



E/M Wave News

Celebrating our 10th Anniversary

April 2017

Volume 1, Issue 1

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Trade Show Information - 2017



Booth #252

E/M Wave, Inc. will be an Exhibitor at the 2017 International Wireless Communications Expo in Las Vegas Convention Center in Las Vegas, NV. Our booth number is #252, the corner booth across from the Concession Gourmet Grill.

Exhibition dates are:

Wednesday, March 29th: 10:00 a.m – 5:30 p.m.

Thursday, March 30th: 10:00 a.m – 5:00 p.m.

We will also exhibit at the following trade shows:

Exhibit Date	Event	Location
April 11 th – April 13 th	APCO Western Regional Conference	Ontario, CA
April 23 rd – April 24 th	The International Harris Users Conference	San Antonio, TX
May 1 st	Ohio Association of Chiefs of Police	Columbus, OH

West Coast Distribution



E/M Wave is excited to announce our new West Coast distribution partner. Primus Electronics Corporation recently announced the grand opening of Primus West, a second fulfillment center located in Phoenix, AZ. The new Primus West

fulfillment center boasts 100,000 square feet of warehouse space, and they are now able to ship orders to 97% of the United States in two days or less. This new facility will be E/M Wave's sourcing location for our West Coast customers, and we encourage you to inform your Dealers/Customers so they can begin contacting Primus West for order inquiries. For more information, please call 800-435-1636 or visit www.primuselectronics.com.

Contact Us

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Stay Connected



Sales Promotion

Don't forget our 2nd quarter and 10 year anniversary sales promotions effective April 1st, 2017 – June 30th, 2017. Keep selling and the rewards will be yours!

New Price List

The new price list will be coming out soon with pricing effective April 1st, 2017. Stay tuned for more information.



E/M Wave YouTube Channel

E/M Wave, Inc. officially launched its YouTube channel in the first quarter of 2017. It is our intention to add valuable content on a regular basis, and we hope our customers will benefit from this resource through our social media presence. More videos on E/M Wave products will be coming soon!



→ [E/M Wave YouTube Channel](#)

Patent News

In December 2016, the United States Patent and Trademark Office awarded patent number 9,520,640 to Robert Truthan for advanced technology used on broadband/multi-band antennas that provides self-resonant impedance matching. The patent covers the entire spectrum for 4G/LTE and UMTS bands from 698 through 2200 MHz, 700 MHz Public Safety bands, traditional 800 MHz (SMR/Cellular), 900 MHz (ISM, SCADA) and 2400-2500 MHz (Wi-Fi) operation.



Perhaps the most significant mechanical/environmental feature of this design is the unique flexibility incorporated into the protective radome housing. The radome enclosure incorporates a proprietary EPDM material which permits an impervious flexible radome, eliminating antenna failure due to inadvertent strikes or impacts from foreign obstructions such as flying debris, tree limbs, overhead garage doors and unnecessary vandalism. The EPDM housing also provides an IP68 class water tight seal without requiring additional O-Rings, gaskets, seals or manufactured application of silicone/epoxy sealants. The antenna is exceptionally well suited for all applications operating under normal and extreme environments where it is required to perform durably with impenetrable water ingress, high vibration (meets AAR & MIL-STD810E standards), water, salt, automotive fluid resistance, harsh chemicals and potential catastrophic impact from debris at all vehicle speeds.

E/M wave products that use this patented broadband/multi-band resonant structure are the EM-M20007 and EM-M22001. Once again please join us and congratulate Rob on his remarkable achievement! E/M Wave continues to provide innovative antenna products for our customers and the wireless industry.

Product News

Do your customers have dual band radio systems requiring optimized performance and coverage? We have the solution! E/M Wave's EM-MBD41000-NJ Multi Band Duplexed Antenna System allows end users to split their multi-band transceiver connection into two separate antennas.

Multi-band radio designs have rapidly progressed over the past decade, and are now the prevailing technology available from most of the large radio OEM's. There will come a time when mature, sophisticated multi-band antenna solutions will be available. However, while this evolutionary process unfolds, first responders and safety forces require immediate solutions to provide efficient interoperable coverage with their various wide band and multi-band systems, currently deployed.

To meet the immediate system coverage requirements, E/M Wave provides an effective, fundamental solution incorporating a highly efficient, low insertion loss duplexer (EM-MBD41000-NJ). A duplexed configuration provides full duplex operation (transmit and receive) for two or more operational bands by splitting the signal between VHF and UHF/700-800 MHz bands. Additionally, E/M Wave provides a full tri-band solution using the EM-MBD41000-NJ duplexer. A typical tri-band mobile antenna system is accomplished by incorporating the EMFLX-M10008-WB Wide Band VHF antenna on the VHF output port and the dual band EM-M22001 UHF/700-800 MHz on the UHF/700-800 MHz port. This configuration accommodates simultaneous operation for 144-174/450-520/746-870 MHz systems.



**EM-B40004-NJ/ EM B40005-NJ
Multi-Band iDAS Indoor Ceiling
Mount Antennas**

NEW

Multi-Band iDAS Indoor Ceiling Mount Antennas, with operational frequency bands of 698-960 and 1710 2700 MHz.

The iDAS antenna will be offered in two versions. The PIM rated EM-B40005-NJ model exhibits a PIM rating of <-150dBc, meeting the requirements for the 4G/LTE indoor networks. The EM-B40004-NJ is specifically designed for non-PIM rated LMR and Public Safety in-building coverage systems. Our new iDAS antennas will mount through any ceiling panel, conductive or non-conductive, up to 1-3/8" (35mm) thick. The E/M Wave iDAS antennas include Plenum Rated Cable with an N-Type Jack Connector, and integrated mounting hardware.

MSRP: \$43.00

MSRP: \$59.90 (PIM rated)



**EM-BSA001 Antenna Adapter
NMO to N Type Jack**

NEW

The new E/M Wave EM-BSA001 provides NMO to N Jack coaxial coupling, and is designed to function in multiple outdoor applications, providing fixed station conversion for mobile NMO type antennas. The adapter augments base station conversion for Ground Plane Independent (GPI) Antennas, by mounting the adapter to a standard L-Bracket type mount, EMBKT-016SS.

The EM-BSA001 incorporates excellent insertion loss and frequency independent characteristics operating with 50 Ohm impedance for all VHF and UHF antennas, including L and S bands up to 3 GHz.

MSRP: \$23.10



**EMBKT-016SS Stainless Steel
Bracket**

NEW

E/M Wave continues innovative developments for the LMR market with the introduction of our new EMBKT-016SS Stainless Steel Mounting Bracket. The L-shaped bracket attaches to vertical or horizontal truck mirrors and comes with a 5/8" clearance hole for the antenna mount. A key feature of the EMBKT-016SS includes easy attachment with the EM-BSA001 NMO to N-Type Jack Adapter. This combination provides a rugged and simple base station vertical pipe mast mounting kit for all E/M Wave GPI Antennas for complete base station antenna conversion.

MSRP: \$19.00



EM-B11809/EM-B11909 Yagi

NEW

The initial Yagi offerings will include the 9.5 dBi EM-B11809 (760-870 MHz) and EM-B11909 (890-960 MHz) models, which will be stock items beginning 2nd Quarter of 2017. Engineering is currently finishing the development for a 10 dBi UHF Yagi with a frequency range of 450-470 MHz, and anticipates full release by the 3rd Quarter.

E/M Wave's new Yagi series will be 6 element antennas manufactured from rugged 6000 series Aluminum with a durable black powder coat finish for enhanced environmental resistance. Our Yagi Antennas will come standard with an 18" RG-141 PTFE Type Integrated Feed Cable terminated with an N-Type Jack. All mounting hardware will be included.

MSRP: \$94.00 for both models



Rep News

Please join us in welcoming back Tyler Morrow from Power Sales! (Territory: Florida & North of Orlando). Tyler came back into the fold 4th Quarter of 2016 and has been pounding the pavement hard ever since.

E/M Wave also wishes to introduce Barry Newcomb (Territory: North & South Carolina and Virginia) as the newest member of the Power Sales team. Our initial interaction with Barry occurred at the 2016 CMA Conference in October, and his efforts have already led to increased business. Please join us in welcoming Barry to the E/M Wave Sales Team.

Price Reduction

Price Reduction! E/M Wave reduced the price of our EM-MG13004-SP GPS/GLNSS Magnet Mount Antenna from \$35.00 to \$25.00 MSRP in September 2016, and has experienced a huge increase in sales and demand. The EM-MG13004-SP offers an operational frequency range of 1575-1615 MHz, comes with a 5m (16.4') RG174/U Cable with an SMA Connector, and is IP67 Rated.

In addition to the GPS (Global Positioning System) function, the EM-MG13004-SP also offers GLNSS technology. For those who are not familiar with GLNSS, its stand for Global Navigation Satellite System, a Russian satellite based navigation system that works in conjunction with GPS to provide position information to compatible devices. With an additional 24 satellites to utilize, GLNSS compatible receivers can acquire satellites up to 20% faster than devices that rely on GPS alone. While there is no clear advantage other than accuracy over GPS, there is a significant increase in accuracy with coverage when both are used together.



New E/M Wave Sales Representatives



Jon Long – Owner/Consultant

Joshua Long – President
Territory: OR, Southwest WA, Eastern WA, ID & HI

Eric Youngberg – Area Sales
Territory: Northwest WA, MT and AK

Lisa Garabino – Inside Sales/Office Manager

1710 West Main St. - Suite 121
Battle Ground, Washington 98604
Toll Free: 800-627-8976
Ph: 360-687-1069
Fax: 866-553-5256

Territory: AK, HI, OR, WA, Western MT & Western ID



Max Curry – Vice President
Territory: Western MO

John Maloun – Area Sales
Territory: KS & NE

Brian Krumm – Area Sales
Territory: IA & Eastern MO

10540 Marty, Suite 210
Overland Park, KS 66212
Ph: 913-381-1013
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Territory: IA, KS, MO & NE



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