

THE REGIONAL DIFFERENCE



MOTOSTAR
2007 Excellence Award

Regional Communications has earned many awards of distinction because of our industry expertise and customer service.

Regional Communications, Inc. is a MOTOSTAR dealer. We have gained this distinction by participating in Motorola Excellence, an initiative designed to help Motorola dealers focus on developing their ability to deliver the highest value to customers. We have been recognized as:

- A well-positioned authorized dealer to support Motorola solutions for the long-term.
- Exceptionally capable of addressing customer needs with integrated products and services.
- Having a staff of qualified personnel, trained in the features and benefits of the latest Motorola products and services.
- An expert in fitting specific solutions to emerging user requirements.
- Understanding customer needs.
- Deeply committed to serving the local market.
- Responsive to customer concerns and eager to use customer feedback to fine-tune business practices.
- Leaders in providing the best service in the business.



Karen Brown, Motorola ADM, presenting Regional Communications with the Motorola Excellence 2007 and Pinnacle Achievement awards.

Our Credentials

Motorola Radio Products Division 2004
Authorized Networking Solutions Provider
Wireless networking solutions dealer

Motorola Radio Products Division 2001
Authorized Radio System Specialist
Agent relationship for system design and sales

Motorola Inc. 2000
Centracom Gold Console Systems Dealer
Infrastructure design, sales and service

Motorola Customer Owned Messaging Group 1998
Premier Dealer
Highest level of authorized paging systems dealer

Motorola Space and Systems Technology Group 1997
Authorized Distributor
Sales and support for secure telecommunications products

Motorola Paging Products Group 1996
Authorized Paging Systems Dealer
System design, sales and service

Motorola Wireless Data Group 1994
Authorized Value Added Reseller
Sales and support for wireless data products and services

Motorola Customer Owned Paging Group 1993
Northeast #1 Dealer Award
Specializing in design and installation of private paging systems and facility-based data messaging systems

Motorola Land Mobile Products Group 1991
Charter Two-Way Radio Dealer
25 years of experience supporting Motorola two-way products

Motorola Inc, 1989
Authorized Radius Two-Way Reseller
Indirect distribution for Motorola two-way radio products

Motorola Factory Trained Sales and Service Staff

FCC Licensed Technical Staff

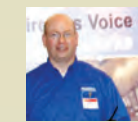
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SEMINAR
A great turnout at the Wireless Technology Seminar.



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A GOOD NEWS/ BAD NEWS STORY
Solving frequency congestion.



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REGIONAL AWARDS AND CREDENTIALS
Motorola presents Regional with awards.



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EDITOR'S NOTE

We hope you enjoyed reading our first quarter inaugural Newsletter!

Since our last Newsletter, we held our 2007 Wireless Technology Seminar. Please take a look inside for the highlights. Also, Regional was awarded the MOTOSTAR 2007 Excellence Award from Motorola for the second year in a row! What that means to you, our valued customer, is that we are highly skilled at solving your communications problems and helping you meet your business goals.

We will continue to bring you the latest information on wireless technology and are interested in knowing if there is anything that you would like to hear about. Call us on 800-877-7234.

We are sure you will find this issue of interest and importance to you.

Best Regards,

Tony Sabino

800-877-7234
View online: www.regionalcom.com



SERVICE MATTERS

Regional's Service Department is a jewel. With a 24/7 dedicated staff, assistance is just a phone call away.



Continuous Training to Assure Knowledge Stays Current

Many of our service technicians and system managers have been with Regional for more than fifteen years. Continuous training is the competitive edge. Keeping apprised of the latest technological advances helps us provide our clients with the best solution.

One Stop Shopping Wins Big With Customers

We believe in "one stop shopping," said Joyce Cooper, Service Administration Manager (pictured above in row 2, second in from the left). Regional handles all fixed end equipment and will customize it to satisfy the client's specific needs. For emergency vehicles, Regional handles everything from light bars to cages to sirens, radios and consoles.

Turn around time is quick due to our in shop service, parts stocking and specialized RF screened room just for

pager repairs. Our clients say it helps them maintain peak operating efficiency. Another unique service that we offer is a customized computer engraving service. This allows clients to identify their equipment since their name or unit id is permanent on their equipment. No other wireless dealer can support all these services like Regional.

Building Relationships Builds Trust

Often the customer begins their relationship with Regional through our service department. When a client comes to us with a problem, going beyond the obvious is standard (see good news/bad news story).

Joyce states, "Many of Regional's clients have been coming to us for many years, which makes us very proud. Their repeat business and recommendations is a sign of our value." A fact which sets Regional apart from the competition.

MARK YOUR CALENDAR

**2007
EVENTS**

The NJ State First Aid Council, Garden State Convention Center – Somerset, NJ, Oct 12 - 14

NJ School Boards Annual Exhibition & Workshop, Atlantic City Convention Center – Atlantic City, NJ, Oct 24 - 25

The NJ State League of Municipalities – Atlantic City, NJ, Nov 13 - 15

Wireless Technology Seminar Held on May 10, 2007 at Crowne Plaza in Paramus

GREAT TURN OUT!

Regional Communications held its annual Wireless Technology Seminar on May 10th. It was a very informative and educational seminar with clients from many different industries participating; such as Health Care, Public Safety, Facilities Management, IT and Telecommunications. For those of you who were unable to attend, we thought you would like to know what went on!



Highlights

MOTOTRBO

The highlight of the seminar, other than the food and really great door prizes, was MOTOTRBO. In addition to the presentation, which included the usual overheads and questions and answers, there was a live working MOTOTRBO repeater system. This was the first fully operational system in the area that included GPS location and messaging services.

Talk about going down to the wire with white knuckles on this system. Not only was the technology brand new but so was the hardware and software. We were still loading maps and updating software right up to 48 hours before the seminar. I guess that's the price we have to pay in order to bring our clients the newest bleeding edge technology. It's pretty neat to be able to see a portable user's location mapped on a 27" monitor as they move around the campus.

VOIP Software Console

The other star of the show was the MIP5000 VOIP Software Console. With Motorola's software loaded onto a ruggedized Motorola ML900 laptop you have a portable dispatch system in your hand. With the ability to control up to 12 channels and easily deployed where ever you have access to your Ethernet network, this is an economical solution that can be employed in an emergency or as a back up supervisory position. Thanks to Motorola in Schaumburg we had a live working demo unit for the seminar.

Other Seminar Highlights

Other high interest solutions covered included Canopy™ (broadband wireless point to point product), Digital Patroller 2 and Automatic License Plate Recognition products (in-car high tech video for public safety) and a very educational presentation on Motorola's Proven Tough batteries, which included the new IMPRES™ worry free technology.

Thanks to Our Valued Customers

We would like to thank all who were able to take time out of their busy schedules and attend. Also, a word of thanks to the Regional team who helped to make this year's seminar a great success: Joyce, Al, Vito, John, Jim, Steve and Leo.

Please keep an eye out for our next year's spring seminar where we will bring you the latest and greatest in Wireless Technology. We look forward to seeing you there!

Congratulations to Our Door Prize Winners!

"Congrats" to the recipients of an Apple I-Pod, Garmin GPS and a Sylvania 17" LCD TV.

A GOOD NEWS / BAD NEWS STORY



HOW DO YOU SOLVE A FREQUENCY CONGESTION ISSUE?

The Bad News

Being located just across the river from New York City creates a big problem when it comes to finding usable radio spectrum. After all, you have over nine million people vying to get access to the same limited radio spectrum.

In the Northern New Jersey area, one of the biggest obstacles to expanding a radio system is frequency congestion. Our client wanted to move from the low band police dispatch frequency they currently operated on, to a UHF repeater channel.

Low band spectrum has many limitations. Some of the worst are the need for high power radios in order to provide usable coverage, large bulky vehicle antennas which snapped frequently and poor in-building and portable radio coverage. For the client this translated to dispatchers relaying information between units in the field due to poor car to car transmission. And when the right atmospheric conditions occurred, talking to Texas could be easier than talking to the other end of town, which means you can hear Texas better than your own units!

The Good News

Regional Communications was contracted to do an in depth study of a client's communications system and provide them with recommendations. Regional's computerized search of FCC licensed systems in the area located two available UHF

repeater channels. Regional performed coverage studies that verified, even with medium or low power limitations imposed by the FCC, coverage would be satisfactory. We assisted the client in obtaining the FCC licenses for these frequencies, constructed the repeater system and tested on the street coverage to verify proof of performance.

A satellite voting system, connected by Motorola's Canopy™ broadband wireless point to point, was installed.

Now the client's portable radio system provided excellent coverage all over town and in-building too. Car to car transmission was reliable, because vehicle antennas were shorter, breakage was a thing of the past, and Texas stayed in the south!

The Client put it this way "Regional is an outstanding company to work with. They do more than what is expected. The end result not only improved my operations but also increased my team's impact to the community."

The Best News

With assistance from Regional they obtained a government grant. This allowed the client to upgrade their entire police radio communication system to a UHF repeater operation, replace their old outmoded dispatch console and furniture. Additionally the client saves on monthly telephone charges for radio tie lines, thanks to Canopy™.



Regional Communications can create a good news story for you too. Contact us we want to help! 800-877-7234.