

fm radio 2000 Exhibitors

ALAN DICK & CO. LTD.

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Website : <http://www.alandick.co.uk>
Ctc : Michael Newman
Manager - Sales & Marketing

Profile :

A Tower of Strength in world-wide Communications.

Over 25 years Alan Dick & Company has become Britain's leading supplier of masts, towers and antenna systems for the broadcasting and telecommunication industries. World-wide ADC is the only company to design, develop, manufacture and install both structures and antennas from under our own roof.

ADC employs around 300 people in its UK and overseas operations in the USA, Nigeria, the Middle East, Far East, Holland and Belgium. The present turnover is approximately £ 30 million and ADC has twice received the Queen's award for Export Achievement.

History:

In April 1971 Alan Dick set up the company in Cheltenham, specialising in the design, erection and maintenance of structures. A year later the first factory operation began.

The first export contract was won in 1973, for the supply of a 120m mast for the Dubai Radio and colour television service.

The company's reputation spread and later the same year another export contract for a tower and antenna system was won in Brunei. For many years ADC has won every major antenna and structure contract in both Dubai and Brunei including two to the world's largest UHF antenna and combiner systems in Brunei in 1995. A glowing testimony to the company's engineering record. The first £ 1 million contract came in 1977 to install a microwave telecommunications system in Nigeria for General Electric.

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ADC's increasing contribution to Britain's overseas trade was recognised by its first Queen's award in 1979. The second award came just five years later.

Also in 1979 ADC purchased EMI's broadcast antennas division and in December 1980 the 70 employees of the expanded company moved to its new headquarters at The Barlands. The company has grown steadily and now occupies some 7,000 square meters of office and factory space on this site.

At about this time the first overseas offices were opened in Canada and Nigeria. The Canadian company supplied antenna systems for both the world's tallest inhabited building (Chicago's Sears building) and the tallest free-standing structure (the CN tower in Toronto).

Alan Dick (Nigeria) also provided business expansions as Nigeria instituted new television networks. ADC has supplied over 50 broadcasting and communications structures to the majority of Nigeria's states. In 1983 ADC won its first £ 5 million 'turnkey' contract to provide a new TV station in Gongola state. Other similar contracts have since been completed.

Other overseas offices followed. In the USA, ADC has supplied antennas from New York to California as well as Alaska and Hawaii. In 1990 Alan Dick & Company (USA) was formed through acquisition and investment and has exported to Mexico, Brazil and Chile as well as continuing domestic supplies. Since 1995 the company has also offered a specialist service to North American cellular operators and now manufactures cellular base station antennas in the USA.

Al Bawardi Alan Dick, with offices in Dubai and Abu Dhabi, was formed in 1984 and has become a pivotal supplier to the Gulf States having supplied towers and antennas to nearly every state. It has supplied the country's tallest mast, 300m to Qatar. Another 320m mast in Abu Dhabi carries radio and TV antennas. ADC's presence in the Gulf was further enhanced by the formation of Alan Dick Middle East in 1995.

In the 1990's ADC maintains its hard earned reputation and works to achieve even more. Large contracts are continually being won. 27 major UHF-TV antennas have been supplied to Turkey. In Africa, television systems have been extended in Zambia, Ghana, Uganda and Kenya. South Africa's FM network has been re-engineered with ADC antennas manufactured in that country. In the company's most far flung markets antennas have been supplied to China and to Australia. A medium-wave antenna was installed in the Falkland Islands. Deserts, jungles, ice and sand are all familiar to ADC.

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Closer to home ADC played a large part in re-engineering the BBC's FM network, supplying masts, antennas and transmitter combining units. In 1995 work started on the 33 antennas to transmit the world's first national Digital Audio Broadcasting service throughout the UK. Antennas are currently being built for the new Channel 5 TV service. Extensive installation work has been carried out for the UK's cellular telephone networks and cellular base station antennas are the latest product line to be developed and supplied both at home and overseas. Outside the more normal daily routine ADC has been involved in several ambitious contracts such as replacing the wires that hold up the seven bridge new technology is continually being employed to keep ADC at the cutting edge in the markets it serves.

The past 2 years has been major business increases in new territories. In Malaysia 17 FM antennas have been supplied to the regions and a TV and radio antenna system installed on the Kuala Lumpur tower. In Singapore we are in the process of supplying and installing the tallest steel tower in South East Asia together with its broadcast antenna systems.

In Europe we presently have offices in both Holland and Belgium to service large cellular installation programmes and a similar programme has been running in Saudi Arabia for over a year.

The Future:

To maintain and enhance its position ADC knows that it has to remain several steps ahead of its main competitors. ADC is already establishing itself in the field of antennas and filters for the new era of digital broadcasting. The company works to improve products in advance of demands from customers in an industry where technical and safety standards continue to rise.

As the overseas companies strengthen their position in their respective markets ADC looks to continued world-wide expansion.

All of this, strengthened by the company's deep commitment to quality, customer satisfaction, product enhancement and new innovation, underpins ADC's confidence in the future. We look forward to making the next 25 years even more exciting and successful.

Product Description :

- Broadcast and Cellular Antennas
- Guyed and Self Supporting Towers
- Project Management
- Installation and Maintenance

AVF DISTRIBUTORS (INDIA) PVT. LTD.

10

12 & 208, Jogani Industrial Complex

Building No. 6, Near A.T.I

Chunabhatti

Mumbai 400 022

India

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Fax : + 91-22-528 7190

E-Mail : avf@vsnl.com

Ctc : Rajendra Shah

Director

Profile:

Since inception, AVF Distributors (India) Private limited has been at the forefront of the distribution and service of cutting edge technology in Professional Audio, Video, Film and Broadcast equipment and software in India. Though relatively young, being established in 1997, the promoters bring to the Company a rich and fruitful experience of two decades.

Mission Statement

Digital Technology is no longer a luxury, but a necessity. At AVF we had the vision to foresee the oncoming digital revolution, and stake a claim in the Digital Domain by bringing state-of-the-art equipment to the Indian Electronic Media. Hence, we are engaged in a continuous search for new products and technologies through our partnership with the World's leading manufacturers.

AVF aims to enable the Media Professionals make the most of their investments. AVF is the market leader in providing end to end solutions including systems design, turnkey solutions, software and service support. With the advances made in Information Technology and the increased applications of IT Platforms, AVF is fully geared to meet the challenges of convergence of the Audio, Video, Broadcasting and Telecommunications industries with Information Technology with our expert touch.

The Team

With its Head Office in Mumbai and a Branch Office in New Delhi, AVF has on its rolls a motivated and committed team of professionals. At our modern well equipped Service Center in Mumbai, our Engineers are always available for consultation and maintenance support. All our customers are important and our response is personal. Our ever expanding national network of dealers and strategic tie-ups with professionals and consultants, makes available, the latest advances in the industry and prompt service and support in every corner of the country.

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Product Description:

AUDIO

- ♦ **Audio Ltd.**, U.K : VHF & UHF Radio Microphone System
- ♦ **Beyerdynamic GmbH**, Germany : Microphones, Headphones, Headsets & Accessories
- ♦ **Digigram S.A.** France : Digital Audio Cards, Broadcasting , Recording & Post-Production hardware & Software
- ♦ Networking Technologies to audio broadcast and internet connectivity.
- ♦ **Genelec Oy**, Finland: Active Studio Monitors & Speaker Systems.
- ♦ **Maycom Audio Systems BV** : The Netherlands Analogue to Digital Audio Equipment, Broadcasting Systems, ISDN Codecs , Digital PC-Card Recorders
- ♦ **Neutrik AG**, Switzerland : Connectors, Patch Bays & Patch Panels, Acoustics & Psychoacoustics.
- ♦ **Neutrik Test Instruments**, Switzerland : Electro-Acoustic Measurement. Pro Audio & Multitone Measurement Techniques.
- ♦ **Radio Computing Services Inc.**, USA: Radio Broadcasting Software
- ♦ **Soundcraft**, U.K. : Audio Mixing Consoles for Studio, Live & Broadcast Applications.

VIDEO

- ♦ **Angenieux**, France Video and Film Lenses
- ♦ **Aston Electronic Designs Ltd.**, U.K. : Character Generators
- ♦ **Balcar**, France Cool Lights Television & News Studio & ENG/EPF application
- ♦ **JL Cooper Electronics, U.S.A.** : Control Automation Synchronization and Interfacing Products.
- ♦ **Leader Electronics Corporation, Japan** : Video Test Instruments
- ♦ **NEWTEC CY, NEWTEC Productions n.v.** : Belgium Satellite Communication Turnkey Projects.
 - Earth Stations for TV Broadcast and PTAs.
 - Multimedia VSAT Networks
 - Solid State Power Amplifiers, Block-converters,
 - Modulators and Demodulators for DVB, IDR, SDH.
 - Up-Down Converters and L-Band Combiners.
 - Redundancy Switches & SSPAs and LNBs

- ♦ **Thomson Broadcast Systems** : France Studio & ENG/EPF Digital & Analog Cameras, Analog & Digital VTRs for recording, Video Servers, Mixers & Robotics Interfaces, DSNS & Contribution, MPEG2-DVP Digital Broadcasting, Transmission & Networking Equipments & Systems
- ♦ **Trilogy, UK** : Digital intercom, Mentor plus Digital SPG/TSG'S

FILM

- ♦ **Steenbeck, Inc.** Germany : Film Editing Tables, ADR, MOD Digital Systems for Dubbing, Mixing & Re-recording. Digital Video & Audio solution, studio controller & Media controller
- ♦ **Industrial Automation Integrators**, Netherlands : Laser subtitling Systems & Security Systems

Principals :

DIGIGRAM ASIA PTE. LTD

18A, Baghdad Street

Singapore 199657

Tel : + 65-291 2234

Fax : + 65-291 3433

E-Mail : bloch@digigram.com

Ctc : Didier Bloch

Regional Manager - South Asia Pacific

RADIO COMPUTING SERVICES (S.E.A) PTE. LTD

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Tel : + 65-324 6658

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E-Mail : Cfawell@attglobal.net

Ctc : Colin Fawell

Managing Director

SOUNDCRAFT

Harman International Industries Limited

Cranborne House, Cranborne Road

Potter's Bar, Hertfordshire

EN6 3JN

UK

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Ctc : Karl Chapman

Head of European Sales

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India

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Ctc : Rajiv Gupta
Project - Head

Profile :

Over the last couple of years - Broadcast Equipment (India) Ltd. has emerged as the leading name among the users of professional and broadcasting audio and video equipment. By joining hands with Italian firm M/s. Elettronika s.r.l, we aspire to repeat the same success story in FM and TV transmissions.

With a strategically located network of branch offices, and competitive team of professionals - who are being trained by our principals - M/s. Elettronika at their factory in Italy, we are gearing up to meet the new and more challenging opportunities.

Elettronika is the leader in Electronic and Telecommunication field. Thanks to their twenty year experience and continuous research - Elettronika is a major presence in all the principal countries of the world. They have excellent reference in West - Eastern Europe, USA, Middle East and Africa. Elettronika has the widest range of products to meet the specific requirements of the customers.

Product Description :

Elettronika products are mainly designed for Radio and TV Broadcasting. The available range is one of the widest on the market and includes:-

- ♦ FM Transmitter 66-76 Mhz., 87.5-108 Mhz.
- ♦ FM Transistor and tune amplifier with power frame 100w upto 30 kw.
- ♦ VHF & UHF TV. Transmitters and Transponders up to 5kw and more.
- ♦ FM Radio links for the point to point connection form 200 Mhz up to 14 Ghz.
- ♦ TV Radio links for point to point connection from 1 Ghz. to 14Ghz.

- ♦ Radio - TV antenna, for freq. from 60Mhz up to 14Ghz.
- ♦ Diplexers, power splitters, filters, dummy loads for freq. up to 14Ghz.
- ♦ RF cables, RF connectors, Transistors etc.

Principal :

ELETTRONIKA s.r.l

S.S.96 km.113.Z.I, 70027
Palo Del Colle B.A

Italy

Tel : + 39-080-626 755
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E-Mail : elettronika@elettronika.it
Ctc : Vito Lampignano

BROADCAST TURNKEY SOLUTIONS (INDIA) PVT. LTD 05

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N.M. Joshi Road
Lower Parel (East)
Mumbai 400 011

India

Tel : + 91-22-301 6848 / 49
Fax : + 91-22-301 5713
E-Mail : mail@btsindia.com
Website : <http://www.btsindia.com>
Ctc : Vinit Phatak
Director

Profile :

Broadcast Turnkey Solutions (India) Pvt. Ltd., is a company that provides complete Turnkey Solutions for setting up FM Radio stations in India.

Their primary background has been in providing infrastructure solutions for the Cellular & Basic Wireless Operators in India for the past 5 years through their sister company, Omega Telecom. Given the new opportunities in the broadcast infrastructure industry they have set up a new company to cater to this market. They have strategic alliances with some of the best international as well as local manufacturing and service companies which allows them provide the correct and complete solution for your customized needs.

Their scope of products and services include all activities specifically related to the RF Transmission and studio components of the infrastructure set up for a radio station. They offer these services as a complete set or on a piecemeal basis.

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The list of the services along with their alliance partners are given below for your reference:

- ♦ RF Planning, Consultancy & Site Surveys - L&S Radio Communications, Germany
- ♦ Antenna Systems - KATHREIN Werke KG, Germany
- ♦ Transmission Towers - ROHN International, USA, & TSN, Germany
- ♦ Transmitters & Microwave Links - Itelco, Italy
- ♦ Studio Design & Architectural Services - Walter-Storyk Design Group, USA
- ♦ Studio Construction - Environs, India
- ♦ Studio Equipment - PACE Communications India Ltd

Principal :

L & S RADIO COMMUNICATION GmbH

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Germany

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Fax : + 49-7227-89 82

E-Mail : sales@lsgermany.de

Website : <http://www.lsgermany.de>

Ctc : Vinit Phatak

Profile :

Dr. Manfred Lebherz and Dr. George Schone founded L&S Radio Communication GmbH in 1991 in Germany. Their mission was to design user-friendly, highly sophisticated software packages for radio network design and spectrum management. Services cover the fields of radio network planning, network implementation services, consultancy, mapping services and data acquisitions, site surveys. L&S Broadcasting ; GSM 900; GSM 1800; PCS1900; Turnked radio; Paging; DAB; Microcell Systems; DECT; Microwave links; Pint to multipoint; Satellite Services and others.

Services includes : Network Planning Services for FM.TV.DVB,DAB, Broadcast systems; Network Implementation Services; Consultancy and Training; Data Services; Expert Surveys; frequency Coordination Services.

Software : Planning Tools

CHIR plus_BC(DAB;_DVB;_SAT): Chirplus_BC is a powerful and flexible tool for the planning and coordination of broadcast transmitter stations in the frequency bands I-V. It can be used by operators as well as by regulators to analyze existing networks, plan new frequencies, or perform the nec-

essary coordination calculation according to the international pattern.

Digital Data Generation Tool : CATCHit : CATCHit is the new state-of-the-art tool for generation, conversion and maintenance of terrain data. Its graphical user interface makes it easy to handle even more complex processes.

Project Management Tool : SiteRouter. SiteRouter is a competent, easy to use project management database for radio network build-up and radio network operation.

Spectrum Management and Monitoring tool : SPECTRAplus; MONITORplus - These tools provide high capacity multi user database, full report on license approval tests, selection of transmitters and receivers, visualization of transmitters and receivers on maps, detection of " Unlicensed" emissions etc.

ROHN PRODUCTS INTERNATIONAL

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USA

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E-Mail : mail@rohnnet.com

Website : <http://www.rohnnet.com>

Ctc : Vinit Phatak

Profile :

Since 1948 ROHN has been serving the needs of communications industry with high quality products that include towers, poles, equipments enclosures, and accessories that are top of the line and unsurpassed in quality, durability and value. These products are produced in several state of the art manufacturing facilities to the rigid standards set down by ANSI EIA/TIA 22F, the internationally recognised standard for steel antenna supporting structures. ROHN's world headquarters is located in Peoria, Illinois with regional operations throughout the United States. Their manufacturing facilities are located in Peoria, Illinois, Bessemer, Alabama, Frankfurt, Indiana, and Curitiba, Brazil.

Product Description :

ROHN's line of products includes: self supporting pipe towers; self supporting triangular solid member towers' Guyed pipe masts; Guyed solid member masts; self supporting steel poles; antenna mounts for nearly any application; equipment shelters and cabinets, concrete, fiberglass, steel.

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ITELCO S.p.A

Localita Sferacavallo, 19/A

I-05019 Orvieto (TR)

Italy

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E-Mail : sales@itelco.it

Website : <http://www.itelco.it>

Ctc : Vinit Phatak

Profile :

Itelco started its activities in 1961 as a manufacturer of HF, VHF and UHF transmitters and receivers for military radio communications purposes. In the 1970's the company turned to its production of TV and FM radio broadcasting equipment and system engineering. Itelco operates four manufacturing facilities in Italy and the USA. It has 14,500 worldwide installations in 124 countries. Itelco's headquarters is located in Orvieto, Italy.

Product Description :

The product line comprises of solid state FM transmitters, OFDM modulator for DAB, DAB exciter, medium power solid state TV transmitter, IOT (Inductive output tube) TV broadcast transmitter, EVB-T transmitter, DTV transmitter.

WALTERS STORYK DESIGN GROUP, INC (WSDG)

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USA

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Website : <http://www.wsdg.com>

Ctc : Vinit Phatak

Profile :

WSDG is a full service architectural design and acoustical consulting firm specializing in media facility planning and technical commercial architecture. The firm is the product of design partners Beth Walters, John Storyk and Sam Berkow and is the continuation of extensive careers in media facility design specializing in audio, video and performing arts by Mr. Storyk. John Storyk is a New York state registered - architect who has been designing studios for over 30 years. WSDG's and Mr. Berkow's designs and media facility consulting have been responsible for over 900 facilities throughout the world. Walters-Storyk design group, inc. maintains two offices. Its primary design office is a newly constructed 6000 square feet facility in Highland, New York, 75 miles north of New York city.

Product Description :

Specializing in : Advanced Technology / Audio Video Systems Design and Integration, Room Acoustics, Acoustics Consultation, Bid Ready Documentation, Acoustic Measurements and Testing, Sound Isolation, HVAC Noise and Vibration Control, Technical Electrical Power, Surface treatments and Sound Proofing

DELTON CABLES LIMITED

11

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India

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E-Mail : bal@deltoncables.com

Website : <http://www.deltoncables.com>

Ctc : Rajendra Yadav

General Manager - Business Development

Profile :

Delton Cables is a turnkey solution provider for FM Radio Operators, Broadband Video Broadcasters, Internet Services Providers & International Gateway Operators.

Our focus is to place our customers in frontline to be a pioneer in seamless FM broadcast by offering the technically & commercially competent world-class product range along with technical support. Delton is identified as :-

- ◆ One of the largest cable manufacturing companies in India.
- ◆ Established in 1948 and celebrated Golden Jubilee year.
- ◆ Having three ISO 9002 certified state-of-the-art plants.
- ◆ Retaining more than 750 highly skilled & trained personnel.
- ◆ Turnover for the year 1999-2000 was more than INR 100 Crores (equivalent of US\$25 million)
- ◆ Some of the internationally renowned companies being represented by Delton are:-
 - a) Energy-Onix Broadcast Equipment Co. Inc, USA for FM/AM transmitters (ranging from 10w to 52 KW) & related equipments.
 - b) Andrew Corporation, USA particularly for earth station antennas / broadcast antenna.
 - c) Channel Master, USA for VSAT / two way Interactive satellite equipment systems, Direct Broadcast Satellite

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Equipment (DBS), IFD, MMDS Master Television Equipment.

- d) LGP Telecom AB, Sweden for GSM antenna. Tower Mounted Amplifiers, repeaters etc for cellular applications.

Our Prestigious Customers are :-

- a) Doordarshan (Prasar Bharti)
- b) AIR (All India Radio)
- c) Broadcast Engineering Consultants India Ltd
- d) Telecom Industries - DoT, DoF, etc
- e) PSUs - ITI, BEL, ECIL, GCEL etc
- f) Defence - Army, Airforce
- g) Railways - RDSO
- h) Ministry of Home Affairs
- i) DRDO, ISRO etc.
- j) Multinational Corporation - Siemens, Tata, Lucent Technology, Philips India Ltd, Alcatel, etc.
- k) Cellular Operators "Essar, BPL, U.S. West, Koshika Telecom, Birla, AT&T, RPG, Escotel, etc.

Product Description :

Cable Division : Jelly filled telecommunication cables, FRLS Cables, Low loss co-axial cable, Silicon rubber insulated cable, computer cables, PVC Wires & cables, Switch board cables, coil cord & Straight cord, Axle counter guard cables etc.

Microwave Accessories : Hangers, Grounding Kit, and Wall Feed Through, Hoisting Grip.

Microwave Components : WG Bends Sections. WG to Coaxial adapters. WG Termination. WG Attenuator, Directional coupler.

Delton Branch offices : Almost covering throughout the country to achieve full customer satisfaction.

Delton will be one of the ISPs in India.

Principal :

ENERGY -ONIX

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Valatte

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USA

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Fax : + 1-518-758 1476

Ctc : Bernard Wise

President

Profile :

Energy-Onix was founded in 1987 by Bernard Wise a broadcast pioneer with over 40 years experience in the design and manufacture of broadcast transmitters. Mr. Wise is credited with bringing the "Grounded Grid" design to FM broadcasting.

Today his innovation and design advancement continue at Energy-Onix through the development and refinement of the grounded grid transmitter and solid state components. Energy-Onix produces state-of-the art high MU triode tube grounded grid transmitters and lower power solid state transmitters.

Since its founding, Energy-Onix had provided 750 AM, FM and Short-wave transmitters to broadcasters throughout the United States and the world. Energy-Onix credits the growing acceptance of its products to the increasing recognition of their exceptional quality and many unique features.

Energy-Onix transmitters are "On The Air in Central and South America, Mexico, Iceland, Turkey, Africa, Greece, Australia, the Phillippines, Korea and other International locations including 'Radio-7' the first commercial radio station in Moscow, Russia. Energy-Onix's export activities have earned the Governor's Export Achievement Award (NY) and have been recognized by the U.S. Small Business Administration.

Bernard Wise began designing transmitters as an engineer with RCA where he worked on the design team for their first UHF TV transmitter. His frequency studies and spectrum analyses were used by the Federal Communications Commission to allocate the UHF TV band in the United States.

In 1962, Bernard Wise founded CCA Electronics Corporation, Inc. of Gloucester City, New Jersey. At CCA he designed, developed and introduced the Grounded Grid Transmitter to FM broadcasting. The era of Wise innovation at CCA ended in 1974 with the sale of the company.

Bernard Wise continues his pursuit to become the premiere manufacturer of high quality, leading edge transmitter products. This vision led to the formation of Energy-Onix, with a dedicated engineering and management team, to continue the leadership of innovation into the future.

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HORIZON BROADCAST ELECTRONICS

62/121 Silver Oaks

DLF Qutab Enclave Phase I

Gurgaon 122 002

HARYANA

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Website : <http://www.hbeindia.com>

Ctc : Kuldeep Kaul
Director

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HBE enjoys working relationships with leaders in the broadcast industry like M/s. Advent Communications Ltd., UK / M/s. Broadcast Electronics Inc., USA, Telos Systems (Cutting Edge Technologies) USA, Jampro Antennas USA, Wheatstone Corporation USA, NDS UK, Tandberg Television UK, Telecast Fibre USA, to provide solutions that combine HBE's expertise in Radio and TV Broadcasting with their state-of-art technologies and innovative applications.

HBE is firmly positioned to address future challenges in Digital TV and private FM markets. The company has a strong commitment to innovation, pushing the boundaries of digital TV and FM Radio Broadcasting solutions from its principals and developing a modular product portfolio that provides a complete, open and interoperable offering to customers. The simple fact, that HBE have a majority of all digital TV (DVBS) equipment in use in Doordarshan today itself speaks of the capabilities of the company.

HBE has invested in full time broadcast engineers, factory trained at the works of their principals, to support their customers. HBE engineers are available by cellphone 24 hrs a day, 365 days a year. With our new branch offices opening shortly at Chennai, Mumbai and Calcutta, HBE would be able to further reduce the down time of equipment and keep its commitment to serve its customers 24 hrs a day and solve the most pressing problems promptly, professionally and cost-effectively.

Financials: In a short span of just three years HBE has grown from turnover of 3 million USD to over 25 million USD this year.

Industry Leading Customer Base: HBE's customers include major Broadcasters and Network operators in the satellite and terrestrial TV markets as well as leading players in the mobile and fixed contribution / distribution, both government operators and private operators.

The company has developed a long-term relationship with many of its key customers built on its ability to deliver real business benefits and its reputation for reliability and service. Current customers include Doordarshan, AIR, BECIL, GCEL, BEL, ECIL, Sun TV, TV Today, Telstra VCOM, Essel Shyam and many more.

Profile :

Horizon Broadcast Electronics' (A Broadcast Solutions Company) is a young and dynamic organisation formed by a group of professionals to provide the most cost effective solutions, superior services and prompt after-sales support to discerning customers in the field of Radio and Television Broadcasting.

Our Vision : Horizon Broadcast Electronics understand the critical need to provide crisp clean audio and crystal clear picture to today's discriminating and ever-growing audiences and viewers. We see private FM broadcasting and digital video programming and production.

We have a working relationship and association with the leading broadcast industry vendors and provider solutions that combine our expertise in radio and TV broadcasting with their state-of-art technologies. We at Horizon Broadcast Electronics (HBE) pool the resources of the world's most respected broadcast industry vendors to ensure that our customers and viewers / listeners benefit from the latest technological advances in line with futuristic trends.

The Company : Horizon Broadcast Electronics, head quartered in Gurgaon, Haryana (a satellite township on the southern border of Delhi) India has operations nationwide. HBE is dedicated to the Broadcast business in India and comprises of a strong marketing team with decades of experience in the field of Broadcasting. Technology is at the core of HBE's market offerings and the innovative application of this technology enables HBE to deliver solutions that helps broadcasters to manage their networks more effectively, increase revenue opportunities and introduce new services.

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Principals :

BROADCAST ELECTRONICS

4100, North 24th Street
Quincy, Illinois 62301
USA

Product / Services :

AM, FM Transmitters, Studio Automation systems for Radio Stations, Web Casting.

TELOS SYSTEMS / CUTTING EDGE

2101, Superior Avenue Cleveland
Ohio, 44114
USA

Product / Services :

Audio Processors Omnia, Telephone Talk Show Systems.

JAMPRO ANTENNAS

6340. Sky Creek Drive
Sacramento
California
USA

Product / Services :

Radio and TV antennas, Combiners

WHEATSTONE CORPORATION

7305 Performance Drive
Syracuse
NY.13212
USA

Product / Services :

Analog & Digital Broadcast Consoles

OMEGA TELECOMMUNICATION SUPPLIERS PVT. LTD

05

146, Pragati Industrial Estate
N.M.Joshi Road
Lower Parel (East)
Mumbai 400 011
India

Tel : + 91-22-301 5711 / 12

Fax : + 91-22-301 5713

E-Mail : omegatelecom@vsnl.com

Website : <http://www.omegaindia.com>

Ctc : Narasimha Kanade

Sales Engineer

Profile :

Omega Telecom is a company supplying high quality telecom infrastructure products for the wireless telecom industry. Started in 1995 primarily as the sole distributor of Kathrein Werke KG, Germany, Omega Telecom today also distributes cable products by Kabelwerk Eupen, Belgium and connector products by Telegartner, Germany. With an efficient staff for marketing and logistic combined with trained engineers and offices in Mumbai and Delhi, Omega Telecom is an ideal local support partner for all its principals. Every cellular operator in India is their customer and so are most of the basic service operators who are using wireless technology. Recently, an L.O.I. has also been received for supplying UHF / VHF TV Antennas to Doordarshan. Also, KATHREIN Werke KG, the company's primary principal has decided to purchase 51% equity in this company and it will be soon re-named Kathrein India Pvt. Ltd.- Omega Telecom Division.

Product Description :

FM and TV broadcast antenna systems filters; combiners; amplifiers; duplexers; power splitters; cables; base station antennas for the GSM, PCS, PCN, PDC, CDMA and DECT systems (omnidirectional. Directional, Yagi's Xpolar antennas etc.); DTH receiving equipments; antennas for trunking and paging systems; ground to air communications antennas; antennas for navigation systems (market beacon / DME / ILS); antennas for public transport vehicles like cars and buses; railway communication antennas; repeaters (personal, compact and channel selective); connectors and measuring equipments.

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Principal :

KATHREIN WERKE KG

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Website : <http://www.kathrein.de>

Ctc : Volker Kuhn

Manager-Business Development

Profile :

Kathrein is a multinational company active in antenna and communications technology. For more than 80 years the group of companies has been developing, producing and marketing a wide range of antenna systems and signal processing products. It is the largest and the oldest antenna manufacturing company worldwide. Kathrein has six basic product groups: mobile communication antennas, broadcast antenna systems, hybrid fibre-coax network distribution systems, filters combiners, and amplifiers for mobile communication systems and car antennas and automotive systems.

Products, which are highlighted for the Indian market, are the broadcast antennas for FM radio stations and terrestrial TV transmission, DTH reception systems, test equipment for cable TV operators. In mobile communication antennas Kathrein has the highest market share worldwide as well as in India (over 80% of the BTS antennas in India are supplied by Kathrein).

Product Description :

FM and TV broadcast antenna systems; filters; combiners; amplifiers; duplexers; power splitters; cables; Base station antennas for the GSM, PCS, PDC, CDMA and DECT systems (omnidirectional, Directional, Uagi's Xpolar antennas etc.); DTH receiving equipments; antennas for trunking and paging systems; ground to air communication antennas; antennas for navigation systems (market beacon / DME / ILS); antennas for public transport vehicles like cars and buses; railway communication antennas; repeaters (personal, compact and channel selective); connectors and measuring equipments.

PACE COMMUNICATIONS

04

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India

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E-Mail : pace0comm@vsnl.com

Ctc : Russel Newby

Sales Manager

Profile :

Pace Communications (India) Pvt. Ltd. and Pace Communications are two companies solely devoted to professional audio activities covering the entire territory of India. The company started in 1987 as Pro-Audio consultants & Engineering (P.A.C.E) a partnership firm of Joe Gonsalves, Managing Director with a background in Banking, Marketing and of course Music and Nakul Kamte, a freelance Recording Engineer.

The business targeted was acoustic design & equipment supply consultancy for setting up professional recording studios and to act as sales and service agents for overseas companies. The expertise of the two partners was soon appreciated by the Industry in Mumbai and Chennai. The company then approached the U.K based console manufacturer AMEK to distribute their range of equipment in India. After 2 visits to India and gauging the close rapport that the company had with recording Engineers and other professionals Amek appointed P.A.C.E as distributors for India. On the basis of their performance the company took up distribution of the OTARI range of professional audio equipment and a host of other companies.

The company then, unlike other distribution companies, with a single-minded purpose started the after sales team. Engineers were recruited and sent abroad to our Overseas Principals for training. Today our standing in the industry is especially due to the fact that we have what is widely regarded as the best after sales team in pro-audio.

Product Description :

Digital the new Direction : We have always recognised that the Audio Industry here as elsewhere would finally have to accept the Digital format, we have pioneered this trend in a major way, mastering in all DAT as also in audio cassette Duplication we have set up 3 Cassette Duplication lines with Digital Masters. The next step is that cost effective tape based Digital Formats because of their inherent problems have to be

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replaced progressively, Currently we tend to get the impression that MOD or cheaper HDD Digital formats will take over.

Our Targets :

Our main target has and will always be the Film Industry. This is one of the reasons why the representations that we have chosen are all majors connected with the Film and Video Production houses world-wide. We address the top-end of the studio market only, which is evidenced by our clientele.

Our Strengths:

- ◆ Our company is managed by committed and experienced professionals.
- ◆ We offer complete audio solutions with a commitment to ensure our client's success.
- ◆ Dedicated and trained after-sales team covering Mumbai, Chennai & Delhi. We fully understand the implications of downtime since the Film Industry work is time bound, our response time is suitably tuned by speed of reaction.
- ◆ Constant review of the upgrade path in the audio world. The benefits of which are passed on to our clients.
- ◆ We have the latest sophisticated measurement equipment to match the skills of our engineers.
- ◆ Dedicated engineers are available for analogue, digital & mechanical problems. Ours is an after-sales team, with each member capable of addressing a breakdown independently.
- ◆ We have engineers in Chennai currently.

We represent:

Manufacturer/Product :

- GLW Harrison Consoles for Music Recording and Motion Pictures.
- AMEK Live, Recording Studio and Post Production Audio Mixing Consoles and Processors.
- D&R ELECTRONICA Live, Recording Studio and Post Production Audio Mixing Consoles.
- YAMAHA CORPORATION JAPAN Live, Recording Studio and Post Production Audio Mixing Consoles and Processors.
- FAIRLIGHT MFX 3^{plus} Mainframe Digital Audio Workstation, Digital Audio Dubber, FAME & "Merlin" Hard disk based storage, processing and networking units.
- T. C. ELECTRONICS Effects Processors.
- DYNAUDIO ACOUSTICS Monitors and Amplifiers.

- DRAWMER Compressors, Limiters, Noise Gates and Equalisers.
- DPA (B&K) Microphones.
- OTARI 2 Track / 8 Track MOD, Upto 24 tracks analog / digital recorders, RADAR multi track hard disk recorders, Eagle, Status, Elite Concept recording consoles, Duplicating systems, cassette to cassette copiers.
- NEUMANN Microphones.
- OKTAVA Microphones.
- SENNHEISER Corded & Cordless Microphones & Headphones.
- NEVATON Microphones.
- DOREMI Digital Video Recorder / Editor
- MediaForm CD Replicators
- Lightworks Non Linear Film/Video Editing System
- Mogami Cables & Connectors

These are a few of our notable installations:

- "Audeus", a division of Mukta Arts, Mumbai. (Mr. Subhash Ghai)
- ACM, Mumbai
- Akash Audio, Bangalore (Mr. Madhu Bangarappa)
- All India Radio R&D, New Delhi
- Alurkar Music House, Pune
- Amson Audio, Mumbai
- BR Ads (Digital), Mumbai
- Chubu Music (Louis Banks), Mumbai
- Clearlight Productions (Ranjit Barot), Mumbai
- Digital Domain, Mumbai
- Eenadu TV. Hyderabad. (ETV)
- Empire Audio Centre (A. G. Nadiadwala), Mumbai
- Famous Cine Labs, Mumbai
- Film & Television institute of India. Pune
- Films Division, New Delhi
- Fourth Dimension, Mumbai
- Joshua Studios Inc, Mumbai
- Jyoti Chitran (Film Society), Guwahati, Assam
- Kodandapani Studios (Dr. S. P. Balasubramaniam), Chennai
- Krishna Leela (Madhur Dhvani), Mumbai
- Media Artists, Chennai
- Mehboob Studios, Mumbai
- Musician's Studio, Mumbai
- NFDC, Mumbai
- News Television India Ltd (Star TV)
- Octavious Recording Studio, Mumbai; (Mr. Nikhil Kapoor)

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- Osho Commune (Pune)
- Pancham Studios Pvt. Ltd. Bhubaneshwar (Orissa)
- Prasad Films, Chennai
- Prasad Digital Video, Chennai
- Purple Haze, Mumba
- Raja Music Universals, Chennai
- Ramoji Film City, Hyderabad
- Real Image, Chennai
- Rebel Distributions(Osho Commune), Pune
- Sahara India, Mumbai
- Saint Mary's School, Pune
- Satyajit Ray Film & Television Institute, Calcutta
- Sound City, Mumbai. Mr. Y. Lakdawala
- Spectral Harmony, Mumbai
- Studio 2000, Mumbai
- Subash Studios, Mumbai
- Sumi Audio, Mumbai
- Sunny Super Sound, Mumbai
- Super Recording Company, Chennai
- Suresh Productions, Hyderabad
- Swar Sudha, New Delhi
- Tarana Music Cassettes, Mumbai
- Time Audio, Mumbai
- Tv India, Mumbai
- United Studios Limited, Mumbai
- UshaKiron Movies Pvt. Ltd., Hyderabad
- Western Outdoors Advertising & Marketing Ltd, Mumbai

Principal :

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Ctc : David Spargo
Sales Manager

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Ctc : Tarun Chandani
Asst. Sales Manager

Radio Star is India's leading radio content provider. We are the force behind thousands of hours of quality programming, always winning loyal audiences and rave reviews.

Setting Standards in FM Broadcasting: Started in 1993, Radio Star FM was a major hit in Mumbai, with a total listenership of two million-plus, great writeups and a host of top-notch sponsors including Castrol, Kellogg's Godrej and Eveready. More recently we have produced equally popular shows for broadcast on AIR, with sponsors such as Hindustan Lever, Mahindra & Mahindra and PepsiCo.

In the process, Radio Star has launched and showcased some of India's biggest names in radio - including Cyrus Broacha, Meena Nahata, Mohan Kapur, Keith Stevenson, Talat Aziz, Siddharth Kannan and Nikhil Chinappa.

Product Description:

Radio Star is proud to introduce Radio Express and Radio Ventures, two of the world's leading music subscription services for radio, featuring:

Weekly CD compilations of the latest International Hit / Breaking Music Pop / Rock / Euro / Latino / Tropical / Dance / Vangurad.

Useful liner notes with every CD, providing DJs with important news about artists and songs.

World - class objective tracking of new releases, radio playlists and radio charts.

Your instant access to the cutting-edge of the world music industry.

Further benefits from Radio Star :

- Tremendous discounts.
- Greatly reduced courier charges.
- All payment in rupees - no foreign currency problems.
- All customs/duty hassles and expenses handled by us.

Also available from Radio Star is the hugely-popular Casey Kasem's American Top 40, a hit the world over and featured on hundreds of stations around the globe.

Profile:

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Ctc : N. Ravisankar

Domain Expert (Audio)

Profile :

Real Image is India's foremost film, video and audio consulting and equipment distribution company. It is the promoter in India for Avid Technology's professional products, for Digital Theatre Systems' cinema processors and licensing and for Orad Hi-Tech Systems Virtual Sets.

The company has been extremely successful in introducing and promoting Avid Technology's range of products in the film, video, audio and broadcast markets. Real Image has also made the DTS cinema sound format for motion pictures the market leader in India. The company has recently begun promoting Orad's Virtual Set technology in the country and is geared to repeat their previous success in introducing this new technology to India.

Product Description :

Digi 001 is the latest all-in-one production system from Digidesign. An incredibly affordable home studio solution designed by the best (hardware engineers) in the industry, Digi 001 gives the user versatility and Pro Tools audio quality for the price of a Project Studio DAW. With options to edit on the fly and completely automate the mix, Radio Stations can slot voice-overs and commercials, rearrange the song list and add new songs from a variety of sources, all at the click of a mouse. Since Digi 001 is brought to you by Digidesign, a division of Avid Technology, it is designed to be compatible with additional products – placing a whole range of powerful plug-ins at your fingertips. ...and SystemBase Codecs – Wiring you up in Style.

Digi 001 is a software and hardware combined package. The hardware is the PCI card that goes into your computer and the interface which is connected to the card with a supplied cable. The card has ADAT ports that are connectors for 8-channel ADAT input and output. The interface has 8 analog inputs and 2 S/PDIF (digital RCA connectors for digital transfer between DAT recorders or CD players). Two Mic level inputs are included in the 8 analog inputs. The analog signals

are converted into digital in this interface. The software will receive these 24-bit digital signals for editing, mixing, mastering etc. There are 2 headphone outputs, 2 monitor (studio speakers) outputs among the 8 analog outputs.

The software is Pro Tools LE v5.0. This gives you 24 audio tracks and 128 MIDI tracks. There are in built plug-ins, which can be used for Parametric EQ, Compressor, Limiter, Gate, Time compression/Expansion etc. D-Verb, Digidesign's reverb plug-in is included as a free promotional offer. Additional plug-ins are available for various processes like pitch correction, tempo changing, etc. There is a fully automatable mixer and additional hardware control surfaces are available for actual fader controls.

Stereo audio tracks can be used for songs and this can be edited with voice over, jingles, etc. It is very easy to fade in/out songs or announcements and also be creative by using sound effects. All this in real-time.

In short the Digi 001 is a very versatile, highly economical 24 track digital audio workstation with excellent audio quality and easy-to-use interface.

Audio Codecs from SystemBase, also brought to you by Real Image, incorporate both an encoder and a decoder, to provide a real-time, full duplex audio circuit. SystemBase Codecs are ideally suited for implementing FM radio Studio-to-Transmitter Links (STLs). Real-time broadcast quality music and voice circuits can be provided by direct connection to ISDN lines, or various services such as fixed digital lines (n x 64kbps), microwave links, spread spectrum links, optical fibre networks or satellite links.

Digital Audio Codecs : Unparalleled Performance. Additional Design Enhancements.

Much richer natural sound : The C400xr and C310xr digital audio codecs have been designed to deliver unparalleled performance for professional, real-time audio applications. Both models incorporate the fast apt-X100 Sub Band ADPCM compression system with a coding delay of only 3.8ms. Additional design enhancements based upon the use of a 20 bit conversion process have extended the audio bandwidth by almost 900Hz, resulting in a much richer natural sound.

Real-time Bi-directional Operation: These products incorporate both an encoder and a decoder, to provide a real-time, full duplex audio circuit. The short coding delay of 3.8ms at 32KHz sampling rate, makes them suitable for bi-directional applications such as outside broadcasts (OB), studio to transmitter links (STL's) and remote voice-overs. In addition, the integral ISDN inverse multiplexer, used to synchronise up to

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four ISDN B Channels, introduces a delay of just 0.5ms.

Intelligent Features : In the event of an ISDN call failing, the codecs will automatically drop down to provide the next best available service with the remaining connected calls. The user can configure the codecs to prioritise between bandwidth or stereo image.

Cascade and Tandem Coding : These codecs allow cascade or tandem coding of audio with minimal degradation in quality. This feature is essential when contributing to Digital Audio Broadcast (DAB) radio or television stations using MPEG technology.

Remote Management : Remote management facility is provided as standard, and enables full remote control and re-configuration via a computer. Multiple units can be easily linked together using a simple daisy-chain topology, and controlled centrally from a single computer. There are no limitations on the number of units that may be connected together. A codec unit at a remote or unattended site can readily be controlled by using standard analogue modems.

ISDN Connectivity : Real-time broadcast quality music and voice circuits can be provided by direct connection to ISDN lines, or various services such as; fixed digital lines (n x 64kbps), microwave links, spread spectrum links, optical fibre networks or satellite links. To dial an ISDN connection, simply enter the number using the numerical keypad located on the front panel. Alternatively, one of the 26 pre-configured memory stores can be dialled. For ease of operation, the VFD display provides clear visual indication of the status of the connection, and displays the relevant ISDN diagnostic information in the event that a call should fail to connect. To minimise ISDN call charges, the Dial on Audio facility enables the codec to automatically dial an ISDN line on detection of an audio signal, and then hangs the call after a user selectable period of silence.

Worldwide Operation : Systembase codecs interface directly between audio equipment and the ISDN network, via standard ISDN RJ45 sockets. To facilitate worldwide operation, 11 international ISDN standards are supported, and can be selected by the user from the front panel.

Digital Audio Interface : AES/EBU digital audio interface is provided on both models, and is equipped with sample rate converters, to simplify the problems of connecting between the studio reference clock. Different sample rates can be supported at either end of the codec link.

Studio To Transmitter Link : The Systembase codecs are well suited for implementing FM radio Studio-to-Transmitter Links (STL's), at 15.6kHz Stereo audio over a 256Kbps dig-

ital line. To maintain program continuity, an automatic ISDN backup is initiated if there is a failure on the primary circuit. The restoration of the audio back to the digital line also occurs automatically once the fault condition has cleared. The codecs can be configured to mono the input audio during ISDN backup, and to deliver the audio to both left and right outputs. The bi-directional auxiliary data port facility can be used to send RDS control signals to the transmitter, and receive telemetry information.

(It's an exciting and revolutionary time for radio in India.) The doors have opened at last, and everyone's looking forward to some world-class FM. While the country is busy dusting its radio sets, you have your work cut out for you making sure you live up to expectations. That's where Real Image comes in – with the world's most efficient, reliable and versatile (not to mention affordable) technologies – that will help you run an FM Station with great digital sound and an amazingly smooth work process...

For more information on these companies and products and the latest industry news, do visit any of these sites:

www.real-image.com

www.digi001.com

www.systembase.com

TRANS IMAGE CORPORATION

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Ctc : Uday Kumar
Director

Profile :

Trans-Image Corporation, with over a decades experience in India with All India Radio and Doordarshan, in association with DB Elettronica of Italy and Rymasa of Spain, provide a complete package for transmission from the studio to the final broadcast antenna. This includes - studio-to-transmitter links, main FM transmitters in solid state as well as tube-type upto 20kw power output-combiner and antenna system for upto 12 transmitters of 20kw (and higher) power output sharing a tower.

Product Description :

- Radio Surveys
- Evaluation of STL requirements

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- Design, Fabrication & Erection of Towers
- Antenna design
- Procurement (including import) of all hardware
- Design and Fabrication of Radio Room
- Support Services like import authorisation form WPC,SACFA clearance etc
- Testing of all equipment to stringent quality norms
- Integration of sub-systems
- Installation and commissioning
- System validation and WPC approvals
- Operation of entire transmission set-up contract, with guaranteed uptime and coverage

Principal :

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Website : <http://www.dbroadcast.com>

Ctc : Guglielmo Feliaiani

Profile :

DB Elettronica Telecomunicazioni S.p.A, is a leading European manufacture of FM and TV broadcasting equipment, covering three main areas:

- FM transmitters and transposers;
- TV transmitters and transposers;
- Multipurpose radio links (audio,video and digital data communication); transmitting antennas and accessories.

Located in Padua, in North-East area of Italy (25km far from Venice Airport), DN Elettronica is a private company occupying an enviable place in the high-tech world-wide broadcasting market.

Established in 1975, DB Elettronica has built a high reputation dealing with public and private broadcasters worldwide, thanks to its vast distribution network in five continents. DB Elettronica guarantees a professional after sale service, maintenance and installation.

High quality at competitive prices is the main characteristic of DB Elettronica products: thanks to its 25-years experience both in design and manufacturing, it has developed a wide range of products which comply with the most stringent international standards for performance and safety (CCIR, FCC,ORIT) and are also approved for the CE mark.

DB Elettronica's organisation is also able to provide fast delivery devices, spare and replacement parts (24 hours Europe and North America, 36 hours rest of the world) along with easy on-line information and technical assistance.

RADIACIONY MICROONDAS S.A RYMSA

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Profile :

Antenna systems for radio and T.V manufacturing is one of Rymsa's major activities, in which the company has invested the best of its resources for manufacturing design and service to customers for as long as it has been existence.

Rymsa's capability goes over the manufacturing skills, since we have specialized in turnkey projects, managing from previous coverage studies up to installation and bringing into service antenna systems at their final locations.

Rymsa has strengthened itself as a supplier of antenna systems all over the world, its principal customers the major national and international broadcasting corporations.

Rymsa supplies antenna systems for all broadcasting bands and power ranges, with ability to provide equipment for small transposer stations as well as for high power transmitter ones, all being located in a wide range of environments and withstanding any sort of climate.

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VLAMCO N.V

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BELGIUM

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E-Mail : franklyeson@online.be

Ctc : Frank Leysen
President

Profile :

VLAMCO, a subsidiary of the Belgian Media Holding, is active in the radio industry for over 20 years. Vlamco operates 2 franchised networks in Belgium. Topradio (European Hit Radio. Targeted 15-35 year) and Radio Mango (Audit Contemporary, targeted 25-45 years). Besides this, Vlamco consults and advises the Radio Broadcasting Industry all over the world.

Vlamcos know-how and expertise covers all aspects of commercial radio broadcasting:

Product Description :

Engineering and Technics

- transmitting, studio and ENG equipment
- on-air automation systems
- computer hard - and software

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Programming

- music formatting and scheduling
- news and information formatting
- on-air talent coaching

Sales and Marketing

- knowledge of advertising and selling
- market research and data base marketing
- optimisation of income

P.R. and Promotion

- public relations
- on air and off air promotions
- event marketing

Management, Administration and Finances

- investments / partner investors
- business and financial plans
- administrative procedures and software
- human resources
- cash management

Vlamco is looking for a longlasting relationship with players in the India Radio Broadcasting community in order to help them build a successful, professional and a profitable radio broadcasting operation.