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ICOM Holiday Calendar

Sun.	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.
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2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

OPEN CLOSED

ICOM Canada hits the road with dealer training seminars.

This fall ICOM Canada held training seminars (Road Shows): in Edmonton, Toronto, Ottawa and Quebec for dealers. ICOM team members introduced the features of new products and technical training. The seminars were designed to help dealers increase their product knowledge and ultimately increase sales. In 2008 we plan to hit the road again...stay tuned for dates and places! We want to hear from you if you have feedback and suggestions for topics to be covered in upcoming training seminars. Please send comments to: Mario Freitas at mario@icomcanada.com.

Upcoming Tradeshows:

Top Dealers Win Trip to Japan

Well, it's the holiday season already and what better way to kick it off but with an ICOM newsletter! In October, select ICOM dealers won an all-expense paid trip to Japan. Dealers had to meet pre-established sales targets to qualify for the program offered by ICOM Japan and partnering ICOM distributors. ICOM Canada's



Kyoto-Golden Pavilion

Jim Backeland, Paul Veel and Marc André Bouvrette accompanied dealers: Action Radio, Communication Radiotech, Freeway Communications, High Country, Hitech, Lakeshore and Ronald Communication. The all inclusive trip included sight seeing tours, shopping and a visit to ICOM Japan Headquarters and Wakayama factory. After the factory tour ICOM dealers had a new appreciation for the quality measurements that are taken when manufacturing ICOM radios.

ICOM at Victoria SARSCENE

ICOM Canada's presence at the Victoria SARSCENE 2007 was well received and the opportunity to increase brand awareness was enhanced due to our role as a sponsor. ICOM Canada was the only radio communications company that donated a prize to the silent auction. ICOM also gave a monetary donation

towards the volunteer appreciation evening and was one of the main sponsors for the SAR games. ICOM provided prizes to all participants and to the winning team from Coquitlam. Team members were Mike



Coyle, Liz Clyne, Sandy Burpee and Flynn Lamont. At the conference, ICOM received positive feedback to our new waterproof GPS microphone that was released in November. Another useful sales tool at the conference was ICOM's current SAR promotion which generated a lot of interest.

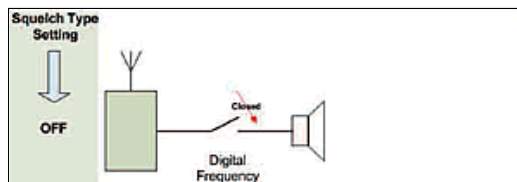
ICOM is a Safe Boating partner with Canadian Power and Sail Squadron

In October, ICOM Canada attended Canadian Power and Sail Squadron Annual General meeting in Ottawa where ICOM Canada become an official safe boating partner. All CPS courses will be exclusively training on ICOM radios.



TECH CORNER F3061/F4061 Squelch Types

When using your F3061/F4061 radio in the digital mode, there are three levels of squelch that can be set to fine tune the RX



- Toronto Boat Show
Jan.12-20,2008
- Montreal Boat Show
Jan.24-28,2008
- Vancouver Boat Show
Feb.6-10,2008
- Fish Canada
Feb.7-9,2008
- Halifax Boat Show
Feb.21-24,2008
- IWCE Las Vegas
Feb.27-29,2008

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radio selectivity and match radios. Squelch types: Off, RAN, and Sel are set in the programming software and are activated in the Memory CH: Squelch Type field.

When the squelch type is set to OFF, only the frequencies have to match for the two radios to open squelch and communicate. RAN codes and Talk Groups are ignored. Setting the squelch type to RAN is similar to setting CTCSS tones in a conventional radio. The frequency and RAN code must match before squelch will open. RAN codes are hexadecimal with the highest value of 3F (63 decimal). An RAN code of 00 serves as the all-call code.

Setting the squelch type to Sel will activate the Talk Group function. In order for the squelch to open both RAN codes and Talk Group ID's must match. This allows you to further customize your communication with smaller groups of users. The Talk Group, FFFF, is the all-call ID.



Natalie Taylor

Personnel Changes at ICOM Canada

Jason Wegwitz has joined our inside sales team as a Sales Representative and will still maintain his role as Warehouse Manager. Quebec Sales Representative, Marc André Bouvrette, has been appointed the Maritime territory, in addition to his current Quebec region. He is planning a trip soon to visit his new Maritime dealers.. so keep on the look out!



Allen Zheng

One of ICOM's friendly voices, Michelle Pici, has gone on maternity leave to enjoy the precious moments of motherhood with her daughter Isabella. Congratulations Michelle! While Michelle is on maternity leave, Natalie Taylor has stepped into the shoes of Administrative Assistant. Previous to working at ICOM she worked for Tourism Delta and a lumber broker.



Mike Berg

ICOM also welcomes Allen Zheng who joined our Service Department in July. Allen had been working at Motorola in China for 12 years. In October, Mike Berg moved from Kelowna and joined the ICOM team. Mike has filled the role of Shipping and Receiving Associate- welcome aboard!

ICOM wishes you and your team a happy holiday season and prosperous New Year!