



ABOUT ARCIA

The Australian Radio Communications Industry Association (ARCIA) is the peak national industry body representing the two-way and associated wireless radio communications industry in

Australia. We are a not-for-profit, incorporated Association that seeks to implement diverse, industry-specific initiatives in order to raise the profile, importance and awareness of the radio communications industry in Australia.

ABOUT THIS REPORT

This is ARCIA's first annual report, which documents the Association's performance over the 2009-2010 financial year. This report has been published to inform our stakeholders about our activities and will be published annually. As part of our commitment to sustainability, this report is published online at www.arcia.org.au with a small number of copies produced in hard copy to satisfy some of our stakeholder needs.

The Association's financial information is being released separately and will be available to members.

Comments about this report are welcome and should be directed to info@arcia.org.au or:

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ABN: 68 632 173 675

TABLE OF CONTENTS

ABOUT ARCIA

ABOUT THIS

FROM THE PRESIDENT

COMMITTEE REPRESENTATIVES

ABOUT THE

NATIONAL REPORTS

- N S W
- **SA**
- QLD

OUR WORK

-TRAINING AND EDUCATION

- -TECHNICAL AND SPECTRUM ISSUES
- EVENTS
- SCHOLARSHIPS AND CHARITY
- MEMBERSHIP
- ACCREDITATION

FROM THE PRESIDENT

I am proud to present you the Australian Radio Communications Industry Association's first annual report. Despite having weathered the instability generated by the global financial crisis, 2009 - 2010 saw some great leaps forward for the Association as we worked towards promoting our member's interests. The reports contained within show what can be achieved when an industry pulls together for the greater whole and good. Some of the highlights for 2009-2010 include:

- Acceptance of ARCIA's alternatives for a harmonised government band in the ACMA 400 MHz band plan,
- Participation in the ACMA Radio Communications Consultative Committee and Standards Australia RC4 and RC6,
- Responses received from NSW government on IPARRT,
- Expansion of the scholarship program offering three student scholarships in cooperation with Tait Radio Communications and RadioComms Connect,
- Continued representation on the RMIT Industry Advisor panel,
- Sponsorship of the RMIT ENGenius Trade fair 09,
- The Industry Gala Dinner following RadioComms Connect 2009 Exhibition and Conference,
- The Industry Excellence Awards, which recognises and awards star achievers in the industry.

I would like to thank our Committee members, volunteers and staff. Many of our initiatives could not have been implemented without the dedication and effort by these individuals who, many of which, bring many years of knowledge and expertise to the Association without personal financial gain. I would also like to give special thanks to our Annual Industry Gala Dinner sponsors and supporters. Through their generosity and contributions, we are able to host an annual event, which works to build the internal strength of our industry. Finally, a special thanks to our members who help us achieve our goals through their ongoing support and involvement.

Join us again in 2011 to keep our industry viable.

Chris Kelly

COMMITTEE REPRESENTATIVES

CHRIS KELLY - PRESIDENT

MARTIN MCLEOD - VICE PRESIDENT & NSW REPRESENTATIVE

DAVID COX - SECRETARY

ALISTAIR TIBBALLS - TREASURER

CHRIS STAPLETON - ACCREDITATION

JEFF PERRY - SA REPRESENTATIVE

ANTHONY BLYTH - QLD REPRESENTATIVE

STEVE REINING - MEMBER

MARK WARD - MEMBER

EX-OFFICIO MEMBERS BOB ROGERS - TRAINING & EDUCATION NOEL HIGGINS - TECHNICAL & SPECTRUM IAN MILLER - TECHNICAL & SPECTRUM

> Contact members of the Committee at info@arcia.org.au. Full Committee profiles are available at www.arcia.org.au.

ABOUT THE COMMITTEE

ARCIA is made up of elected Committee and Ex-Officio members who are actively engaged in the Australian radio communications industry. They bring many years of knowledge and expertise to the Association without personal financial gain.

ARCIA Committee and Ex-Officio members work on behalf of the Association's members on issues where they believe the industry should be protected or represented and are elected based on their interest to best serve the industry as a whole. The Association welcomes regular comments and suggestions from its members to ensure the Committee continues to fulfill its role.

The ARCIA Committee and Ex-Officio members meet monthly to manage, coordinate and implement the Association's various activities including Accreditation, Technical and Spectrum Issues, Training and Education, Membership and Events. Each member is involved in various sub-committees to ensure the Association's goals are acheived.

Nominations for Office Bearers open four weeks prior the the Annual General Meeting held in August each year. ARCIA is keen to represent all sectors of the Australian radio communications industry and encourages all to attend and nominate.

"ARCIA Committee Members work on behalf of the Association's members on issues where they believe the industry should be protected or represented and are elected based on their interest to best serve the industry as a whole."

ARCIA ensures it maintains its national representation by offering teleconference for those interstate or in rural areas who are unable to physically attend the Association's meetings, which are currently held in ARCIA's head office in Melbourne, Victoria. The ARCIA Committee also regularly attends national industry related events.

NATIONAL REPORTS

As ARCIA grows so does its national representation across Australia. From what grew out of Victoria four years ago has now spread to South Australia, New South Wales and Queensland. Our national representation has grown substantially over the last year and we continue to expand our efforts in this area.

The aim of each state representative is to directly deal with issues facing the radio communications in that particular state. Each state representative implements initiatives decided on by the Committee, which work to support and involve local organisations and individuals, and strengthen the industry nationally.

We encourage all sectors of the industry to join our ranks, in particular those in the industry wishing to represent ARCIA in Western Australia, Northern Territory, ACT and Tasmania. All ARCIA Committee meetings are held via teleconference to allow those interstate or in rural areas to fully participate.

FROM NEW SOUTH WALES

ARCIA is gaining momentum in NSW with the organisation raising its profile through various means.

The annual RFI sailing day on Sydney Harbour was again a highlight with ARCIA well represented with our own boat and well dressed crew. A perfect industry networking opportunity and thanks to RFI an invaluable chance to spread the word on the organisation. RFI also offered the opportunity for ARCIA to talk at some recent training days around the country which was gladly accepted.

NSW has also been busily fighting the NSW State Government over issues relating to the occupation of crown lands for radio sites. Various submissions have been made to the relevant Minister without success. ARCIA has decided to seek a meeting with the opposition Minister as a next step in defending our rights.

Training is high on the agenda with a recent questionnaire being put to all members and the subsequent results being made available to all.



ARCIA is also talking to TAFE training facilities in regional NSW with a view to seeking an expansion of offerings in radio trades. This is aimed at increasing the number of apprentices being employed.

Standard Communications (GME) is ARCIA's most recent Acrredited member from the state.

Martin McLeod - New South Wales Representative and Vice President

"The aim of each state representative is to directly deal with issues facing the radio communications in that particular state. Each state representative implements initiatives decided on by the Committee, which work to support and involve local organisations and individuals, and strengthen the industry nationally."

FROM SOUTH AUSTRALIA

2009 and 2010 saw continuing growth in the awareness of ARCIA's role in South Australia with many aware of the work ARCIA is doing to represent the stakeholders of this wonderfully resilient industry that has withstood the best that public carrier networks can throw at it.

Over the coming year, we will be working to have the ARCIA Accreditation program recognised by Government and Corporate bodies in their tendering processes. Recognition of this accreditation is a natural progression of the standards reached by accredited members as determined by independent assessment. Potential clients can be assured that accredited members are committed to the highest quality business practices, offer consistency and reliability in the delivery of service, have professional standards and are dedicated to continuous improvement.

Industry members in South Australia owe much to our eastern state representatives who are geographically well placed to negotiate with government and large educational institutions. The benefits realised by their work are enjoyed by the entire industry Australia-wide. This work was, and will continue to be, particularly vital in determining a fair and equitable solution in relation to ACMA's review of the 400-470 MHz spectrum.

For those South Australian individuals and companies that have not yet joined ARCIA, I urge you to support us as we continue to work to represent you and the industry. For further information please don't hesitate to contact me.

Jeff Perry - Committee Member & South Australian Representative

FROM QUEENSLAND

It's been a good year for Queensland - plenty of rain, and despite the heartache caused by the major floods, it has been good for the country with the water flowing through to much needed places across QLD, NSW, VIC and SA. For the first time in 20 years there is a regatta taking place in Australia's Lake Eyre! Back in Queensland, we have just completed an event, which unfortunately has also been too rare in the years past.



Tait, RFI, Zetron and Omnitronics together hosted an industry charity day on the 8th July in Brisbane, with attendees ranging from our newest ARCIA member Nixon Communications' Grant Tucker representing Mackay, Rockhampton and Gladstone, as well as long-standing ARCIA supporter RFI, with local Steve Hunt joined by Neil Matheson travelling from Sydney for the event. Whilst not an official ARCIA event, many other ARCIA QLD members were also attending, including Philcomm, Comwide, and Omnitronics. Comwide and Omnitronics are examples of the growth in ARCIA membership in the past year. Together we were joined by representatives from Telstra and a range of end user customers from rail and government.

>>> QUEENSLAND

I'm pleased to report "mission accomplished" for the objectives of this event: The group was in high spirits for the opportunity to get together after so many years, and incredibly generous at uniting to support the cause for the day, The Smith Family Learning for Life program. Together, \$6,600 was raised for the Smith Family on this day to go towards their QLD Winter Appeal Target of \$500,000. A representative from the Smith Family shared with the group her own emotional and inspiring story with living proof that even contributions as small as \$100 towards an aspect of a child's education can be life changing for the child and their family. The group is now resolved to ensure that this gathering becomes an annual industry event in Queensland.

Some parts of Queensland such as Cairns have suffered heavily from the global financial crisis and the drop in tourism, whereas other parts continue to boom ahead. The mining industry here is still moving ahead and is helping to keep the radio communications industry strong, but it certainly brings its challenges as well. There have been comments from both Brisbane and the Bush alike about the difficulties of maintaining high standards of customer service in the mining sector. Mining contractors can come from as far away as Brisbane to a remote mine site and be required to comply with the local rules for radios required on site. It can be hard and confusing for all involved - the mine operator, the local dealer, the contractor, and other dealers throughout the state that try their best to support the customers that walk through their door, not knowing whether their customers may be heading next.

We need to do more to encourage customers to look for ARCIA members and Accredited members when selecting their suppliers.

Training continues to be a major challenge for the state, echoing the industry concerns from around Australia. Queensland however is our second largest state, and it is a long way for many to travel to get to Brisbane to study. Despite the challenges, the good news is that there are still apprentices being taking on in the industry, including the recent positive news by two major organisations to create positions for 6 new apprentices and trainees between them, which has not been done for a very long time.

Feedback from some of our new ARCIA members says that one of the most valuable aspects of their membership is also the most simple: in 2010 email updates sharing news with members is now flowing regularly - we'll have to keep it up, and I'd like to encourage anyone reading this to share your news with ARCIA anytime - the other members will appreciate it!

Anthony Blyth - Committee Member and Queensland Representative

"Training continues to be a major challenge for the state, echoing the industry concerns from around Australia...Despite the challenges, the good news is that there are still apprentices being taking on in the industry, including the recent positive news by two major organisations to create positions for 6 new apprentices and trainees between them, which has not been done for a very long time."

SUB-COMMITTEES

The ARCIA Committee and ex-officio members meet monthly and are each involved in various Association sub-committees including Training and Education, Technical and Spectrum Issues, Events, Membership and Accreditation. Below you will find reports detailing the work of each sub-committee over the last 12 months.

TRAINING AND EDUCATION

In this past year, work has continued with development and maintenance of communications programs at RMIT's School of Engineering – TAFE, with particular attention to the Certificate III in Electrotechnology (Apprentice Program), Advanced Diploma in Electronic and Communication Engineering, and Associate Degree in Electronic Engineering. RMIT remains the only training organisation in Australia offering radio content from Certificate III through to Higher Education, and the logic behind working with them is to develop a "one stop training shop" where sufficient numbers may be enrolled to ensure continuity of courses.

This has required ongoing involvement in Industry Advisory Committees, and liaison with Engineers Australia in support of Course Accreditation. We also made a presentation on training to ACMA's Radio Consultative Council in Canberra who expressed interest in our approach.

Registered Training Organisations such as TAFE Colleges and Universities face a funding model based upon "Students in Seats" – in other words, if there are insufficient enrolments in a program/course, the course becomes financially unviable and will cease to be available. The work with RMIT has led to interest by other RTO's in communications content within their programs, but we are at serious risk of losing this if program enrolments remain low.

We have reached agreement with RMIT that student work placements should form an assessed component of the course, giving them a taste of industry, and giving us the opportunity to promote the breadth of technology and the general excitement offered by a career in radio. We have provided motivational talks at RMIT, and provide site visits to JRD Communications facilities at 101 Collins Street in further support.

Through the generosity of Tait Radio Communications, the Angus Tait Memorial Scholarship has become a national award, and now supplemented by ARCIA and RadioComms Connect, to provide three scholarships for students studying in the area of radio communications. Applications for the scholarships are currently open and will be presented later this year at the 2010 Annual Industry Gala Dinner.

In the last twelve months, we have also worked to arrange donations of equipment to RMIT to allow hands on training in P25 digital technology and we are currently investigating a program operated by Holmesglen TAFE, the Certificate II in Automotive Electrical Technology, as a primer for radio installers.

Ultimately, we need the support of our members and industry in general in engaging apprentices / trainees and placing them into these courses, rather than waiting for a competitor to do so and then "poach" the result of their efforts.

We welcome your input and support.

The Training and Education sub-committee comprises of Bob Rogers and Chris Kelly.

TECHNICAL AND SPECTRUM ISSUES

This past twelve months has seen a fairly constant activity from the Technical and Spectrum sub-committee, with many issues being raised and discussed through our 'Electronic Forum', on LinkedIn and follow-up at the main ARCIA meetings. On behalf of our members, and the Radio Communications Industry in general, we have seen activity in the following areas:

We have written to the ACMA expressing concern with the present trend of industries such as the electricity distribution sector developing and rolling out 'Smart meters' operating within the 'Class licenced' ISM bands and the effect this will have on other legitimate users in those bands.

We have made submissions to the ACMA in response to their invitation on the following subjects -

- Opportunity Cost Pricing of the Spectrum
- Spectrum Trading options
- Annual Spectrum Review
- Planning for Ultra Wide-Band (UWB)

In these responses, some of which were quite involved, we presented the views of the Radio Communications Industry based on member feedback and correspondence. We attempted to present a balanced view to reflect the 'overall good' of the spectrum as a whole and not necessarily a biased view purely for the benefit of a section of industry.

"During the year we travelled to Canberra and met with the ACMA to discuss several issues of common interest to both organisations and to establish our credentials as wishing to work together with ACMA for the good of the Spectrum, as well as representing our member's positions and requirements. The meeting was well received and we are working towards this being a regular occurrence.."

We wrote to the ACMA expressing our concern with the closure of several State Offices of the ACMA and the negative effect we saw this having with regard to the resolution of interference issues, particularly in the distant states where costs of resolution could become a significant factor. Whilst ACMA insisted that it is their business how resources are managed, it is noted that some experienced staff in those states are now being utilised part time under contract. We also have concerns that the Key Performance Indicators (KPI's) against which the performance of these functions are measured are not publicly available and have never really been debated or evaluated against the real needs of users and industry.

We were invited to be involved in a presentation and the following panel discussion on Spectrum needs at the RadioComms Connect show in Melbourne in November 2009 to present the views of Industry and the users in general.

We were invited to address seminars and give presentations to the mining industry on the effects of the Spectrum Reviews currently under way.

As part of this, we ended up outlining the perils to many attendees and other presenters on the present trend towards 'Wireless operation' when the systems are being developed on open spectrum with no

protection. This is an area that we will continue to try to promote to both the users and technology developers in these industries.

We have responded to the Department of Broadband, Communications and the Digital Economy (DBCDE) Green paper on the Digital Dividend highlighting that some of this re-harvested spectrum should be set aside to cater for new technologies and demands such as the Public Safety Mobile Broadband applications, future telemetry and Scada developments, as well as the development of unique technologies for the efficiency and productivity improvements in many industry sectors, e.g. electricity and mining.

During the year we travelled to Canberra and met with the ACMA to discuss several issues of common interest to both organisations and to establish our credentials as wishing to work together with ACMA for the good of the spectrum, as well as representing our membership's positions and requirements. The meeting was well received and we are working towards this being a regular occurrence with another meeting planned later in 2010.

"With our present format we are able to accommodate the views of a much wider range of members and users to make our representations more accurately reflecting the real world in which we all operate."

Through the support and interest of Noel Higgins, we have direct access to the Radio Committees of Standards Australia and so we can present the views of the Radio Industry into the development of Standards.

We do have some concerns that as Standards Australia are forced to become a leaner organisation and the development of Standards becomes a much more 'User pays' format, that the views of the Australian Radio Communications Industry may become lost and that by default overseas standards will just become accepted without any serious consideration of the cause and effect of some types of equipment may have on the spectrum. To this end we are considering whether ARCIA should become actively involved in working with ACMA in the evaluation and where necessary the 'Australianisation' of some of the standards against which equipment is being imported from overseas.

In late April 2010, the ACMA released their next phase of the review of the 400 MHz band Plan, known as the 'Recommendations Paper' which follows on from the initial 'Options paper' and the second report known as the 'Proposals Paper'. ARCIA has been very active throughout this process and we are pleased to report that the high degree of acceptance of the ARCIA proposals and arguments in our various responses, the ACMA have reached an outcome that reflects the real needs for the present and future users of the 400 MHz spectrum.

As indicated, many of our meetings are in the form of an 'Electronic Forum' and we welcome input from any members who wish to raise an issue for discussion or feel they can contribute to the overall discussion. With our present format we are able to accommodate the views of a much wider range of members and users to make our representations more accurately reflecting the real world in which we all operate.

The Spectrum & Technical Committee has been proud to represent the interests of our membership and the radio industry in general and will continue to work towards these aims in the future.

The Technical and Spectrum Issues sub-committee comprises of Ian Miller and Noel Higgins.

EVENTS ANNUAL INDUSTRY GALA DINNER

Since the Association's inception four years ago, the annual Industry Gala Dinner has been the Association's key event, which draws radio communications professionals from across Australia for a night of networking, recognition and celebration. In 2009, the event drew over 370 individuals, demonstrating the industry's strength despite growing concerns of stability during the financial crisis.

Unlike previous years, the 2009 Annual Industry Gala Dinner attracted greater numbers of local graduates, apprentices and new comers to the industry along with more delegates from around the world including Indonesia, New Zealand, Papua New Guinea, Israel, United States of America, United Kingdom and Malaysia. This was largely due to holding the event in conjunction with RadioComms Connect - Australia's number one two-way radio communication event. In 2010, it will be our fourth year of partnership with RadioComms Connect and we are grateful for their ongoing support.

After a successful 2009, the 2010 Annual Industry Gala Dinner will once again be held at Palladium at Crown in Melbourne, Victoria on Wednesday, 17th November. This year, we will be presenting three scholarships to students undertaking their studies in Radio Communications Engineering. We have also introduced one more award to the night's ceremony.

Feedback from 2009 was both positive and constructive. One issue presented was many individuals did not hear about the Annual Industry Gala Dinner until a few days before, despite the mass promotion that was carried out leading up to the event. While our efforts continue to improve, we encourage you as members to promote the event among your colleagues and staff. Of course, clients and partners are welcome too!

Award nominations and ticket sales are now open and we encourage you to visit our website at www.arcia.org.au to ensure you don't miss out on what looks to be another fantastic night!

The Events sub-committee consists of Alistair Tibballs and Anthony Blyth.



SCHOLARSHIPS AND CHARITY

In 2009, ARCIA, on behalf of Tait Radio Communications, awarded the inaugural Sir Angus Tait Memorial Scholarship to SECE Communications Engineering student, Mr Thau Thai and to TAFE Engineering Associate Degree student, Nick Kelly.

The Sir Angus Tait Memorial Scholarship is intended to provide encouragement to students actively pursuing study leading to a career in radio communications engineering, at Advanced Diploma level or higher.

Sir Angus Tait had an unbridled passion for radio, commencing in his schoolboy days, and culminating in the formation of Tait Electronics Pty Ltd. His philosophy was, "Our technology is our sword – we keep it sharp and bright". Sir Angus Tait recognised that those students of today, with a passion for communications, are our future, and took pride in promoting and supporting technical education.

In order to continue to provide encouragement to students actively pursuing study leading to a career in radio communications engineering, three Sir Angus Tait Memorial Scholarships will be awarded in 2010 thanks to the support from Tait Radio Communications and RadioComms Connect 2010.

"The Sir Angus Tait Memorial Scholarship is intended to provide encouragement to students actively pursuing study leading to a career in radio communications engineering, at Advanced Diploma level or higher."

Over the last year, ARCIA has also been involved in numerous industry charity events. These events not only support the good work of Australian charities, but support the Australian radio communications industry by bringing individuals and organisations from various areas of the industry together in a social environment.

In 2009, ARCIA supported and attended the Tait Radio Communications industry charity event in Melbourne, Victoria where industry representatives gathered to discuss a sustainable future for the radio communications industry. In addition to the formalities and fundraising, the day also included an enjoyable round of golf. Funds raised from the day were donated to the Smith Family Learning for Life Program. The Smith Family is a suite of programs that provides financially disadvantaged students with assistance to get the most out of their education, enabling them to build a positive future. The Learning for Life program provides access to financial scholarships and access to a network mentors and tutors to build academic skills and encourage informal learning and extracurricular activities.

In 2010, ARCIA supported an industry charity event hosted by Tait, RFI, Zetron and Omnitronics in Brisbane, Queensland. Over \$6,000 was raised for the Smith Family's Qld Winter Appeal. The group has now resolved to ensure that this gathering becomes an annual industry event in Queensland.

ARCIA also participated in RFI's Spurious Challenge earlier this year in Sydney, New South Wales, with funds raised from the yacht race going to the Salvation Army.

NETWORK DEVELOP

RECOGNISE PROMOTE SUPPORT CELEBRATE

MEMBERSHIP

Membership has continued to grow steadily over the last twelve months with members spanning across most states.

Below is a list of our current members.*

ACT Watts Communications

ARCIA currently has 58 members, which includes both Corporate and Individual members accounting for over 500 radio communication professionals across Australia.

In 2010, ARCIA introduced membership for Professional User Organisations, Students and Retired Industry Professionals to meet the growing demands of the industry.

Membership is available from our website:

www.arcia.org.au

*We have, where possible, tried to represent members who belong to multiple states.

Artwork: DKM Mayhem 2010

NSW Benelec C & A Communications **ComGroup** Australia EACOM **Essential Communications** GenCom GME (Standard Communications) Kenwood Logic Energy Mastercom Milpeak Pty Ltd National Wireless Pty Ltd **PJ Obrien Electronics RF** Industries RFS Rod Brown Spectrum Engineering Aust Pty Ltd Tait Radio Communications **Telechnics** Vertel

N Territory Communications

- Q L D Benelec ComGroup Australia Comwide Communications GME (Standard Communications) JD Simpson Miles Electronics National Wireless Pty Ltd Nixon Communications Omnitronics RF Industries Tait Radio Communications Zetron
 - SA ComGroup Australia Comwide Radio Services GME (Standard Communications) National Wireless Pty Ltd RF Industries Tetracom Up-Link Communications

V C 37 South Engineering AA Radio Services P/L Analyse Solve & Test Autophone Radio Comm. Systems **AWB Radio Comms CIM Concepts** ComGroup Australia Crosscom Engage Consulting G & C Communications GME (Standard Communications) John Bennetts Electronics JRD Communications Kenwood Lara Electronics MCS Digital Peacom Peter Mill Polar Electronic Industries Pty Ltd **Pacific Wireless Communications Radio Warehouse Reid-Net Ridmar Data Services RF** Industries Sattcom SKM Step Global Pty Ltd **Tait Radio Communications** Telstra Trio Datacom **UTEK** Communications Vertel

Vertex Standard Western Comms

Benelec ComGroup Australia ns) GME (Standard Communications) Omnitronics RF Industries Vertel ARCIA ACCREDITATION PROGRAM FOR 2010 - SETTING THE STANDARD



Accreditation is a set of standards established by and for the Australian Radio Communications Industry Association. Programs such as this provide businesses with a benchmark to become recognised providers of a standardised level of service and business practice. Each applicant is independently assessed to ensure

WHY DO WE NEED ACCREDITATION?

they meet the levels expected of an ARCIA Accredited Professional.

Accreditation provides customers and the industry with an assurance that the organisation they are dealing with is committed to the highest quality business practices, consistency and reliability in the delivery of service, professional standards and dedication to continuous improvement.

CURRENT ACCREDITED MEMBERS

AA Radio Services P/L ComGroup Australia Gencom GME

JRD Communications
Mastercom
Tait Radio Communications
Tetracom

Trio Datacom Vertel



WWW.ARCIA.ORG.AU