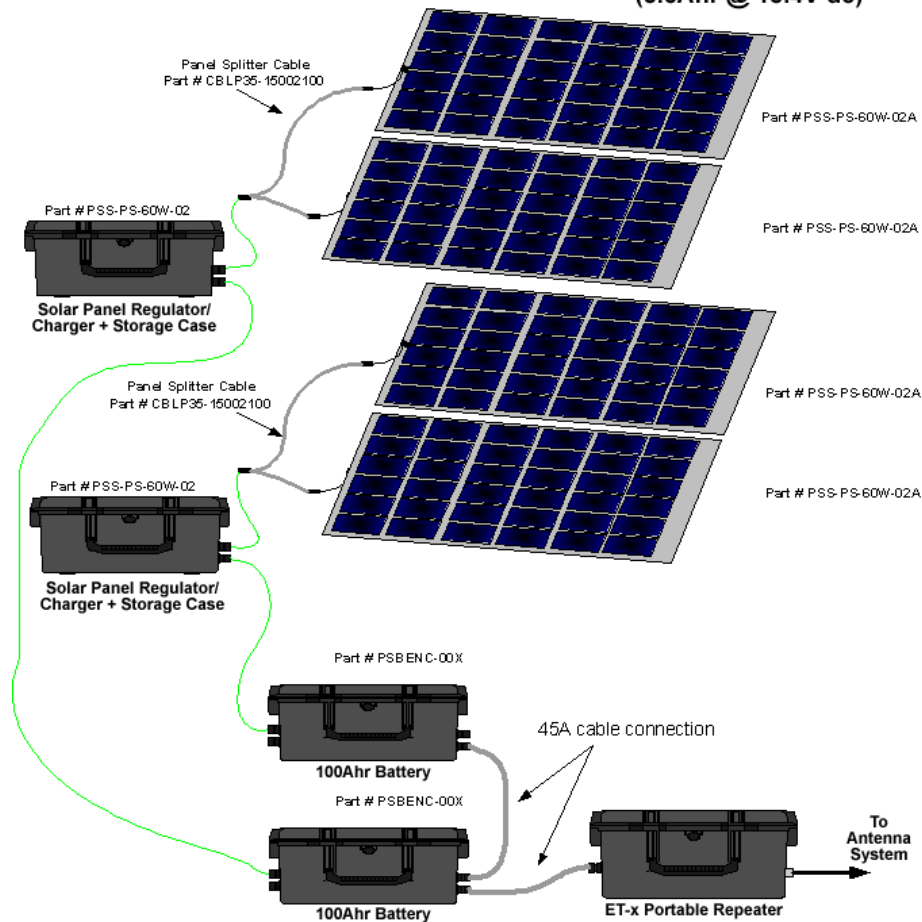
For higher current drain applications (ET-1) or longer battery backup, Daniels has also developed a 100 AH external battery kit as shown above left that interconnects to all transportable cases. This allows approximately 110 hours of operation. The 100 AH battery kit includes protective circuit breakers and a bus bar. As shown on the next page the Daniels battery design enables parallel batteries and solar panels for longer operation.

	100 AH Battery Kit		35 AH Battery Case	
Length	22"	56 cm	11.5"	29 cm
Width	14"	35 cm	10.5"	27 cm
Height	9"	23 cm	7.5"	19 cm
Weight	55 lbs	25 kgs	29 lbs	13 kgs

PORTABLE REPEATER WITH 100Ahr BATTERY HIGH CURRENT CONNECTIONS

Connection Diagram:

Each Panel = 60W
(3.6Ahr @ 15.4V dc)



To learn more about Daniels transportable radio repeater solutions or other communications requirements, please contact the Daniels Electronics sales team.

P25 Trunking Enhancements

During IWCE last month Daniels showed its latest enhancements to the P25 Single Site Trunking product it launched in 2009. As illustrated in the photo to the right the Standalone P25 Trunked system now features:

- Redundant Trunking Controllers
- UPS backup for the Trunking Controllers
- Each Radio Channel configured on an individual shelf with its own power supply for increased reliability
- RF power Monitoring for control channel switchover
- Now available in 700 or 800 MHz bands as well as VHF, UHF and T-Band.



Daniels interfaces to Trident Micro Systems Passport & LTR Trunking Controllers



Daniels Electronics Ltd., and Trident Micro Systems, <http://www.tridentms.com/>, recently announced the successful completion of interoperability testing between the Daniels MT-4E radio and the Trident Passport and LTR trunking controllers with Mobile Data

support. Daniels in conjunction with Trident Microsystems has validated that the MT-4E radio will support LTR and Passport trunking in conjunction with the Trident Micro System controllers including the Raider/Raider II, Marauder, Xtreme and Xtend Trunking controllers. These unique controllers also support Mobile Data applications such Automatic Vehicle Location (AVL) and text messaging.



New Maintenance Procedures for the Aeroflex IFR 3920 and IFR 3500 series test sets

Daniels Electronics has just completed maintenance procedures for testing and tuning Daniels MT-4E radio systems with the Aeroflex IFR 3920 and IFR 3500 series radio test sets. These maintenance procedures will complement our existing procedures for the Aeroflex IFR 2975, IFR 1200 and IFR COM-120 that were previously available. The maintenance procedures for the Aeroflex IFR 3920 and IFR 3500 also include downloadable setup files that can be loaded into the Aeroflex test sets to make the testing process easier. The maintenance procedures and setup files can be found as Appendix C and D to the Maintenance Guide on the Daniels website at:

http://www.danelec.com/support/training/training_dl.asp

<http://www.danelec.com/library/english/whitepapers.asp>

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New Product Literature

Daniels has an extensive library of marketing and technical literature available on our website: <http://www.danelec.com/library/english/>. The following new documents are available on the website:

Document	Image	URL
Transportable Planning Guide		http://www.danelec.com/pdfs/MKT%20117%20Transportable%20Repeater%20Guide%20V3.0.pdf
ET-5 Tactical Repeater		http://www.danelec.com/pdfs/MKT%20118%202010%20Transportable%20Repeater%20Updates%20V1.1.pdf
ET-6 Stealth Base Station / Repeater		http://www.danelec.com/pdfs/MKT%20118%202010%20Transportable%20Repeater%20Updates%20V1.1.pdf
Solar Panel		http://www.danelec.com/pdfs/MKT%20118%202010%20Transportable%20Repeater%20Updates%20V1.1.pdf
100 AH Battery Kit		http://www.danelec.com/pdfs/MKT%20118%202010%20Transportable%20Repeater%20Updates%20V1.1.pdf

Any of the marketing brochures, application notes, service bulletins or white papers are available for

downloading from the above URL.

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Upcoming Events

2010 Tradeshows

Daniels in conjunction with its regional sales representatives and authorized dealers will be participating at the upcoming industry events in 2010:

Dates	Logo	Tradeshow	Location	Web
May 23-26		UTC Telecom	Indianapolis	http://www.utctelecom2010.utc.org
June 16-18		Global Paging Convention	Charleston	http://www.pagingcarriers.org/2005wc/wireless_forum.asp
Aug 1-5		APCO	Houston	http://www.apco2010.org
Aug 7-13		NATIA	Grapevine, Texas	http://www.natia.org/i4a/pages/index.cfm?pageid=1
Aug 24-28		International Association of Fire Chiefs	Chicago	http://s36.a2zinc.net/clients/IAFC/fri10/public/MainHall.aspx?ID=296&sortMenu=101000
Nov 15 -18		APCO Canada	Vancouver	http://www.apcocanadaconference.ca/

Free Pass to UTC

Daniels is offering a free pass to the exhibits at UTC Expo in Indianapolis May 23 - 25. Please accept with our compliments the attached admission card. We look forward to seeing you this May in Indianapolis - Booth 632.

THE PREMIER TECHNOLOGY EVENT OF THE YEAR

For Critical Infrastructure Telecom and IT Professionals

UTC EXPO 2010



INDIANAPOLIS

Even if you can't attend the full UTC TELECOM 2010 program, you can't afford to miss UTC EXPO 2010 — the critical infrastructure communications solutions center!

This pass is valid for **UTC EXPO 2010 ONLY** and does not include admission into pre-conference tutorials, educational sessions or networking events outside of UTC EXPO 2010. If you would like to register for the entire conference, contact us at **202.833.6812** or visit www.UTCTELECOM2010.utc.org.

A "must attend" event for critical infrastructure telecom and IT professionals, including:

CEOs; CIOs; CTOs; General Managers; VPs; Directors and Managers of Telecom, IT, Call Centers, Customer Service, Marketing, Frequency Coordination, Asset Management, Strategy, Security and Smart Grids; Communication Engineers and Technicians; and MORE!

UTC EXPO 2010 Dates & Times:

SUNDAY, MAY 23, 2010
4:30 p.m. – 7:00 p.m.

MONDAY, MAY 24, 2010
11:30 a.m. – 4:15 p.m.

TUESDAY, MAY 25, 2010
10:15 a.m. – 1:15 p.m.

FREE ADMISSION* TO UTC EXPO 2010 WITH THIS PASS!

ON OR BEFORE MAY 3, 2010. Avoid any on-site delays by completing this form and mailing or faxing it to: UTC REGISTRATION, 1901 Pennsylvania Ave., NW, Fifth Floor, Washington, DC 20006, FAX: 202.833.6812.

AFTER MAY 3, 2010: Complete this form and bring it to the registration counter at UTC EXPO 2010 at the Indiana Convention Center in Indianapolis, IN.

REGISTRATION INFORMATION:

To validate this pass, you must complete all requested information.

PLEASE PRINT

NAME	_____
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Check all that apply:

I am with a utility that provides:

- Electric Water Gas
 Combination Other

I am responsible for:

- Making the Final Decision Determining the Budget
 Recommending Vendors Influencing the Final Decision

For complete conference information, call 202.833.6812 or visit www.UTCTELECOM2010.utc.org.