President’s, Message...

I am pleased to announce the promotion of Colin Chambless to a new position at Kussmaul, Vice President of Sales. Those of you that know Colin will agree that his extensive industry experience and vehicle knowledge is a great asset to you in product selection, application, and field support. Colin joined the Kussmaul team a couple of years ago after 10 years with Onspot Chain and as Director of Sales for American La France, and has brought fresh ideas in ways to improve our level of service to builders, dealers, and fire agencies. Colin will continue to manage accounts in the Eastern Region and will expand his involvement into other areas of the country, working in conjunction with Brian Scott and Shaun Salvino our Regional Sales Managers. Colin will also increase his involvement in trade and dealer shows and other industry events. I’m pleased to have Colin on my executive team heading up our RSM staff and being responsive to your needs. Colin is available to assist you with any unique requirements or special solutions that may be needed.

Please join me in congratulating Colin on his new position.

Colin Chambless
New Vice President of Sales. chambless@kussmaul.com

New Power Distribution System...

Benefits Installers and Vehicle Operators

Installers will appreciate the quick and easy method the new PDS-100 provides when wiring lights, sirens, radios and computers. Vehicle operators enjoy battery conserving functions provided via programmable timer disconnects that can be set per load group, preventing dead batteries when equipment is left on. In addition a low voltage sensor can be programmed to disconnect non-critical loads when the battery becomes depleted, thus extending run times for higher priority equipment.

Six fused circuits are configured in two circuit load groups, with power activation individually programmed based on desired parameters/use. The compact size allows installation in consoles and trunk trays providing a power distribution platform independent of the vehicle fuse box without having to tap into the main wiring harness. The modular design allows wiring three units in parallel for up to an 18 circuit capacity.
To be more responsive to your product inquiries, applications and order processing we have realigned responsibilities and added to our Inside Sales Team.

Leading the team is our new Sales Manager Ralph Lindgren. Handling Technical Support and Repairs is Chris Tamargo. Inside Sales Representative Jason Chabza will coordinate order processing and shipping. Liz Loeb is the newest member of the Inside Sales Team who brings to the team her many years of experience in the automotive industry.

The team represents almost 50 years of experience with Kussmaul products and looks forward to serving your needs.

On The Lighter Side

If you’re having difficulty deciding on the color cover for your Kussmaul Auto Eject, we have an app for that...

Left to right: back row Jason & Ralph, front row Liz & Chris

Upcoming Shows

**August 16-17**
Fire Rescue International
#4720
McCormick Place, Chicago, IL

**August 20-22**
Police Fleet Expo
#246
Charlotte Convention Center, Charlotte, NC

**September 11-13**
EMS World Expo
# 1531
Las Vegas Convention Center, Las Vegas, NV
Utilizing Digital Technology

Electronic circuits and components can be categorized as either analog or digital. An example of an ANALOG component is the potentiometer. A potentiometer is a form of variable resistor. The volume control on many pieces of audio equipment is a potentiometer. It is infinitely variable within its range of adjustment. You can adjust the volume a little or a lot, depending on how much you turn the knob. An analog signal is a continuous signal which represents physical measurements.

As an example of DIGITAL, picture the buttons on the steering wheel of your car to control the radio's volume. When you push one of the buttons you are actuating a switch. Although they are mechanical, switches can be thought of as digital devices. Switches have only two states. They can be either “on” (closed) or “off” (open) - there is no “in-between” state. The volume changes in steps each time you push one of the buttons. There is no way to obtain a volume level between any two individual steps while using these buttons. Digital signals are discrete time signals generated by digital modulation.

Kussmaul indicators are examples of Analog to Digital Converters. They measure battery voltage and convert it to digital signals to control Light Emitting Diodes (LEDs). These LEDs are turned on or off to present the battery voltage as either a bar-graph display such as an 09-94-12 or a numeric value found on our new status center displays such as 091-189-12 or the latest in our display line the 091-194-IND-WT-12 Waterproof Status Center.

Most of our new products and existing product improvement efforts also make use of digital technology. For instance, the electronics in our Super 30 Auto Eject were redesigned to improve its performance and reliability. Analog circuitry and two electromechanical relays were replaced by a motor driver integrated circuit (or IC). The motor driver circuit is controlled, in this case digitally, by another integrated circuit called a microcontroller.

Digital technology for the most part is used when the engineer finds it to be the avenue that yields the best results for a specific product or when it is introduced to an existing product, it improves that product.
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