

CODAN
RADIO COMMUNICATIONS

DANIELS
ELECTRONICS LTD.

100 years of proud history, innovation & communication

LEGENDARY RELIABLE RUGGED INTEROPERABLE

www.codanradio.com | www.danelec.com

CUSTOMER NEWSLETTER WINTER 2013

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Product Announcements

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Daniels Electronics is now Codan Radio Communications

On August 7th, 2012 - Codan Limited (ASX: "CDA") announced the acquisition of Daniels Electronics Limited, a leading designer, manufacturer and supplier of land mobile radio communications (LMR) solutions in North America. The acquisition of Daniels delivers on Codan's stated strategy of growing market share and diversifying its radio communications product offering. Codan Limited designs, manufactures and markets a diversified range of high value added electronic products, with three key business divisions; radio communications, metal detection and mining technology.

"The acquisition of Daniels begins a transition for Codan Radio Communications beyond solely HF systems to a communications solutions provider. Daniels provides the opportunity to enter the LMR market with a competitive and established product line" says Kevin Kane, president and general manager, Codan Radio Communications Division.

Daniels offers a broad range of land mobile radio communications used by specialised market segments, such as public safety, which require high performance and high reliability private communications networks. Key clients include fire services organisations, police, ambulance and other emergency service providers, military, forestry organisations, highways and mining and exploration companies. Daniels has an extensive distribution network and a strong public and private client base, predominantly located in Canada and the United States. The business offers a catalogue of differentiated products which focus on power efficient infrastructure solutions, which are well suited to the needs of customers in the emerging world.

With over 60 years of history and innovation in the radio communications market, the integration of Daniels into the Codan Radio Communications Division provides Codan with an established North American market and the opportunity to bring Daniels' product offerings to Codan's global distribution networks, especially in the emerging world. "Land Mobile Radio is an outstanding complement to Codan's existing product line, distribution network and customer base. Many of Codan's customers already require solutions in addition to HF products, and most of our existing distributors are already active in the LMR market. Daniels' value proposition of interoperability and low power consumption technology is ideal for emerging international markets" said Kane.

Codan Radio Communications

Codan Limited designs, manufactures and markets a diversified range of high value added electronics products for global government, business, aid, humanitarian, and sophisticated consumer

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Fax: 1-877-750-0004

www.codanradio.com/lmr



markets. For over 50 years the company has earned a reputation for unsurpassed quality and customer service in the most demanding environments on earth. Founded in 1959 in South Australia, Codan is a globally active company that employs 500 employees worldwide. Codan's products are sold into more than 150 countries with exports representing approximately 90% of revenues. For fiscal 2012 the company reported annual revenues of \$179.4M. Core products are radio communications systems, metal detectors and mining technology solutions.

Codan Radio Communications designs and builds premium High Frequency (HF) radio communications equipment for humanitarian, security and protection applications. Codan Radio Communications excels in customer service and support throughout the world via a network of dealers, distributors and agents. For more information about the Codan Radio Communications Division, visit: www.codanradio.com

Daniels Electronics is rebranding to Codan Radio Communications

As a result of the acquisition, Daniels Electronics is rebranding itself to be a part of Codan Radio Communications. We will continue to offer the same great service and products that you have known for the past 60 years and the people and products will remain the same.

- Our existing North American contracts are unchanged since we will continue to be a Canadian company called Daniels Electronics Ltd doing business as (dba) Codan Radio Communications.
- As we change the brand you will notice the ads (shown to the right) are now Codan
- Our website will redirect from www.danelec.com to www.codanradio.com/lmr
- Our emails are also redirecting from "first_last@danelec.com" to "first.last@codanradio.com".
- sales@danelec.com is redirecting to lmrsales@codanradio.com
- In the coming months the product literature and products will also be changing their brand.

Gerry Wight - Vice President and General Manager - NA & LMR Sales

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CODAN RADIO COMMUNICATIONS
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Please note, Daniels Electronics has recently been acquired by Codan Limited. Daniels has transitioned to operating as Codan Radio Communications and will change its branding accordingly.

Effective immediately my new email address has changed to gerry.wight@codanradio.com

EC **CODAN**
RADIO COMMUNICATIONS
www.codanradio.com



Need to be heard but not seen?

Extend your coverage range for undercover applications with Daniels stealth transportable repeaters.

Daniels family of transportable repeaters is the choice of public safety agencies for two-way radio communication.

- > Lightweight, weatherproof & rugged
- > Long operational battery life
- > Rapid deployment
- > Full P25 encryption
- > Stealth & tactical packaging

DANIELS
 ELECTRONICS LTD.
www.danelec.com
 800.664.4066 or 250.382.8268
sales@danelec.com

With a combined history of over 100 years and a shared culture of innovation and excellence, we're confident you'll enjoy the benefits as our two legendary companies become one.

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Product News

The following HF products are now available in North America via the Daniels Electronics Sales Representatives and Authorized Dealers.

NGT

The NGT ASR is a complete solution to your advanced system needs, and is ideal for disaster relief and homeland security. While incorporating superb features like Easitalk®, advanced calling capabilities, and an innovative handset, the NGT ASR is JITC-certified, US FCC and NTIA approved, and complies with MIL-STD-188-141B ALE interoperability. An extensive range of options including ALE, voice encryption, and GPS are available.



<http://www.codanradio.com/product/ngt-asr-advanced-systems/>

Manpack

Codan's 2110 Manpack transceiver is the ideal solution for your portable long distance HF voice and data communications needs. It combines voice with additional data interface capabilities and interoperability with military transceivers. We've gone to great lengths to ensure our manpacks are extremely light, rugged, comfortable to carry, and packed with easy to use features. They are ideal for all types of terrain and weather conditions. With a range of antennas, backpacks and battery types, the 2110 series can be configured to suit your application.



<http://www.codanradio.com/product/2110-transceiver/>

Envoy

In June of 2012 Codan Radio Communications, announced the launch of the Codan Envoy™, a software-defined HF radio platform. The Envoy provides the advantages of software-defined radio—the ability to add new capabilities to the radio through software upgrades—in an affordable commercial platform. The Codan Envoy is now the most advanced commercial HF radio in the world, and sets a new standard for HF radio. The Envoy provides customers the peace of mind of future upgradeability as a software-defined radio, combined with legendary Codan performance, reliability and support.



The Envoy provides users with advanced internal features such as automatic link establishment, encryption, high-speed data, GPS and IP interface. A true digital radio, the Envoy offers scalable solutions for mobile, deployed and base station requirements. The Envoy, with an icon-based user interface inspired by today's smartphones, incorporates an intuitive and simple to use, high resolution, colour, graphical user handset for radio operation and control.

<http://www.codanradio.com/product/envoy/>

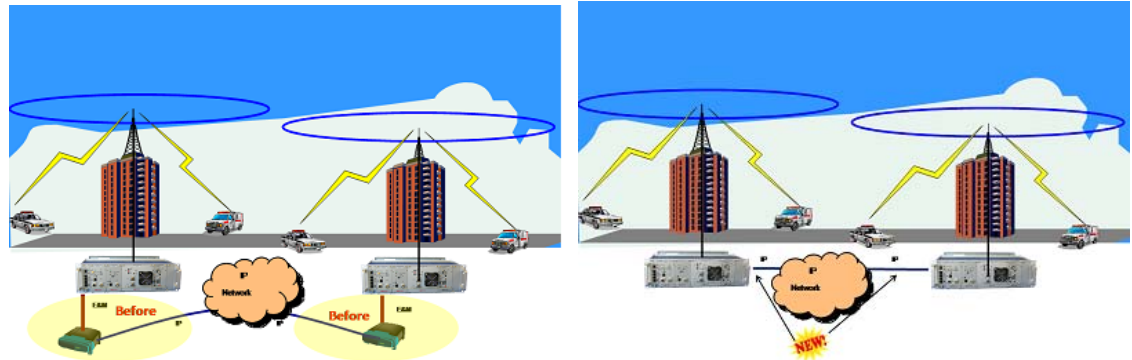
3 Year Warranty is now standard on all new products

As part of the integration of Daniels Electronics into Codan Radio communications, effective from

October 1, 2012, all new Daniels LMR products are now offered with a 3 year warranty standard to match the 3 year warranty Codan offers on its HF product line. Extended warranties for up to an additional 5 years are also available.

Codan P25 Digital Link Controller to be introduced at IWCE

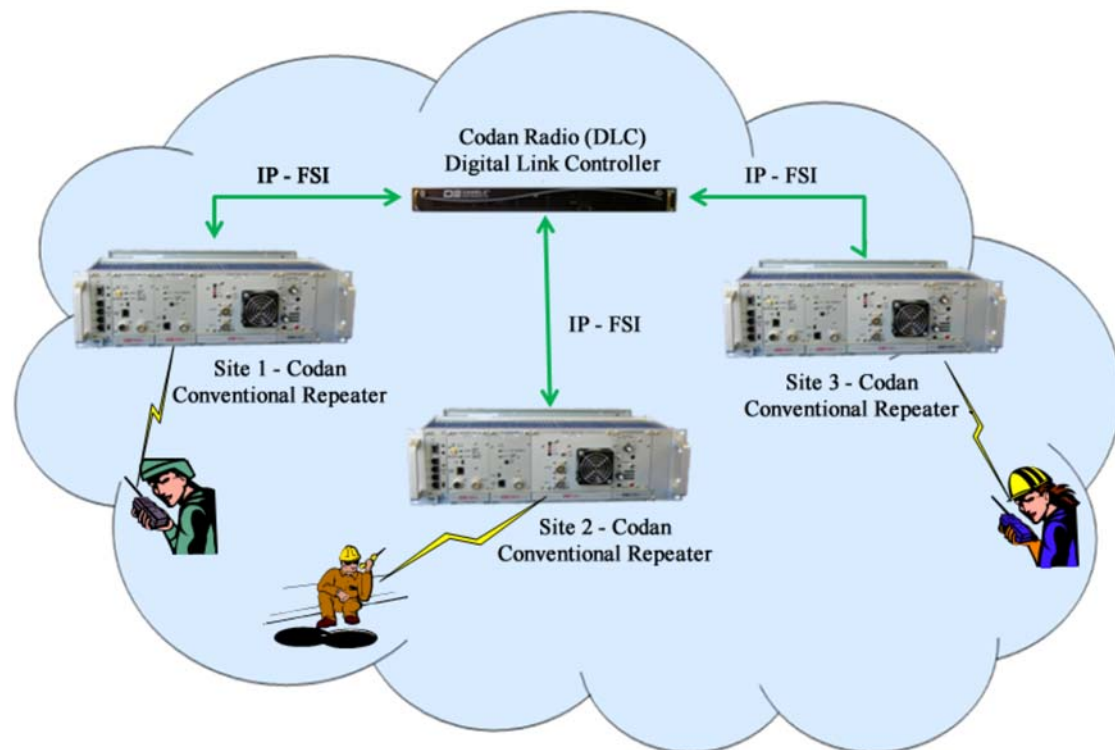
Codan Radio Communications has developed a Digital Linking Controller (DLC) to connect Codan repeaters together via IP into an all digital network. In the past, repeaters could only be linked together in an analog format using E&M circuits connected together via leased lines or microwave. More recently, products have been developed to convert E&M to IP enabling linking over an IP network but the connection was still analog with the resulting loss of: audio quality in the analog to digital (A/D) conversion, limited control signaling and no encryption.



Codan now offers an all digital IP solution called the DLC – Digital Linking Controller that overcomes the above problems by enabling Codan repeaters and Base Stations to be linked together in an all digital network via IP as shown in the diagram below.

The Codan solution is based on the P25 digital standard and uses the standard digital IP connection from a repeater / base station - P25 Digital Fixed Station Interface (FSI) protocol. This is available on any Codan base station with the addition of a Universal Interface Card (UIC). The Codan Digital Linking Controller (DLC) receives the digital audio and control signals from the radio via the FSI and then routes the call based on the P25 Network Access Code (NAC), Talk Group ID (TGID) or Unit ID. Encrypted calls are routed transparently. P25 supports mixed mode operation so the subscribers can be analog, digital or encrypted digital and all three modes are supported by the DLC.

From a standards perspective the system (shown to the right) forms a RFSS - RF Subsystem. A future release will enable linking RFSS's together via the Inter Sub System Interface (ISSI).



Inventory Sale

Codan is offering a one time inventory sale on:

- The Codan Black ET-3 case is a rugged, pressurized, waterproof, aluminum 19" transportable case accommodating one subrack. It features spring retracted handles, smooth latches, a pressure-relief valve and a desiccant. Any standard 19" Codan subrack can be mounted inside. In addition to the space for a 3U high subrack, the transportable has a 2U space free for optional modules. The lid has a steel plate to magnetically mount an antenna. Current list price for the ET-3-03-05 is \$3,025 US. Special promotional price is \$1,500 US. Act now as quantities are limited.
- The Daniels Redundant Switch is a 1U high, 19" rack mountable unit that facilitates automatic or remote user-controlled switching from a main to a backup radio system. The switching can be controlled manually via wireline or a received DTMF tone. Alternatively, the Redundant Switch can be set up for automatic switchover via the use of various alarm modules such as the Daniels Power Monitors. Current list price for the CI-RSWITCH-0 is \$2 215 US. Special promotional price is \$1,250 US. Act now as quantities are limited.



- Chatsworth Rack – Black – The Codan ES-4-D90-02 Black 7' 6" rack is on sale. Current list price for the ES-4-D90-02 is \$1,633 US. Special promotional price is \$750 US. Act now as quantities are limited.



ISO Recertification













Codan Radio Communications LMR facility in Victoria, BC (formerly Daniels Electronics Ltd) is

pleased to announce that it has been recertified in its compliance with the quality management system ISO 9001:2008 effective October 2012.

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Upcoming Events

Daniels in conjunction with its regional sales representatives and authorized dealers will be participating at the upcoming industry events in 2013:

Dates	Logo	Tradeshow	Location	Web
February 17 - 21		IDEX 2013	Abu Dhabi, UAE	http://www.idexuae.ae/
March 12 - 14		APCO Australasia	Adelaide, Australia	http://www.apcoast.com.au/
March 13 - 14		IWCE	Las Vegas, Nevada	http://www.iwceexpo.com/iwce2013/
March 25 - 27		DIHAD	Dubai, UAE	http://www.dihad.org/
April 9 - 12		LAAD Defence & Security	Rio De Janeiro, Brazil	http://laadexpo.com.br/english/
April 22 - 27		Fire Department Instructors Conference	Indianapolis, Indiana	http://www.fdic.com/index.html
May 15 - 17		UTC Telecom	Houston, Texas	http://utc.org/sites/UTCTELECOM2013/
May 29 - 31		Critical Messaging Convention	Washington, DC	http://www.criticalmessagingassociation.org/
June 18 - 21		CommunicAsia 2013	Singapore	http://www.communicasia.com/
July 13 - 19		NATIA	Memphis, TN	http://www.natia.org/i4a/pages/index.cfm?pageid=1
August 18 - 21		APCO International	Anaheim, CA	http://www.apco2013.org
November 4 - 7		APCO Canada	Ottawa, ON	http://www.apco.ca/conferences_e.html

See Codan's P25 ISSI & FSI Demo at IWCE

Codan invites you to visit us at IWCE in Las Vegas on March 13. We will be exhibiting in booth # 2743. At IWCE 2013 we will be showing:

- P25 Multi-site trunked solution supporting the Inter Sub System Interface (ISSI).
- ISSI Digital Link Controller (see above)
- Live demonstration of FSI with console vendors
- Live demonstration of ISSI with console vendors

Free Exhibit Pass to IWCE

Codan is offering a free pass to the exhibits at IWCE. To access the pass register online at the following IWCE URL:

https://www.compusystems.com/servlet/ar?evt_uid=544

then enter in Customer Code 'V2'. This will provide a free pass into the exhibits. (\$75 value)



EXHIBIT HALL GUEST PASS

IWCE
INTERNATIONAL WIRELESS COMMUNICATIONS EXPO
Conference: March 11-15, 2013
Exhibits: March 13-14, 2013
Las Vegas Convention Center
Las Vegas, NV

Presented by URGENT Communications Inc. Organized by Penton

The technology world is changing rapidly – altering the way we communicate, live and work. Join over 7,500 of your peers to network, explore and discover the latest solutions for effective and efficient communications systems. This is the most-attend, industry event of the year!

Come to IWCE and tour over 330 top manufacturers showcasing the latest in communications technology.

- 1 Land Mobile Radio Systems
- 1 Scanner and Accessories
- 1 Project EE Equipment
- 1 Dispatch Equipment
- 1 Communications Systems
- 1 Headsets/Microphones
- 1 Accessories
- 1 Tower/Site Equipment
- 1 Infrastructure
- 1 RF Test Equipment
- 1 Interoperability Solutions
- 1 Training Equipment
- 1 MRF
- 1 Microwave Equipment
- 1 Wireless Broadband
- 1 IP/NGN/IMS/Next
- 1 Classical Core
- 1 Network & Systems
- 1 Mobile Data/Mobile Computing
- 1 VoIP/IMS/NGN/11
- 1 Long Term Evolution (LTE)
- 1 Switching Equipment
- 1 Interconnect Equipment
- 1 Fiber Optics
- 1 Tower Siting & Equipment
- 1 Intelligent Pads
- 1 Core Network Equipment
- 1 WLAN
- 1 RF Design/Components
- 1 Fiber Optics/Telephone Systems
- 1 TETRA
- 1 Unified Communications
- 1 Cellular PCS/Push-to-Talk
- 1 Remote Terminal Communication
- 1 RF Identifier (RFID)
- 1 Network/Cloud/NGN/IMS
- 1 Technology
- 1 Integration
- 1 Security/ITD
- 1 And so much more!

Activate your FREE guest pass today!
Visit iwceexpo.com/register and use customer code V2



Why is IWCE the must-attend, industry event of the year?

IWCE is the only event dedicated to serving the entire, diverse group of communications technology professionals from government, public safety, transportation, utilities and other enterprises. And our exhibit hall is packed with leading-edge, industry info you need to know... Uncover the latest communications solutions and the coolest new technologies to implement them!

Exhibit Hall Hours:
Wednesday, March 13
10:00 am - 6:00 pm
Networking Reception
5:00 pm - 6:00 pm
Thursday, March 14
12:00 pm - 5:00 pm

330+ exhibitors
7,500+ communications technology professionals
conference sessions

A year's worth of product research and interaction packed into 2 days

Attend free sessions plus other educational opportunities throughout the week

Network and connect with colleagues from around the world

Improve your job search at the on-site job fair

80% of IWCE 2012 attendees believe the show was valuable in terms of gathering new product/industry information*

80% said they would recommend IWCE to industry colleagues*

*Source: 2012 Attendee Survey

Register FREE with this code
Secure your seat at IWCE 2013 now and stay on top of your industry. Visit www.iwceexpo.com/register

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iwceexpo.com    

Visit us at Booth 2743

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Product Support and Service

In December 2004, Daniels Electronics announced the end of manufacture of the MT-3 Crystal receiver product line

http://www.danelec.com/pdfs/General_%20Discon.PDF

Now 8 years later, we regret to advise you that we are no longer able to service or support the following crystal based products and will not authorize material returns (RMAs) for these items:

Part Number	Type	Description
UR-3/420-CN0200 MT-3 FM Receiver	Crystal	UHF 406-430 MHz
UR-3/420-CW0200 MT-3 FM Receiver	Crystal	UHF 406-430 MHz
UR-3/460-CN0200 MT-3 FM Receiver	Crystal	UHF 450-470 MHz
UR-3/460-CW0200 MT-3 FM Receiver	Crystal	UHF 450-470 MHz

UT-3/420-CXOX00 MT-3 FM Transmitter	Crystal	UHF 406-430 MHz
UT-3/460-CXCX00 MT-3 FM Transmitter	Crystal	UHF 450-470 MHz
VR-3/140-CNO200 MT-3 FM Receiver	Crystal	VHF 132-150 MHz
VR-3/140-CW0200 MT-3 FM Receiver	Crystal	VHF 132-150 MHz
VR-3/160-CNO200 MT-3 FM Receiver	Crystal	VHF 150-174 MHz
VR-3/160-CW0200 MT-3 FM Receiver	Crystal	VHF 150-174 MHz
VT-3/140-CXOX00 MT-3 FM Transmitter	Crystal	VHF 132-150 MHz
VT-3/160-CXOX00 MT-3 FM Transmitter	Crystal	VHF 150-174 MHz
VR-3A130-CY0200 MT-3 AM Receiver	Crystal	VHF 118-138 MHz
VT-3A130-CY0400 MT-3 AM Transmitter	Crystal	VHF 118-138 MHz

Daniels has low current synthesized receiver replacement products for the above modules to ensure continued support to all customers. Each of the replacement products provides comparable functionality and good value in a current product. For more information on any of these products visit:

<http://www.danelec.com/products/>

or contact the Sales Department at Codan Radio lmrsales@codanradio.com to determine viable alternatives.

Training Courses

The Daniels training department has the following training courses planned:

May 7, 2013 **[Radio System Basics and RF Fundamentals Course](#)**
May 8 & 9, 2013 **[MT-4E Analog and P25 Digital Radio Systems Course](#)**
Hampton Inn & Suites
Halifax – Dartmouth Crossing
NS, Canada

Please contact Codan Training Section at training@codanradio or 1-800-664-4066 for more information or to reserve your seat. If you know someone who might be interested in this course please pass this invitation on to them.