

TRANGO RELIABILITY VERY IMPRESSIVE

Internet Hawkes Bay was founded 15 years ago as a supplier for modem-based internet connections. They then progressed into using lasers to supply high speed internet services. Finding limitations with this technology, they moved to the wireless public 2.4Ghz spectrum, followed by the 5.8 and 5.3Ghz public spectrum.

Don Price, Sales Manager and Director of Internet Hawkes Bay, says ‘About four years ago we were looking for a new product to take over from our 2.4Ghz Orinoco product which we had developed with our suppliers and with whom we had had a good partnership for ten years. We wanted to get into the new 5.8Ghz product and looked at various possibilities but felt that Trango was the best platform to work with as it had good range of horizontal and vertical polarities and it matched industry standards. A very nice feature of this equipment is that it can do a frequency scan telling us which channels are being used prior to installation.

‘As the incumbent internet provider in our area, using this product would allow us to establish our channels while leaving plenty to be shared amongst other providers without issues. We also liked the distances it can do, and its ease of setting up with its web interface is excellent.’

He adds that the company first became involved with LINKIT when they were looking at purchasing some ‘pigtailed’ (little cables) for their 2.4GHz range at a better price and that someone put them on to Ian Hastie.

‘Our relationship with him just took off and we quickly got to know him very well. His support, business ethics and personality were just what we were looking for and his expertise is just unbelievable.

‘We trialled the Trango 5.8GHz radio equipment and were very impressed with it. It has proven to be very reliable – to date out of the 200 or so units sold we have had only one D.O.A. (Dead On Arrival). The product itself, the updates we get and the support we are given is just great and we are very happy with the whole package. We have never looked back.’

Internet Hawkes Bay was so impressed by the reliability of the Trango products when they trialled them for their own use four years ago that they have become a reseller of the Trango products on the East Coast from Gisborne to Woodville.

‘We are glad to be part of LINKIT’s reseller team and are more than happy to share our knowledge of the product. The person to contact for this is our technical support person, Steve Bluck and, for sale enquiries, Don Price.’