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Dealer Proves Value of Icom P25 Products Demo Repeater Allows Customers to Test Radios

Gary Bendy, owner of Tekk Comm Communications in Franklinville, New Jersey, is proving to his customers that P25 equipment isn't only required – it's also of superior quality, particularly Icom products.

That's why his company has installed P25 repeaters in a 512-foot tower that work with digital and analog signals, and put Icom radios in people's hands for testing.

"When we demo the equipment and switch from analog to digital, the digital channel is crystal clear – no hiss, no static, nothing," says Bendy. "The Icom P25 product line really speaks for itself. Icom is by far our biggest seller."

The repeaters were installed in February, says Dave Crowell, Tekk Comm's operations manager. Though they aren't Icom repeaters, the Icom radios are working just fine, proving interoperability, which is a big plus for public safety organizations who may need to work with more than one brand of radio.

"It also works with the emergency man down feature, which of course is of great interest to public safety people," says Crowell.



Icom's portable F60, mobile F521 only choice for Commonwealth of PA

The employees at Commonwealth Telephone in Pennsylvania are often out in the driving rain and stormy weather working on telephone lines. They need rugged radios, and when they called Slymock Safety Systems in Edwardsville, Pennsylvania last December, they needed them fast to spend a surprise end-of-year budget surplus.

Icom not only had the mobile F521s and rugged F60 portables that Commonwealth required, but Icom employees were also able to fill the order – for 180 mobiles and 60 portables – within three weeks, says dealership owner Frank Slymock.

"The way the whole deal went down was amazing," says Slymock. "I'm a small dealer, and new Icom dealer. I was impressed with how we created a chain of people to nail this down before Christmas."

Commonwealth had already placed the order, originally to be delivered in January and June, before the last-minute request to speed up the process came through. Icom managed to fill the order in time for Commonwealth to use up the extra money found in the company's end-of-year financial review.

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For People Who Make Smart Choices