

*Jan
1998*

The Communicator



Radionics™

Radionics, Inc., 1800 Abbott Street, Salinas, CA • Phone: (408)757-8877 • www.radionicsinc.com

Chamber Check™ Technology from Radionics



Radionics is pleased to offer our customers Detection Systems' low profile, Photoelectric System type smoke detectors. These smoke detectors feature the patented chamber design that provides superior immunity to false alarms caused by dust. Chamber Check™ self diagnostics allow the sensitivity to be verified by simply looking at the detector LED.

Order Radionics Part Number	Receive Detection Systems Part	2-wire/4-wire	135°F Heat Sensor	85db Sounder	Trouble Relay	EOL Relay	Auxiliary Relay
D263THS	DS282THS	2-wire	•	•			
D263THC	DS282THC	2-wire	•				•
D273THS	DS284THS	4-wire	•	•			
D273THR	DS284THR	4-wire	•		•		
D273THSR	DS284THSR	4-wire	•	•	•		
D273THCS	DS284THCS	4-wire	•	•			•
D273THC	DS284THC	4-wire	•				•
D273THE	DS284THE	4-wire	•			•	
D273ES	DS284ES	4-wire	•	•		•	
D273IS	DS284IS	4-wire	Isolated	•			

Pricing for these Radionics products was not included in the current Radionics price list, effective date January 2, 1998. Please contact our Order Processing Department at 800-538-5807 for pricing and to place your order.

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THE INS & OUTS OF THE ACCESS CONTROL EXPO

- Access Control's Security Systems Integration™ Conference and Expo will be held at the Atlanta Market Center in Atlanta, GA from Feb. 18-21st.

Access Control's Security Systems Integration™ Conference and Expo will be held at the Atlanta Market Center in Atlanta, GA from Feb. 18-21st. Make sure you stop by our booth (#115) to say hello and to get a closer look at our complete line of access control products:

- D7412/D9412 Control/Communicators
- Readykey® for Windows™
- Easikey1000/1000 Plus
- Security Escort™
- DS150i/DS151i

For a quick review on the products, read on...

The D7412/D9412 Control/Communicators are integrated intrusion, fire and access control systems. They can be used in a variety of

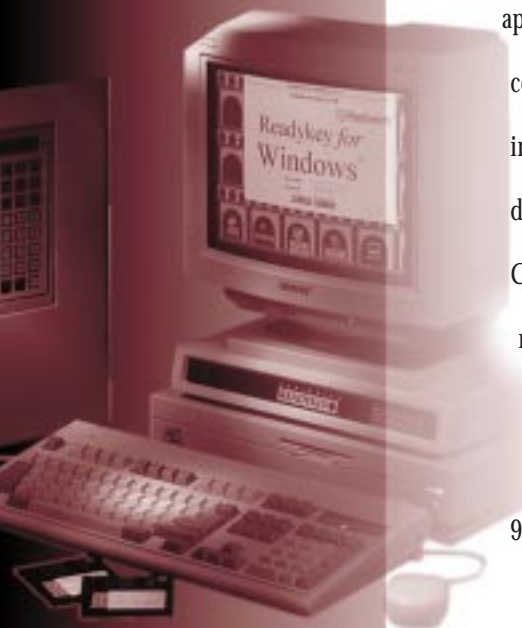


Readykey® for Windows™ is based on touch-free™ access control. It allows authorized people to pass through protected areas without using mechanical locks and keys, or inserting cards into slots. Using the Microsoft

applications such as powerful intrusion alarm controls, UL listed fire alarm controls, integrated access control systems, building device controllers, and much more. These Controls allow you to control and monitor the movement of people or vehicles through secured access points such as doors, turnstiles, and parking lot barriers. The 9000 Series can include control for up to eight

doors using industry standard cards and readers. Up to 996 individual access IDs are linked to users to provide time-based control of who goes where and when in your building. Manual and automatic door controls can provide free access through selected doors while the building is open for business. To help minimize false alarms, the card/token can automatically turn off an alarm when it unlocks a door - all in one simple step. Although these Controls incorporate the latest technology, they are remarkably easy to use and understand.

Windows operating system, Readykey for Windows makes system administration even easier. This PC-based system brings user-familiarity and simplicity to the administration of an access control system. Hundreds of remote locations worldwide can be centrally administered from one or multiple PC's. Remote sites are linked to the Readykey system using modems over standard dial-up telephone lines, fiber optics, microwave or radio links.



THE INS & OUTS OF THE ACCESS CONTROL EXPO (Cont'd from page 2)

- ISC West News
- New Web Site for DS
- The Communicator's New Look!

The Easikey 1000 is a 2-door, access control system using the Radionics' Easikey/Readykey proximity key/card technology. The complete system includes an EK1000 with a programming keypad and display, one or two readers located at the controlled doors and a number of Easikey electronic keys or cards. The EK1000 can store up to 1000 individual users in its memory. The system administrator can cause the EK1000 to allow each key/card to enter through both doors, either door, or neither door. The system administrator can assign each user a Time Profile to restrict access to certain days and times.

We will also be displaying Security Escort®, a multiple user help call system, and our full line of Request-To-Exit sensors.

Access Control's Security Systems Integration™ Conference and Expo is the industry's most comprehensive conference on access control technology, CCTV, systems integration, intrusion detection,

perimeter security, operations and management. For more information on the Expo, call Intertec Trade Shows & Conferences at 1-800-288-8606. Come join us in Atlanta and see 1998's hottest product offerings!

Windows is a registered trademark of Microsoft Corporation Inc.

NEWS BRIEFS!

ISC West Show & the City of Lights!

This year's ISC West Show will be held in Las Vegas from March 24th - 26th. We'll be there together with Detection Systems, Inc. so make sure you find us and come say hello. It is no gamble that the Show will be a great business investment, meet us there!

New Web Site Look for Detection Systems, Inc.

The Detection Systems web site just got a lot cooler! Check out the new design and see how much easier it is to navigate with! You can find it at www.detectionsys.com.

Hey, Looking Good!

The Communicator's got a new look! We think it's more attractive, cleaner and easier-to-read. What do you think? We'd love to hear from you. Please send your comments to the Marketing Department, or send an e-mail message to jcolagreco@radionicsinc.com.



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- **Take Cover!**
STI's tough, clear polycarbonate covers will extend the lifespan and reliability of our digital keypads and other controls, alarms and so forth, by protecting them from accidental or intentional damage.
- **Achieve Your Goals in 1998.**
Successful salespeople know that setting goals and making a plan to reach your goals are two of the most important steps to success.

TAKE COVER!

Many of you have asked about protective covers for Radionics keypads, manual pull stations, and smoke detectors. A couple of years ago we introduced you to Safety Technology International, Inc.'s (STI) products, and we are happy to say that STI is still our company of choice for these products. Their protective covers will help stop vandalism, theft, false fire alarms, misuse of emergency doors, and so on.

STI's tough, clear polycarbonate covers will extend the lifespan and reliability of our digital keypads and other controls, alarms and so forth, by protecting them from accidental or intentional damage. They can also help keep water out in wet locations or wash-down areas (with optional gaskets). STI's covers feature a lifetime guarantee against breakage in normal use. STI also offers Steel Web Stoppers® for Smoke Detectors. These UL listed guards are for areas where abuse to smoke detectors is severe.

For more information on STI's product line, check out their web site at www.sti-usa.com. For a full catalog or individual spec sheets, give them a call at 1-800-888-4784.



ACHIEVE YOUR GOALS IN '98

For most people, the holidays are a busy time filled with shopping, decorating, family gatherings and other hectic and joyous activities. For some salespeople, however, the holidays can be filled with disappointment as potential customers focus on other things or filled with frustration trying to meet customer needs with only a smaller holiday crew in the office.

Most salespeople know that setting goals and making a plan to reach your goals are two of the most important steps to success. Take advantage of this time to look at your goals for 1998 and figure out how you are going to reach them. A common mistake is to say to yourself "I couldn't possibly reach that goal, so I am not even going to think about it because I will just be disappointed".

What if, instead, you said to yourself "I can make that goal, but I am going to have to plan each step, one step at a time". Make the commitment to yourself. Identify the activities that you need to do in order to make your plan work. If skills or training is part of the answer, find out what classes are available through your local adult education program or public library. Find a mentor and talk to them about what works for them. Set your sights high for 1998 and establish an ambitious plan to reach those goals. Make 1998 your best year ever.

"If you build it, they will come"...Quote from the Movie, Field of Dreams.

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1998 Regional Sales Regions

Eastern Area Sales Director -

Roy Thurston

VMail 1616

Western Area Sales Director -

Scott Crown

VMail 1622

NOTE: To reach at Radionics by e-mail, simply use their first initial followed by their last name @radionicsinc.com (with no spaces). We would also like to reiterate the buffer extensions for the following:

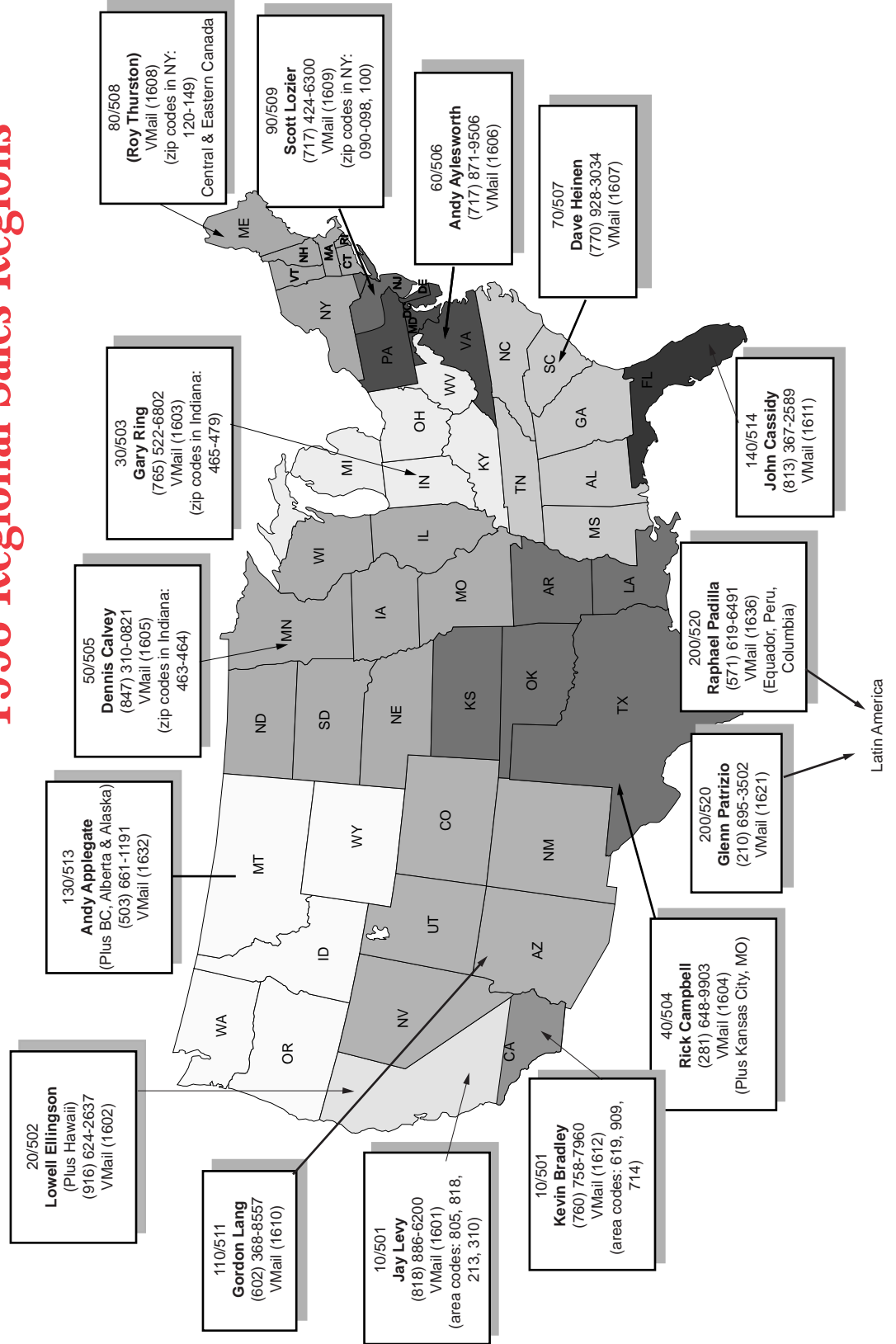
Customer Service is ext. 1256,

Order Processing is ext. 1239,

Sales Support is ext. 1627, and

Training is ext. 1258.

1998 Regional Sales Regions



NEW PRODUCT ANNOUNCEMENTS!

DS825/DS840 PIR/Microwave Detectors with Pet Immunity

Please welcome both the DS825 and DS840 as new entrants in the Radionics product line. The DS825/DS840 are the smallest, mirrored optic, PIR/Microwave detectors on the market. They use special optics and processing techniques to provide pet immunity to animals as large as 60 pounds.

The DS825 and DS840 are the first PIR/Microwave detectors to combine pet immunity, mirrored optics, patented supervision techniques, (and an available tamper switch on models DS825T & DS840T), and a DRO microwave design.

This provides the reliability, catch performance and false alarm immunity required for today's stringent requirements, without sacrificing aesthetics.

The DS825 and DS840 incorporate patented self-test supervision features that monitor the operation of the detector and provide a notification in the unlikely event of an internal failure. This provides increased reliability. The DS825/DS840 provide pet immunity in an attractive, small package that is ideal for residential and small commercial applications. Previously, a much larger product was required to provide this benefit. The design of the DS825 and DS840 will be much more widely accepted when aesthetics are a concern.

NOTE: We expect these products to be in stock after March 1, 1998. Watch for pricing in the mail or call us after March 1 for further information about the products availability..

DS1109i Glass Break Detector with Magnetic Contact

And last, but certainly not least to join the Radionics family of products is the

DS1109i Glass Break Detector. It uses microprocessor-based Sound Analysis Technology (SAT) to listen for the specific frequencies associated with breaking glass. It can be used to detect breakage of Plate, Tempered, Laminated and Wired glass types. A built-in environment test feature alerts the installer of false alarm hazards in harsh environments. It is specially designed to be mounted on door and window frames. A built-in magnetic contact allows monitoring of a door or window opening.

Features include:

- Microprocessor-based Sound Analysis Technology (SAT)
- Automatic Environment Test Circuitry
- Built-in Door/Window Contact
- UL Listed

For pricing and availability of these new products, please call our Order Processing Department at 1-800-538-5807, Ext. 1239.



The DS825 and DS840 are the first PIR/Microwave detectors to combine pet immunity, mirrored optics, patented supervision techniques, (and an available tamper switch on models DS825T & DS840T), and a DRO microwave design.



Product: POPIT Motion Detectors
Effects: LED Operation
Date: December 3, 1997

When using the Radionics POPIT Motion Sensors, the walk test LED should be disabled for normal operation.



Fluctuations in current due to the LED turning on and off, especially when using multiple detectors or long wire runs, can cause random missing point conditions.

Our recommendation is to walk test the detectors while the Reset Pin is locked on D7000/D9000 Series Controls (on D8112, place a jumper between terminals 29 and 32). This allows the detectors to operate with the LEDs enabled, without the concern of missing points. After walk testing is completed, the LEDs should be disabled at each detector before unlocking the Reset Pin or removing the jumper.

If you have any questions, please contact Radionics' Customer Service between 5:00 a.m. and 5:00 p.m. Pacific Time at 1-800-538-5807.

WHAT CAN I DO TO GET LOWER PRICES?

This past year has brought the largest change in our product catalog ever. Our dealer pricing discounts are based on total dollar volume with Radionics. The best thing you can do to get lower prices is to increase your average monthly spending. We've been busy in the last year adding new products to our line, including a full line of Detection Systems brand detectors, new Fire controls and accessories and new Access Control products. Check with your Regional Sales

Manager, our web site, or call us to learn more about these exciting new products. We would be glad to help you learn about them.

PRICE LIST ON DISK

If you would like the Price List on a disk, the software program is Microsoft™ Excel version 7.0 for Windows. We will be happy to put your column pricing on a floppy disk and send it out to you. Please call Sales Support at 1-800-538-5807, and then press #9 on your touch-tone phone. This will connect you directly to sales support who can send you the correct disk in the mail.



Tech Tips Frequently Asked Questions

Q: What is the standby power draw and alarm power draw for the D7024?

A: The D7024 panel current draws are Standby - 225mA, Alarm - 310mA (with 2 NACs active plus one relay). Add 15mA for the second relay, if necessary.

*Eric Spansel
Technical Support Representative*

Q: Is the Octo-relay compatible with the D9124? Where does it connect to the panel?

A: The D8129 is compatible with the D9124, and the connections are Aux. Power - Terminal # 32, Common - Terminal # 29, and Data - Terminal # 28 (for relay numbers 1 - 64) or Terminal # 26 (for relay numbers 65 - 128).

*Bob Spencer
Technical Support Representative*

Q: How far can the D8128A/B/C Modules be removed from the panel?

A: The D7112 - cannot be removed. The D8112 - can be up to 200 feet from the panel only when using the D8114. Without the use of the D8114 they must be located at the panel. The D7212B1/ D9112B1, D7212/D9112, D7412/D9412 - Can be up to 200 feet from the panel.

Note: The above distances will not change regardless of wire size.

*Jeff Olinger
Technical Support Representative*

Radionics' 1998 National Training Schedule

DATE	SEMINAR	CONTENT	DAY	LOCATION	TRAINER
JANUARY 1998					
1/6/98	Regional	D5200, D9112/D9412, D7212/7412, D2212, RAM III	3½	Houston, TX	J. Lamontagne
1/19/98	Readykey (A)	Readykey Products	4	Salinas, CA	A. Parks
1/20/98	Regional	D5200, D9112/D9412, D7212/D7412, D2212, RAM III	3½	Clearwater, FL	J. Lamontagne
1/26/98	Regional	D9112/D9412, D7212/D7412, D2112/2212, RAM III	3	Saddlebrook, NJ	L. di Scipio
1/27/98	Regional	D5200, D9112/D9412, D7212/D7412, D2212, RAM III	3½	Charlotte, NC	J. Lamontagne
FEBRUARY 1998					
2/2/98	Regional	D9112/D9412, D7212/D7412, D2112/2212, RAM III	3	Cromwell, CT	L. di Scipio
2/5/98	Regional	Radionics Fire Products	1	Buena Park, CA	D. Kugler
2/9/98	Regional	D9112/D9412, D7212/D7412, D2112/2212, RAM III	3	Philadelphia, PA	L. di Scipio
2/10/98	Readykey (A)	Readykey Products	4	Atlanta, GA	M. Dreksler

Seminar registration forms are published five to six weeks prior to the seminar date and can be obtained by calling the National Training Dept. at (800) 538-5807 ext. 1258. Radionics, Inc. We reserve 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.

1998 Price Code:

A = \$250.00 Per Person

B = \$500.00 Per Person

Regional seminars are no charge to all Radionics dealers

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KP Corporation
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Radionics™
Access • Fire • Intrusion • Wireless
Communications

