

CAC CONTRIBUTION

Working for You Ways for Commercial Members to Get Involved

The CAC has been working closely with APCO leadership to develop a plan to promote commercial membership. We are looking at everything from the value of commercial members' booth space at shows, making it easier to belong to multiple chapters, involvement in standing committees and showing regular members that commercial members can be valuable assets.

better, get out there and volunteer. I guarantee you will instantly discover the value of your APCO membership.

Write an article for your local chapter's newsletter, and you can even submit one to this very publication, APCO's *Public Safety Communications* magazine.

Finally, take the time to encourage your fellow commercial members to apply for the Senior Commercial

tremendous group of professionals; it has been an experience I can never replace. I look forward to seeing you at the next great event.

~ **JULIE HEIMKES** is a senior sales consultant for Motorola Solutions and vice chair of the APCO International Commercial Advisory Council. Reach her at 623-693-9811 or julie.heimkes@motorolasolutions.com.

"Don't just exhibit, get out there and present"

We have to do this together. There are many things you can do as a commercial member to become more involved and make the most of your APCO membership.

Have you considered joining one of the many standing committees? Unfortunately, the deadline for joining will have passed by the time this article is published, but I highly encourage you to check out the list of committees, reach out to the members, and see which one is of interest to you so you will be ready when it's time to submit your application next year. In the meantime, your local chapter(s) would probably love to have your help on one of their committees.

Get involved with your local, regional, and the international shows. Don't just exhibit, get out there and present. Even

Member and Life Commercial Member recognition. The application is only one page long. To be eligible for senior membership, you need to have been an APCO member for a total of 10 years along with four other requirements. Life members need to have been an APCO member for a total of 15 years along with five other requirements. The application is submitted to your chapter. Let's have a challenge and see which chapter can submit the most Senior Commercial Member and or Life Commercial Member applications!

In closing, I must say that I am so proud to be associated with such a

Cambium Networks recently debuted PTP 650S, a new sub-6 GHz point-to-point (PTP) wireless backhaul solution tailored for small cell networks. With a smaller form factor, PTP 650S reliably and securely handles modern network complexities in any deployment environment while addressing municipal regulations regarding the look and size of small cells mounted on streetlights, utility poles and buildings.

This new wireless backhaul solution features the company's signature technologies and design that make deployment and

return on investment equally swift:

- Flexible non-line-of-sight (NLOS) installations
- Quick, cost-effective implementation
- Support for 3G and 4G/LTE network timing standards

~ **FYI:** www.cambiumnetworks.com

