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# Newmar News

November 2008

## In This Issue

[Powering the Network Catalog](#)

[DC Power Onboard - Emergency & Specialty Vehicles Catalog](#)

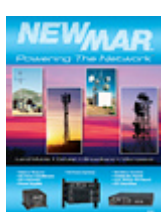
[New Product Selection Guide to Assist with Your DC Power Options](#)

[Nav-Pac Keeps the Money Rolling In!](#)

## Quick Links

- [Register a Colleague Now](#)
- [More About Us](#)
- [Powering the Network](#)
- [DC Power Onboard - Emergency & Specialty Vehicles](#)

### Powering the Network Catalog



For a complete reference guide to your DC Power needs for wireless networks and land mobile applications, [click here](#) to download a printer friendly PDF "Powering the Network" catalog.

### DC Power Onboard Emergency & Specialty Vehicles Catalog



For a complete reference guide to your DC Power Onboard needs for Emergency & Specialty Vehicle applications, [click here](#) to download a printer friendly PDF "DC Power Onboard - Emergency & Specialty Vehicle" catalog.



Dear Eric,

Welcome to the Newmar News; a quick and easy read, yet presenting relevant DC Power application ideas for Land Mobile, Cellular, Broadband, and Microwave wireless networks. And on occasion, some helpful DC Power tech tips.

We appreciate you taking a little time out of your day to read what is happening while Newmar powers the network. Don't forget to scroll down to the bottom of the newsletter to request your free Newmar Screwdriver.

Regards,  
Eric Harmon

## NEW! Product Selection Guide Helps You Choose the Best Solution for Your Application



**Product Selection Guide**

Use this handy product selection guide to determine the correct product for your application.

Where will you install your product?

Mobile Mount	Rack Mount
All components that are not designed to be mounted in a rack.	Components mounted in a rack. All components are equipped with mounting flanges for 19" and 23" racks.

At times it can seem a bit overwhelming with the choices between AC or DC, amperage and voltage, and rack versus mobile mount. As a leading provider of DC power offering over 100 products for Land Mobile, Cellular, Broadband, and Microwave wireless networks, we are aware understanding all the terminologies and options offered can be challenging. That is why we developed a [Product Selection Guide](#) to walk you through the selection process for the correct DC Power product and model for your application.

The web address for Newmar's Product Selection Guide is [www.newmarpowerPSG.com](http://www.newmarpowerPSG.com) or you can easily find a link at the top of each web page on our web site [www.newmar telecom.com](http://www.newmar telecom.com), right under the 'Home' button. So take a quick look through and let us know what you think and receive a Newmar screwdriver. Also, make sure to add it to your 'Favorites', for guidance on your upcoming DC power needs.

## Nav-Pac Keeps the Money Rolling In...



A large regional transit authority decided to install new fare boxes on their entire fleet of buses to simplify collections, tracking of revenue and passenger load data.

These RF based devices worked phenomenally well in onboard parking lot demos, but when it came to the reality of life on the street, operation problems occurred when DC voltage to the boxes would dip, fade, or noise would cause interference resulting in intermittent shut-down of the fare boxes. This scrambled the data resulting in loss revenue due to the inoperative card readers.

Newmar was contacted for a solution to provide DC power back-up for the power interruptions. The Nav-Pac was ideal for the job; its noise absorbing circuitry and internal back-up battery was exactly what the fare boxes needed to operate flawlessly. The bus fleet is now on the street and the money is rolling in.

The [Nav-Pac](#) has numerous other successful stories in the wireless mobile power world in fire trucks, material handling, and marine applications where harsh DC power conditions are an every day occurrence that bring down unprotected network components.

For more information on the Nav-Pac and for additional DC Power Conditioner options, please visit us [online](#).

## Free Newmar Screwdriver



We would love to hear your feedback on the Newmar News. E-mail us at [marketing@newmarpower.com](mailto:marketing@newmarpower.com) with the subject line "Newsletter" and let us know what you think. Include a mailing address and a Newmar Powering the Network screwdriver will be on its way to you. Thanks!

For more information, please visit [www.newmarpower.com](http://www.newmarpower.com) or email us at [sales@newmarpower.com](mailto:sales@newmarpower.com).

Sincerely,

Jeff Wright	Eric Harmon
National Sales Manager	Director of Marketing Communications

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