

# KENWOOD

## PROTALK® and FREETALK® RADIOS

Affordable UHF and VHF Portable Business Two-Way Radios

INDUSTRY SPECIFIC  
**WHOLESALE  
PROGRAM**

**NEW DEALER  
INQUIRIES  
WELCOME**

e Commerce Supply  
15375 Barranca Pkwy H108  
Irvine, CA 92618-2209  
949-502-5588 949-480-0039 FAX  
[www.ecom-supply.com](http://www.ecom-supply.com)  
[radios@ecom-supply.com](mailto:radios@ecom-supply.com)

EQ016R



CUSTOMER SATISFACTION  
**GUARANTEED**



BEFORE THEY EVEN  
**TAKE A BITE.**



ProTalk<sup>®</sup>  
TWO-YEAR LIMITED WARRANTY

**KENWOOD**

# KENWOOD

the  
**BE-EVERYWHERE**  
tool



ProTalk<sup>®</sup>  
**KENWOOD**



# WHY SHOULD I SELL KENWOOD

## KENWOOD PROTALK® 2 WATT RADIOS?

- Kenwood is the **#2 Supplier** of Business and Public Safety Radios in the USA
  - The **Kenwood Brand Name** is Already Known and Respected World Wide
  - Windows Based Customer **RMS (Radio Management Software)** Program
  - **Wireless Field Cloning** with Unlimited Number of Units and no Hardware
  - Encrypted **Scrambler Mode** for an Increased Level of Communication **Privacy**
  - Built to Last with **MIL STD 810 CDEF** and **IP54 IP56** Moisture Specifications
  - Rugged **Die-Cast Chassis** Typically Found in Higher Tier Radio Models
  - High Capacity **1500mAh NiMH Battery** and **3 Hour Smart Charger** Included
  - Battery Saver Mode for **Talk Times up to 18 Hours** Based on 90/5/5 Usage
  - **Audio Quality** and Maximum Volume Common to Higher Tier Radio Models
  - High Efficiency **SMA (Coaxial Cable Connector)** Type Removable **Antenna**
  - **Range and Performance** Rivaling Higher Tier 4 Watt and 5 Watt Radio Models
  - **Audio Accessories** are Standard for all Kenwood Two-Way Radio Groups
  - Unique **Voice Channel Number Announcement** Option Built Into all Models
  - **UHF (450MHz)** or **VHF (150MHz)** Available in **2 or 8 Channel Models**
  - **56 UHF** and **27 VHF** Industry Standard "Dot" and "Star" Type **Frequencies**
  - **39 QT (CTCSS/TPL)** and **83 DQT (DPL/DCS/Digital)** Standard Private Codes
  - **VOX, Channel Scan, Low Battery Alert, Call Tone, Wide/Narrow Spacing**
  - **2 Year Factory Warranty with an Over-the-Counter Replacement the First Year**
- 
- United States Market for 1 Watt and 2 Watt BRS Radios is **Over 1,000,000 Units**
  - Studies Indicate Current BRS User Base at **12% of the Total Available Market**
  - BRS Market **Growing at 20-25% per Year** with a **3.5 Year Product Life Cycle**
  - **Limited Kenwood ProTalk Reseller Channels** Compared to the Competition

# More Sales from Your Existing Customers. ... The Demand is Already There ... It's Just Waiting for You to Make the Sale!

**BELOW ARE MANY OF THE BUSINESSES AND END USERS THAT CAN BENEFIT FROM THE USE OF ON-SITE TWO WAY RADIOS**

Airports - Small FBOs	Day Camps	Janitorial Services	Retail Stores
Amusement Parks	Day Care Centers	Landscape Contractors	Retirement Homes
Apartment Complexes	Day Schools	Libraries	Roofing contractors
Apartment Complexes	Department Stores	Libraries and Museums	RV Centers
Armored Car Services	Detective Agencies	Loading dock Operations	RV Users
Auto Dealers	Discount and Club Stores	Lumber Yards	Salvage Yards
Auto Service Centers	Distribution Centers	Maid and Cleaning Services	Schools and Colleges
Banquet Facilities	Dog / Cat Kennels	Maintenance Departments	Security Guards
Boat Charters	Driving Schools	Manufacturing Plants	Service Stations
Building Inspectors	Dry Cleaners	Marina Management	Shopping Centers
Campground Management	Dry Wall Contractors	Movie Theaters	Siding Contractors
Campground RV Dealers	Electrical Contractors	Moving Companies	Sound Contractors
Campground Visitors	Equipment Rental Centers	Museums	Sports Teams and Events
Car Wash Centers	Farms and Ranches	Networking Contractors	Stables / Riding Academies
Carnival Suppliers	Fence Contractors	Nurseries and Greenhouses	Stadium Events
Carpenters	Florist Centers	Nursing and Care Facilities	Storage Facilities
Catering Services	Funeral Homes	Office Communications	Studio / Production Crews
CCTV Contractors	Golf Courses	Painting Contractors	Surveyors
Cemetery Grounds Keepers	Grocery Stores	Parking Ramp Operators	Swap Meet Organizers
Chimney Builders	Hardware Stores	Parks and Park Management	Synagogues
Churches and Church Events	Heating Contractors	Personal Recreation	Theme Parks
Concrete Contractors	Hospitals and Medical Centers	Pest Control Contractors	Tree Trimming Services
Construction and Job Sites	Hotels, Motels and Resorts	Pet Shops	Truck Dealers
Contractors and Tradesmen	Hunting and Fishing Lodges	Plumbing Contractors	Trucking Terminals
Convenience Stores	HVAC Contractors	Realtors	Valet Service
Crane Operators	Insulation Contractors	Restaurants	Warehouse Operations

Kenwood ProTalk® and FreeTalk® Radios are easy to sell with MSRP on BRS (Business Radios) starting at \$190.00 each. The Dealer Program includes the support materials and training needed to get started. Profit margins are excellent with same day shipments to your stock or direct to your customer on most orders. Stocking Dealer and Non-Stocking Point of Sale Programs are available for your specific industry.

## **STOCKING DEALER PROGRAM**

(1) Stocking Dealers shall place a \$3,000 (minimum) opening radio stock order. A suggested opening order is as follows:

2 ea	TK2200V2P	VHF	2 Watt	2 Channel	(A suggested listing of the most common accessories can be provided upon request)
2 ea	TK2200V8P	VHF	2 Watt	8 Channel	
10 ea	TK3200U2P	UHF	2 Watt	2 Channel	
4 ea	TK3200U8P	UHF	2 Watt	8 Channel	
4 ea	TK3130	UHF	1 Watt	2 Channel	

(2) Stocking Dealer's opening order shall be priced at the best column (20+ piece) pricing with all future orders at the same best column pricing regardless of quantity.

(3) Stocking Dealer shall have the right to a one-time inventory rotation at any time within 1 year after the opening stock order date. Slow moving items in resalable condition can be returned with a full credit applied to an equal offsetting order.

(4) Plexiglas counter displays with dummy radios, full line product catalogs, 3-fold brochures, specification sheets and high resolution images shall be provided to the Stocking Dealer as needed at no charge.

## **NON-STOCKING POS DEALER PROGRAM**

(1) Non-Stocking Point-of-Sale Dealers are not required to place an opening stock order. Product can be stocked as needed for their customer base with pricing at the quantity columns per order.

(2) Cardboard counter displays, full line product catalogs, 3-fold brochures, specification sheets and high resolution images shall be provided to the Non-Stocking Dealer as needed at no charge.

## **ORDER FULFILLMENT SERVICE**

(1) Order Fulfillment Service is available to any Stocking or Non-Stocking Dealer as well as Internet and Catalog Dealers. Product can typically be blind-shipped the same or next day directly to the dealer's customer. Pricing will be based on the Dealer's established program type.

(2) Custom blind-ship packing lists with the Dealer's name/logo can be designed at no charge for high volume order fulfillment Dealers. For low volume order fulfillment Dealers, the blind-ship packing list header is left blank.



KENWOOD MASTER PROTALK DISTRIBUTOR

e Commerce Supply  
15375 Barranca Pkwy H108  
Irvine, CA 92618-2209  
949-502-5588 949-480-0039 FAX  
www.ecom-supply.com  
radios@ecom-supply.com

## DEALER APPLICATION

(Easy On-Line Application Available at [www.ecom-supply.com](http://www.ecom-supply.com))

Company Name \_\_\_\_\_ Date \_\_\_\_\_

Address/City/State/Zip \_\_\_\_\_

Telephone \_\_\_\_\_ FAX \_\_\_\_\_ Web Address \_\_\_\_\_

Type of Business and Products Sold \_\_\_\_\_

☐ Corporation (State \_\_\_\_\_) ☐ Sole Proprietorship ☐ Partnership Years in Business \_\_\_\_\_

General Manager \_\_\_\_\_ Email Address \_\_\_\_\_

Sales Manager \_\_\_\_\_ Email Address \_\_\_\_\_

Accts Payable Contact \_\_\_\_\_ Email Address \_\_\_\_\_

Tax Resale Number \_\_\_\_\_ Please provide a copy of your State Tax Resale Certificate with Application

Payment Type ☐ Major Bankcard ☐ COD ☐ Net 30 Days (On Approved Credit with Opening Radio Order)

\* Please allow 5 to 10 working days to process an open account application. If product is needed immediately, orders can be shipped via UPS COD or paid with a bankcard (3% fee may apply).

### BANK REFERENCE

Bank \_\_\_\_\_ Telephone \_\_\_\_\_ FAX \_\_\_\_\_

Address/City/State/Zip \_\_\_\_\_

Contact \_\_\_\_\_ Account Number \_\_\_\_\_

### SUPPLIER REFERENCES

Supplier \_\_\_\_\_ Telephone \_\_\_\_\_ FAX \_\_\_\_\_

Address/City/State/Zip \_\_\_\_\_

Contact \_\_\_\_\_ Account Number \_\_\_\_\_

Supplier \_\_\_\_\_ Telephone \_\_\_\_\_ FAX \_\_\_\_\_

Address/City/State/Zip \_\_\_\_\_

Contact \_\_\_\_\_ Account Number \_\_\_\_\_

Supplier \_\_\_\_\_ Telephone \_\_\_\_\_ FAX \_\_\_\_\_

Address/City/State/Zip \_\_\_\_\_

Contact \_\_\_\_\_ Account Number \_\_\_\_\_

Authorized By \_\_\_\_\_ Title \_\_\_\_\_ Date \_\_\_\_\_



# KENWOOD

## ProTalk®

### TK-2200 / TK-3200

Compact VHF/UHF FM Portable Radios

The compact ProTalk® models TK-2200/3200, Kenwood's latest envoy for professional grade job site portables sets the standard on ruggedness, features and performance. The perfect solution for construction, retail, hospitality, warehousing, industrial, facilities management and rental fleet applications. The modern design contours present a functional and attractive form factor.



#### COMPACT DESIGN

The ergonomic contours of the ProTalk® naturally fit the hand for a superbly comfortable hold. The non-slip elastomer channel knob and switch torque ensures positive selection and resists accidental changing.

#### 2 & 8 CHANNEL MODELS

The ProTalk® 2-channel models satisfy the most common two-way requirements. The 8-channel models provide plenty of capacity for multiple channels or radio systems.

#### FREQUENCY & QT/DQT

The ProTalk® VHF (TK-2200) 2 or 8 channel model has 27 pre-stored frequencies while the ProTalk® UHF (TK-3200) 2 or 8 channel model has 56 pre-stored frequencies. Both models have 39 QT tones and 83 DQT codes. Users can program a ProTalk® to any of the pre-stored frequencies and QT/DQT's, assuring compatibility with other brand radios.

\*QT & DQT may also be referred to under other brand acronyms as PL, CG, CTCSS & DPL, DCG, DCS.

#### SUPER LOCK

Managers can "Super Lock" all user controls (except PTT and volume) to prevent accidental channel changes.

#### WIRELESS CLONING

This wireless feature simplifies the setup of several ProTalk® radios to function identically and eliminates repetitive setup actions of individual radios. (Dealer function only)

#### CALLING ALERT

Pressing on the Calling Alert key while transmitting causes an alert tone to sound from the other radio's speaker. This is a useful function to signal staff in noisy environments.

#### INTERNAL VOX/HANDS FREE READY

VOX (voice-operated transmission) is invaluable for specialized tasks or events that require repetitive hands-free communications. The radio itself provides automatic PTT action, so the user simply talks. VOX works with a Kenwood-compatible headset.

#### TOUGH & WATER RESISTANT

Built tough for rugged work environments, the ProTalk® has been designed to pass industrial drop tests, international IP54/55 water and dust intrusion tests and 11 categories of the U.S. Department of Defense MIL-STD 810 C, D, E & F environmental standards tests.

#### 2 WATTS TRANSMIT POWER / RANGE UP TO 6 MILES

The ProTalk® offers 2 watts\* of power to enable direct radio-to-radio communication on the same frequency (simplex) for up to 6 miles\*\*.

Conditions	ProTalk®
Open areas without obstructions	Up to 6 miles (9.6 km)
Residential areas (near buildings)	Up to 1.5 miles (2.4 km)
In steel and/or concrete reinforced buildings	Up to 250,000Sq. Ft (23,220 Sq. m)
In high-rise buildings	Up to 20 floors

\*For some frequencies, power may be limited to 1 watt.

\*\*Talk range will vary based on terrain, conditions and type of radio.

#### ACCESSORIES INCLUDED

- 18-Hour Ni-MH with Battery Pack
- 3-Hour Fast Charger
- Spring Action Belt Clip
- Removable Antenna

#### OTHER FEATURES

- Time Out Timer
- Battery Save
- Low Battery Warning
- Scan

## KENWOOD PROTALK® TK-2200/TK-3200 FIELD CLONING INSTRUCTIONS

**STEP 1:** Using either the RMS Radio Management Software or field setup modes described in the Instruction Manual (page 17 for basic channel setup), program the MASTER radio to the desired frequencies, private codes and other features.

**STEP 2:** Gather the SLAVE radios to be cloned. There is no limit to the number of radios that can be cloned at one time as long as they are within transmission range of the MASTER. Note that the SLAVE radio(s) and the MASTER radio must be the exact same model.

**STEP 3:** Turn off the SLAVE radio(s). Hold down both the PTT and PF2 buttons while turning the SLAVE radio(s) back on. Hold both buttons until the radio announces "Clone" with the LED turning to a steady orange. This will put the SLAVE radio(s) in CLONE MODE.

**STEP 4:** Turn off the MASTER radio. Hold down both the PTT and PF2 buttons while turning the MASTER radio back on. Hold both buttons until the radio announces "Clone" with the LED turning to a steady orange. This will put the MASTER radio in CLONE MODE.

**STEP 5:** Push and release the PTT button on the MASTER radio to start the CLONE process. During the cloning, the LED on the MASTER radio will be flashing red and the LED on the SLAVE radio(s) will be a steady green. The cloning will take less than 1 minute with the MASTER LED changing to orange and the SLAVE LED(s) going off once complete. Turn the MASTER off and back on before regular use.

That's it! Clone any number of radios with no expensive hardware needed to get the job done...

PTT (Push-To-Talk) 

PF1 (Push Function 1) 

PF2 (Push Function 2) 



SLAVE RADIO(S) - ANY NUMBER CAN BE CLONED AT THE SAME TIME



MASTER RADIO

# KENWOOD

Listen to the Future

KENWOOD MASTER PROTALK DISTRIBUTOR

e Commerce Supply  
15375 Barranca Pkwy H108  
Irvine, CA 92618-2209  
949-502-5588 949-480-0039 FAX  
www.ecom-supply.com  
radios@ecom-supply.com

## TK-3202U8P

Compact UHF FM Portable Radio

### 4 Watts . . . 8 Channels

**NEW MODEL  
IN STOCK**



Kenwood's compact TK-3202U8P transceiver, based on a proven design, represents ergonomic excellence. Pick one up and you'll immediately appreciate how easy it is to use. Powerful too: equipped with scan, and built-in VOX, it offers reliable performance in all conditions, thanks to MIL-STD 810 & IP54/55 weatherproofing. Indoors or out, rain or shine, the smart new TK-3202U8P is a star performer!

#### COMPACT DESIGN

The TK-3202U8P's rounded ergonomic contours naturally fit the hand for a superbly comfortable hold, while the non-slip elastomer channel knob with improved torque characteristics ensures positive select operation.

#### INTERNAL VOX/HANDS FREE READY

Enjoy the convenience of hands-free operation using any optional headset accessory. The internal VOX (voice-operated transmission) provides PTT control with the simple act of talking. VOX is great for specialized tasks and events where hands-free, constant or repetitive communications are necessary (10-level sensitivity adjustment).

#### FUNCTION KEYS

The two side PF1 and PF2 keys make functions easily available on the TK-3202U8P, with PF1 key for activating the Lock function and PF2 key for Scan w/temp delete function permitting a custom usage for specific users.

#### LOCK

Lock all user controls (except PTT and volume) to prevent accidental channel changes.

#### SCAN

Scanning is a simple way to monitor multiple channels and the TK-3202U8P (8-channel capacity) offers scan modes.

#### VOICE ANNUNCIATION

When the channel turns and selected other channel, TK-3202U8P will tell you channel number.

#### WIRELESS CLONING

This wireless feature simplifies the setup of several radios to function identically and eliminates repetitive setup actions of individual radios. (Dealer function only)

#### ACCESSORIES INCLUDED

- 18-Hour Ni-MH with Battery Save Mode On
- 3-Hour Fast Charger
- Spring Action Belt Clip
- Removable Antenna

#### OTHER FEATURES

- Scan
- Time Out Timer
- Battery Save and Low Battery Warning



Kenwood's ProTalk® two-way radios are indispensable in a wide variety of businesses where clear communications are a priority — from restaurants and hotels to retail stores and warehouses.



#### Optional Accessories

##### KNB-27N

Replacement  
Ni-MH Battery Pack  
(3.6V/1300mAh)



##### KSC-28

Spare Rapid Charger  
(with 120VAC adapter, UL CSA)



##### KMC-21

Speaker  
Microphone



##### EMC-3

Clip Microphone  
with Earphone



##### KHS-1

Headset with VOX & PTT\*



##### KHS-21

Headset\*\*



##### KHS-22

Behind the  
Head Headset\*\*



##### KLH-113

Nylon Case (Black)



\*VOX on either the KHS-1 or the ProTalk must be disabled.  
\*\*Compatible with the built-in VOX capability of the ProTalk.  
Not all accessories may be available in all markets.

#### Specifications

- 2 BRS channels (User can select channel frequency from 8 DQT frequencies per channel)
- 38 (QT) / 83 (DQT) code settings per radio • 6 call tones • Backlit 4-digit 7-segment LCD
- 1W/500mW user switchable power output • Power supply: 1300mAh rechargeable Ni-MH battery or 3 AA alkaline batteries • Dimensions (WxHxD), 2.20 x 4.6 x 1.13 in (56 x 117.5 x 28.75mm) without projections • Weight, with Ni-MH battery: approx. 7 oz (200g)

# TK-3130

# ProTalk® XLS



## Indispensable

From the simplest two-way radios to the most sophisticated integrated radio systems, Kenwood has been a top choice for quality and reliability. All of this experience is reflected in the ultra-compact ProTalk® XLS. This 2-channel business two-way radio is perfect for a wide range of indoor applications. The ProTalk® XLS has all the features needed to ensure clear communications with maximum convenience and reliability. ProTalk® — from Kenwood Communications.

**ProTalk® XLS**  
Portable UHF Business Two-Way Radio  
TK-3130

#### ○ Durable design, simple operation

The smartly styled ProTalk®, cased in tough polycarbonate to withstand the rigors of everyday use, fits neatly in your hand or clips to your belt. It weighs just 7oz (200g) with the rechargeable battery, and control buttons have been simplified to PTT, MON, MENU, CALL, UP and DOWN for easy operation. For hands-free use there is a supplied belt clip and a choice of three optional headsets, which allow VOX operation with 3 levels of sensitivity. The vibration alert function can be used in high-noise areas to prevent missed calls.



#### ○ 4-digit 7-segment LCD with backlight

A new feature in the ProTalk® range is the large display, which makes it easy to check on both channel and signaling information. There is also a 3-level icon in the LCD to indicate how much battery power is left. And the 2-color LED lights red for transmit and green for an active channel.



#### ○ QT/DQT coded squelch plus busy channel lockout

Continuous QT (Quiet Talk) and DQT (Digital QT) tone-coded squelch eliminate unwanted interference from others using the same channel. Once programmed, the radio lets you hear only calls with the specified talk group tone (38 for QT) or code (83 for DQT). The scan function can also check these coded squelch channels for voice activity. And if another talk group is already on the air, busy channel lockout enhances traffic management by preventing transmission.

#### ○ Privacy Talk®

For confidential conversations you can always switch to Privacy Talk®, which scrambles the transmitted signal to prevent eavesdropping.

#### ○ Includes 10-hour battery pack, desktop charger and more

The supplied Ni-MH rechargeable battery provides up to 10 hours\* (approx.) of use, and at the end of the day you just slip it into the desktop charger. For extra flexibility, however, you can run it off a pack of 3 AA alkaline batteries. And to conserve power when range is not an issue, you can switch output from 1 watt to 500mW per radio.

\*Operating Rate: 5-5-90 duty cycle

#### Supplied accessories

- Rechargeable Ni-MH battery
- Desktop charger
- Spring belt clip
- 1-year warranty card
- FCC license information

#### ○ 6 call tones

- Vibration and tone alert
- Key lock
- Battery save
- Low battery alert
- Time-out timer (3 or 10 mins)

#### Operating Range

Open areas without obstructions	Up to 4 miles (6.4km)
Residential areas (with buildings in the immediate vicinity)	Up to 1.5 miles (2.4km)
In steel and/or concrete reinforced buildings	Up to 200,000 sq. ft. (18,580 sq. m)
In high-rise buildings	Up to 15 floors

Note: Data is based on test models; actual range depends on the individual transmitter and conditions.

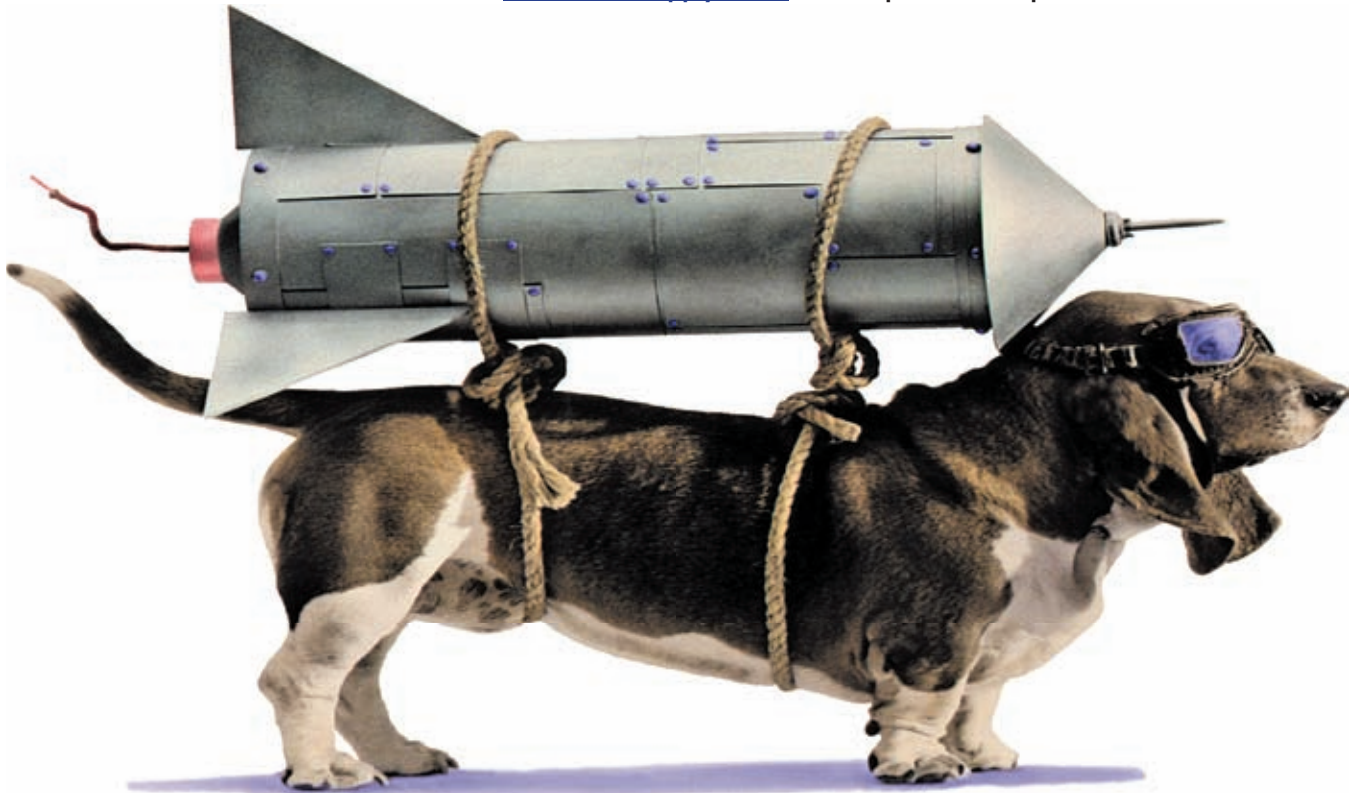
#### User Programmable Frequencies

Channel 1	464.5000 MHz	Brown
	464.5500 MHz	Yellow*
	467.7625 MHz	J
	467.8125 MHz	K
	467.8500 MHz	Silver Star
	467.8750 MHz	Gold Star
	467.9000 MHz	Red Star
Channel 2	467.9250 MHz	Blue Star
	464.5000 MHz	Brown
	464.5500 MHz	Yellow
	467.7625 MHz	J
	467.8125 MHz	K
Channel 3	467.8500 MHz	Silver Star
	467.8750 MHz	Gold Star
	467.9000 MHz	Red Star
	467.9250 MHz	Blue Star*

\*Factory default channel setting  
All channels are narrow bandwidth. User can select channel frequency from above.

# www.KenwoodMPD.com

Please visit [www.ecom-supply.com](http://www.ecom-supply.com) for latest product and promotion information . . .



**Are Your Customers Looking for a Better Way to Reach Their Staff or Other Departments?**

## ECS

e Commerce Supply  
15375 Barranca Pkwy H108  
Irvine, CA 92618-2209

PRESORTED  
STANDARD  
US POSTAGE PAID  
SANTA ANA CA  
PERMIT NO 1600

**Don't ask  
a toy  
to do a  
tool's job**