



# THE COMMUNICATOR

MONTHLY PUBLICATION

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## TWO NEW MODELS IN THE 2000 SERIES

Radionics introduces 2 new additions to the 2000 series family of products. Meet the D2012U and D2412U. These new products will debut at the ISC East Conference and Exhibition, in New York City this August. In addition, the D2412U will be displayed in the SIA New Product showcase display, (see article on new product showcase).

Both products have exciting new benefits to Radionics dealers. The new controls are compatible with the current 2000 series accessories, but include:

- A full data interface using UPLINK™ Radio Transceiver with a flexible alarm processing control panel. (see article on UPLINK in June 1997 issue) .
- Larger Terminals and prewired battery leads
- New Enclosure (2803 for the D2012) with quick mount circuit board.



- Consistant programming
- D2012 includes routing features (previously only in the D2212).
- D2012 and D2412 both include the D169 two-way audio capabilities (previously only in the D2212).
- More power - D2012 has 500 mA auxiliary power, up from 350 mA in the D2112; the D2412 has a full 1000 mA (1 amp) power.
- Both the D2012 & D2412 work with the text keypads (previously only in the D2212).

More details will be available at the ISC East show at our booth #1501, and through are product "Roll-out" which is schedule to be mailed in August.



## EASIER WARRANTY DATE CODES - COMING SOON!

Starting next month, you will notice new date codes on many of our products. Eventually, all our products will change to YYWW format date code showing the year (YY) and week (WW) that the product was made. You'll find this code on all

products sold using Radionics' or Detection Systems' brand names. The old date codes showed the warranty expiration date (X YYWW) and dealers said this made it hard to figure out when the product was made. The new codes should make it

easier for dealers that offer service contracts of various lengths. As always, our Technical Support staff is eager to assist you with any further questions you may have regarding the new codes.



## NEW PRODUCT SHOW ENTRIES AT THE ISC EAST

Detection Systems and Radionics will both be displaying our products this year at the ISC East Exhibition and Conference in New York City. This show promises to be a great opportunity for you to spend time with us as we will proudly display DS products and Radionics products in a 30' x 40' booth space.

In addition to our display booth, we have entered two new and exciting products in the SIA New Product Showcase for both product brands.

Detection Systems which continues to lead the industry in its innovative motion and fire detectors has entered its expanded line of the DS280 Series Photoelectric smoke detector. The DS280 is the most advanced smoke detector for dust immunity on the market. Its single piece



design features our patented Chamber Check™ automatic sensitivity test which provides a visual indication if the detector is outside the factory calibrated specifications. This feature reduces service costs because an installer can visually test detectors to determine if they are properly calibrated or require attention. Some models feature a contamination relay output which can signal the central station to alert you to a service

requirement, which results in reducing false alarms.

There are 14 models available including: a 85 dB sounder, aux. Form "C" contacts, End-of-line module, trouble relay and with thermal heat detector (135° F). These smoke detectors are also available as Radionics brands (see article on page 3).



The Radionics product entry is the D2412U Control Communicator with UPLINK™ Full Data Interface. This panel is specifically designed to provide a full data interface using UPLINK™ Radio Transceiver with a flexible alarm processing control panel. (Refer to front page of the Communicator).

If you would like to obtain additional information regarding either one of these products, come to Booth #1501 at the ISC show. We are located near the main entrances. Look for our brand new ceiling sign "Detections Systems & Radionics, Inc." displayed prominently overhead. We will be happy to demonstrate both these products to you or answer any further questions you may have.



**See you in New York!**

## RADIONICS PRODUCTS UNAFFECTED BY THE YEAR 2000

In the May issue of the Communicator, we wrote an article on the affects that the year 2000 would have on Radionics products. To reiterate, Radionics has examined the current design of products (see list below) and find that none of our products are affected by the transition to the year 2000.

Most of our products contain no date specific processing or content of any kind. Some of our products contain time and/or date processing of some type. Here's the list of some of our more popular products that are unaffected:

- D2000 Series, D2071 DACT, D4112 and D6112 Control Communicators
- D8112 Series Control Communicators
- D7000/D9000 Series Control Communicators
- D6000 and D6500 Receiver
- RAM Remote Account Manager

For further information on these specific products, please refer to the May 1997 issue of the Communicator.



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## RADIONICS ANNOUNCES ORGANIZATIONAL CHANGES

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Detection Systems and Radionics is proud to announce the new positions of the following people:

Shelby Beard, formerly Radionics' Northeastern Area Sales Director, has been promoted to Vice President of Sales. Shelby newly appointed role will be to oversees the RegionaI Sales Personnel of both Radionics and Detection Systems, national sales, access control sales, the Sales Support Department, and the Training Department.

Drew Chernoy, previously Director of Product Marketing will now be the Director of Radionics and Detections Systems Marketing Departments. Drew has been with Radionics and the security

industry for over 18 years. Reporting to Drew will be the Marketing Communications Department, Technical Support and Order Processing. Drew is extremely knowledge in all aspects of his new responsibilities as he has previously performed in all parts of these departments.

Rich Ader, previously the Manager of Alternate Communication Product Marketing has been promoted to Director of Alternate Communications. Rich has also taken on the new responsibilities of the Safecom product line with Steve Orrell.

With these new organizational changes, we will now concentrate on providing reliable products and support to meet all of your needs.



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## INTELIHOME® ANNOUNCES GATEWAY THAT SUPPORTS RADIONICS D7000/D9000 SERIES PANELS

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InteliHome, Inc.® is a recognized leader in developing software to support integrated home electronic systems. Their Home Gateway Manager™ (HGM) software can communicate with Radionics' D7000/D9000 series security systems.

The HGM offers mode settings such as at bed time a single "Good Night" button can set lights, drapes, heating/air conditioning, and security to

night operation. In the morning the whole procedure can be reversed with a "Good Morning" button, or done automatically at a preset time.

"To satisfy consumer demand for a technology transparent system, we historically have been forced to tie disparate products together through a costly brute force integration process," says Michael Cogbill, president of Dallas-based

Intelihome. "Now, with the Home Gateway Manager, seamless integration can soon become a reality for the average homeowner at an affordable price."

To learn more about InteliHome and the HGM call Michael Cogbill at 214-528-6697, or visit their Web site at [www.intelihome.com](http://www.intelihome.com).



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## HOT NEW FIRE PRODUCTS

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We have new versions of the D263 and D273 smoke detectors, the D263TH and D273TH. In addition to reverse polarity sounders, aux relay outputs, EOL power supervision relays, and contaminated chamber outputs the 'TH' models incorporate a 135° F heat sensor.

Also newly available is the D266W which is a 12/24 volt photoelectric smoke with heat and works with the D261W base. Both these models are available in white



## WIN THE SALE...IN 18 MINUTES OR LESS!

It is no surprise to anyone in sales that your sales presentation skills can make...or break...your chances at closing the deal. Recent studies have shown that today's busy business owners and managers don't have a lot of extra time on their hands and getting them to spend that time listening to your sales pitch can be difficult. In fact, their attention span, on average, is only 18 minutes.

The most helpful hints that sales training professionals often give their students is to:

**1) Do your homework.** Be sure you know what's important to your buyer and what they need to know to make a buying decision. Point out the specific assets that this product will produce for their company. Always addressing specific needs to their company.

**2) Be Brief.** Don't bore the customer with too much detail, focus on the benefits and values. Don't assume that a product demo will solve everything.

**3) Ask for the Sale.** Don't assume that the customer will ask you to sell them your product just because you're there talking to them. You have to plan when and how you will ask for the sale.

**4) Be prepared for their questions.** Know the answers and know what options you're able to offer if they're not happy with your proposal.

**5) Be Confident.** Your positive attitude says a lot about you and your company. Past sales surveys show that buyers rank the salesperson's credibility as the number one factor affecting their purchase decision.

Preparation doesn't have to take a lot of time, but experience says that it is the best investment to win the sale!



## 2-WAY VOICE VERIFICATION - NOW FOR THE 2000 SERIES

The new D169 Voice Verification Module is a 2-way audio system that allows hands free speech between the premises and the monitoring center. The D169 has been manufactured to work with our 2000 series control panels; however, it will operate with most other panels too.

The D169 connects to the control (versions 2.53 or greater) with a 6 conductor cable (supplied) and is installed inside the enclosure. The RSM-12 remote speaker / microphone (1 supplied with the D169) can be

installed up to 300 feet away. The D169 connects to the phone line and can stay on the line after the control panel is finished sending signals to the receiver. This allows the central station operator to pick up the line and control the conversation with the premises using standard DTMF controls. The D169 has several modes, including Link, Callback, Auto-Sense or Qualifier mode. Additional microphones and speakers can be added. Refer to the installation instructions (#34105B) for additional details.

The D169 is compatible with Radionics D6500 receiver, version 8.00 or higher, and requires that the receiver be programmed for "Listen-In Accounts" so that the receiver does not hang up on the account immediately after the alarm message is received.

Contact your regional sales manager or technical support for any sales or application questions that you may have on this exciting new product.



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## D7024 FIRE CONTROL SCHEDULED FOR RELEASE

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The D7024 Conventional Fire Alarm Panel is a control/communicator that supports four Class B detector zones, expandable to eight. Each detector zone supports up to 20 two-wire smoke detectors, or any number of four-wire detectors (depending on available power). The system includes:

- Up to 64 programmable relay outputs
- Built in controller with LCD display (programmable for custom text annunciation)
- Two notification appliance circuits on board
- Internal 24 V DC, 4 amp power supply
- System programming locally through built-in controller or remote fire system controller

- 100 event Activity Logger
- Built in dual line telco communicator
- Supports up to four remote fire command centers
- Option bus provides serial data interface for fire alarm accessories
- UL Listed

Sixteen Personal Identification Numbers are available for access control. Each number can be assigned an authority level to limit the system control functions that can be accessed. The D7024 enclosure has space for additional accessory modules and two D1218 12-volt, 17 Ah batteries, or two D126 12-volt, 7 Ah batteries.



The release date for D7024 is set for July 15, 1997. A mailer will be sent to you with the official "Roll-out" material. Included in each envelope will be literature material giving you all the material you will need to be informed about this product. The "roll-out" is expected to be sent around mid-July.



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## C801 AND C802 WILL DISAPPEAR SOON!

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We are quickly running out of stock of the C801 and C802. Once the units in stock are gone, we will be unable to supply you with this product. We anticipate our stock to be consumed this August.



Our OEM supplier of this patented product is no longer willing to manufacture them. We are looking into the possibility of taking over the manufacture of the C801 and C802. If this turns out to be possible, we will have them available again in the future. But we will definitely go stock out before that determination can be made.

While there is no replacement at the present time, UPLINK is a viable alternative for non-UL applications in those areas where the service is available. Please refer to the April 1997 and May 1997 issues of The Communicator for lists of areas where service is available.



We are not limiting the number of units a customer can purchase. It's first come, first serve, so place your order today! We apologize for any inconvenience this very unexpected turn of events may cause you.



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## NEW GSA LISTING HELPS GOVERNMENT CUSTOMERS & RADIONICS DEALERS

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**W**e are pleased to announce that we are now GSA listed (June 5, 1997) to perform Ancillary Services (see inset) under SID 246-50.

**T**his means that we are now listed to perform site surveys for some government customers. If you're a government customer that uses (or are interested in using) Radionics equipment, but don't have the manpower to determine your equipment needs or draft a statement of work, we can help! If you are a Radionics dealer, read on, because there are benefits for you too!

**A**s part of this program, we come on-site, do a total walk through, and then provide you, the government customer, with a formal product report. The product report includes a cover letter summarizing the existing conditions and recommendations, an attachment that gives the name, address, phone number and points of contact for three to five authorized Radionics dealers in the area that could bid on the project, a draft Statement of Work for your contracting officers and a marked/annotated single line diagram of the facility showing proposed equipment locations (if the site provides a template diagram). Radionics can not perform any installation services or contracting as part of this listing (see inset), but this program helps you to work more closely with our dealers to get the right system for your needs.

**S**ound interesting? If this can help you solve your security project backlog call 800-538-5807, ext. 1235 (Pat Allen, Government Operations) for more details and pricing information for our site survey program.

**W**hat is an Ancillary Service? As stated by the GSA, and as "includes, but is not limited to: services necessary to install the system (from design through start-up), maintain the system (including maintenance agreements), or training. Under no circumstances shall this include monitoring services or construction (construction is defined as construction, alteration, or repair of buildings, structures, or other real property, as defined by Federal Acquisition Regulation 36.102)."

"Contractors may subcontract any ancillary services ordered under this special item number but are responsible for insuring that the scope of work is completed and all warranties are honored."

"Agencies must fully define the scope of required services and obtain price quotation from the schedule contractors for that scope. Accurate definition of the scope is essential in order to facilitate realistic quotations."

"Contractor quotes shall detail all product items (with their respective prices) and one price for any services to be provided under this special item number. The agency will determine the best value to the government based on the quotations received."

"ORDERS FOR ANCILLARY SERVICES UNDER THIS SPECIAL ITEM NUMBER CAN ONLY BE PLACED IN CONJUNCTION WITH ORDERS FOR SYSTEMS ON THIS FEDERAL SUPPLY SCHEDULE."<sup>1</sup>

<sup>1</sup> Radionics' GSA contract GS-07F-7820C



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## D9024 ANALOG FIRE ALARM CONTROL PANEL IN STOCK

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**T**he Radionics D9024 is an expandable analog Fire Alarm Control Panel (FACP) that provides point identification through integrated, addressable, analog devices. The D9024 has a Fire System Controller built into the Front Panel Display that provides total system control.

Other features include:

- Up to 378 addresses in stand-alone system
- 3 polling circuits
- 80 character LCD display
- Expandable modular design
- Programmable sensitivity levels by device

- Programmable "day/night" sensitivity levels
- Suitable for ADA applications

**S**pecification sheets for the D9024 are available in packages of 100 by ordering part number L691.



# CATALOG QUESTIONNAIRE ON NEW CATALOG SETUP

It is that time of year again, when we are updating the Radionics General Catalog. We have many mixed comments about how the catalog should be done. We have taken into consideration many of your suggestions, and we would like to check on many of your ideas now, PRIOR to the new printing of the Catalog. Please take a few minutes to fill out this questionnaire. When finished, tear out or copy this page, and FAX BACK your comments to: (408) 757-6093 , ATTN: JUNE COLAGRECO.



Your quick responses back will not only be appreciated, but will help us make the best possible catalog for all of you to use. **Thank you for your Help!**

Please check the appropriate box:

1. Would you like to have the actual spec sheets of each product in the catalog.

OR

Would you prefer brief descriptions of the products, rather than explicit descriptions and all their features, (like a spec sheet)

2. Do you like the current setup of the catalog and how it is categorized?

Yes No

If No, explain:

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 \_\_\_\_\_  
 \_\_\_\_\_

3. Would you like to see all the Fire products incorporated into the general catalog or do you prefer a separate catalog only?

General Separate

4. Is it easy to find what you are looking for in the current catalog?

Yes No

5. If no, please explain how we could make finding your selections easier.

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6. Would you like to have an INDEX, in the back of the book?

Yes No

If so, would you like it indexed by:

Product Type (i.e. Panels, Batteries, Keypads, etc.)

or by:

Model Number (i.e. D169, D168, D2112, D2212, then referenced by keypad , panel etc.

Other:

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7. Would you like to have photos of every product when possible?

Yes No

8. Do you currently use the charts and configuration that are listed in the catalog. (example see page 18 -22).

Yes No

9. Would you prefer to have all the accessories and descriptions of the products listed with each panel.

Yes No

If yes, do you object to more pages (perhaps double in size) in order to accomplish this?

Yes No

10 Is there anything in the current catalog that is unnecessary to list?

Yes No

If yes, explain:

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Additional Comments:

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# Radionics' 1997 National Training Schedule

DATE	SEMINAR	CONTENT	DAY	LOCATION	TRAINER
<b>JULY 1997</b>					
07/01/97	Regional	D9112/D9412, D7412/D7212	2	Riverside, CA	K. Lyngen
07/07/97	Regional	CANCELED	3	Bakersfield, CA	K. Lyngen
07/07/97	Regional	D5200, D9112/D9412, D7212/D7412, D2112/D2212	4	San Juan, PR	K. Lyngen
07/08/97	Regional	Radionics Fire Prod.	3	Burlingame, CA	D. Kugler
07/14/97	Readykey (A)	Readykey	4	Denver, CO	M. Dreksler
07/28/97	Regional	D9112/D9412, D7212/D7412, D2112/D2212	2½	Dallas, TX	L. di Scipio
07/28/97	National (A)	Intrusion (Hands-on)	5	Salinas, CA	K. Lyngen/ J. Lamontagne
<b>AUGUST 1997</b>					
08/04/97	Regional	D9112/D9412, D7212/D7412, D2112/D2212	2½	Cromwell, CT	L. di Scipio
08/11/97	Regional	D9112/D9412, D7212/D7412, D2112/D2212, RAM	3	Des Moines, IA	L. di Scipio
08/18/97	Regional	D9112/D9412, D7212/D7412, D2112/D2212	2½	San Antonio, TX	L. di Scipio
08/18/97	Regional	CANCELED	2½	Saddlebrook, NJ	L. di Scipio
08/18/97	Readykey (A)	Readykey	4	Greensboro, NC	M. Dreksler
08/19/97	Regional	D5200, D9112/D9412, D7212/D7412, D2212, Zonex	2½	Livonia, MI	J. Lamontagne
08/25/97	Regional	D9112/D9412, D7212/D7412, D2112/D2212, RAM	3	Bloomington, MN	L. di Scipio
08/26/97	Regional	D5200, D9112/D9412, D7212/D7412, D2212, Zonex	2½	Indianapolis, IN	J. Lamontagne

1997 Price Code: A - \$250.00 per person Note: Schedule subject to change. Radionics Inc. reserves the right to cancel any seminar that does not meet the minimum requirement of at least 7 attendees within 14 days of the scheduled seminar date. Regional seminars are no charge to all Radionics dealers.



## Tech Tips

### Frequently Asked Questions

**Q:** Why do I get the message "Disk B Protected" when I try to load Handlers to the D5216?

**A:** The Ram Card (D5216) comes defaulted with the write protect switch in the "ON" mode. To disable the write protection slide the switch (located at the left edge of the card as it is seated in the D5200) to the right.

*Eric Spanse*

*Technical Support Representative*

**Q:** When I go to "Cycle Door" or "CMD 46" the keypad shows the door status as "D" on the D9412/D7412 panel. How can this be avoided?

**A:** This indicates that the D9210B is in the Diagnostic Mode. Turn dipswitch #6 to the "ON" position to take it out of the Diagnostic Mode. Both dipswitches #5 and #6 should remain "ON" for normal function.

*Chris Gregory*

*Technical Support Representative*

**Q:** What D6500 Handler revisions should I use in the D5200 for programming my receiver?

**A:** For MPU rev 07.00, use Handler revision 1.10 (Please call Tech Support for assistance). For MPU rev 07.80 and 07.82, use Handler revision 1.34. You can use the Handler Update System at (408) 757-7832 to update your D5200. You can determine the revision of your MPU card by pressing the reset switch on the MPU card (Please refer to the D6500 Operation and Installation guide for instructions).

*Ana Guitierrez*

*Technical Support Representative*

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# Radionics™

