

Prime Connection

1Q 2026



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Grip Strut

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iBwave

PRIMUS *The Difference in Wireless Distribution*

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Office Hours **Pickup Hours**
Monday - Friday Monday - Friday
7 am - 5 pm 7 am - 5 pm

Connect with us
  

Proudly serving our customers since 1980.
Privately held and proud of it.
President – Michael A. Johnson



Upcoming Events & Training

Upcoming Events

ILSWA 10th Annual Spring Fling 2026 - Thursday, April 15th
ILSWA 19th Annual Golf Outing - "Coming this summer"
OWABA 2026 Golf Tournament - August 12-15th

TRAINING

CITCA Authorized Climber
CITCA Tower Rescue & Competent Climber
CITCA Train-the-Trainer
Andrew, ComStar, ODM Fiber, EXFO, Harger, Bird Technologies, JMA, and Kaelus Trainings available upon request.
Visit primuselectronics.com or contact Training with Primus at (800) 435-1636 or training@primuselectronics.com for more information and registration.

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E/M Wave Omni-Directional Base & Fixed Station Antennas

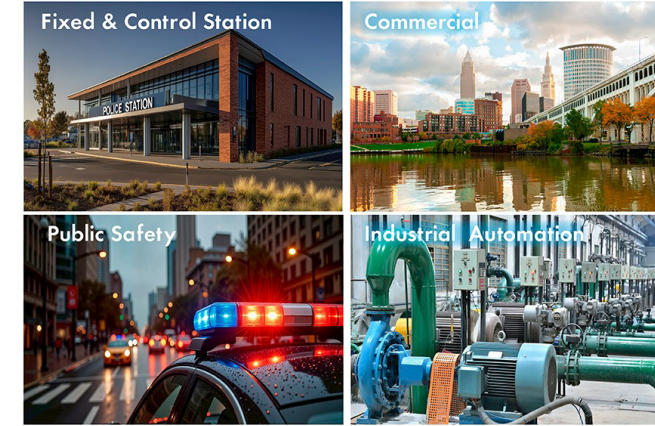
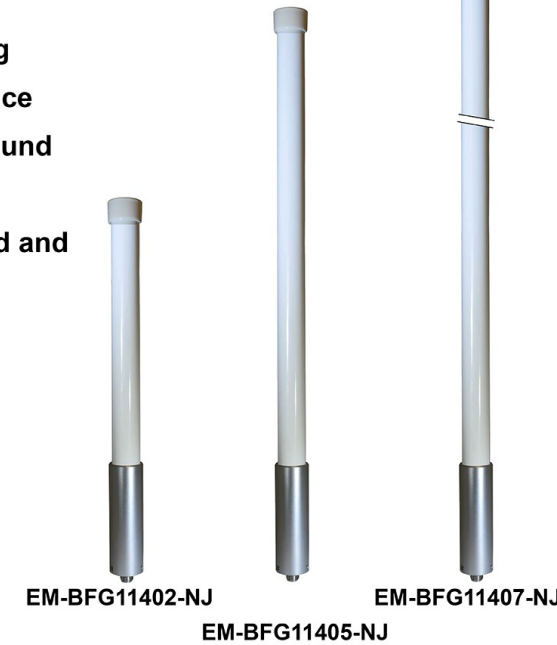
UHF 450-470 MHz
2 / 5 / 7 dBi

FEATURES:

- High input power handling
- High efficiency performance
- High strength filament wound fiberglass radome
- All brass/silver plated feed and radiator structure



Type N Jack Connector



PRIMUS

For pricing and availability please contact (800) 435-1636 or sales@primuselectronics.com

SUBSCRIBE TO PRIMUS

Click [HERE](#) to receive email updates from Primus and to make sure you don't miss a quarterly newsletter! We do our best to make it easy to learn about the latest developments and industry trends!



NATE UNITE 2026



Attending NATE Unite means a lot to our team, and we always look forward to connecting with so many insightful, knowledgeable, and friendly colleagues across the industry. This year was no exception.

If you stopped by our booth, you may have noticed that things looked a bit different from previous years. If you thought that, you should feel vindicated in knowing that things were a bit different this year.

What's New from Primus at NATE Unite:

New Booth - This show was our new booth's inaugural showing, and it was a hit! Thank you for all the positive feedback about the new design.

New Swag - We brought a smorgasbord of swag items for attendees to enjoy as well. It was likely the most diverse spread of swag items we have ever brought to NATE.

New Faces - Ryan McCauley (Second to the left) and Christian Overton (Far left) were newcomers to NATE Unite. Ryan represents Inside Sales and Christian represents our Marketing Department.

Ultimately, thanks to everyone who stopped by our booth this year! Thanks to you guys, NATE Unite 2026 was a massive success. We are as grateful as ever to have had the opportunity to connect with old friends, as well as create new relationships with the friends we hadn't met yet. Here's to a great 2026, and we hope to see you next year!

IWCE 2026



It was yet another successful trade show at IWCE 2026 in Las Vegas, NV! Primus was honored to be a sponsor and exhibitor at such a world-renowned show like IWCE. This year, IWCE continued the proud legacy of bringing some of the brightest minds and professionals across public safety, utilities, and enterprise sectors to discuss advancements within the industry.

We can always count on IWCE to put together a power-packed lineup of some of the most brilliant minds within the communications industry and this year was no different. Exhib-

itors and attendees had the opportunity to listen to Director and Commissioner level speakers within the critical communications space who brought a wealth of knowledge and insight to all involved.

Primus was proudly represented this year in the booth by the talented and diverse team of Jake McNamara, John Cortez, Nate Dunworth, and Joe Condon. The team was able to connect with old friends and make new contacts that will prove to be valuable beyond estimation. Great job to all involved at this year's show!

With over 3,400 attendees, 275 speakers, 200 sponsors and countless hours of networking and educational time at our fingertips, we greatly appreciated the opportunity to take part in the conference this year. We look forward to yet another thriving show at IWCE 2027!



Michigan Interoperable Communications Conference 2026 Muskegon, MI

Primus was excited and honored to once again support and participate in this conference along with Alive Telecom. Representing Primus was Sharon McDonald, alongside Pam Gallagher with Alive Telecom.

This event provided valuable opportunities to connect with current customers while also building new relationships. We had meaningful discussions around upcoming opportunities and how we can provide support with our product offerings and exceptional service. We showcased Alive Telecom's panel and collinear antenna products, which are well-suited for the public safety market.

We would like to sincerely thank everyone who took the time to visit with us. We look forward to continuing to strengthen these relationships and achieving ongoing success together!



Reliable Connectivity Starts Here Backed by Primus Electronics

In today's connected world, performance is only as strong as the components behind it. Whether supporting telecommunications infrastructure, industrial systems, or wireless applications, reliable connectivity is essential to keeping operations running smoothly. That's where RF Industries—supported by trusted stocking partner Primus Electronics—delivers.

RF Industries is a proven supplier of high-quality RF assemblies, connectors, and adapters engineered to meet the demands of modern applications. With decades of expertise, the company has built a reputation for precision, durability, and consistent performance—helping maintain signal integrity in even the most demanding environments.

Through Primus Electronics, customers gain fast, reliable access to this comprehensive product range. From standard configurations to application-specific solutions, RF Industries products are readily available to support a wide variety of connectivity requirements. This strong distribution partnership ensures that buyers can source critical components quickly and efficiently, minimizing downtime and keeping projects on track.

Quality and availability go hand in hand. Every product is designed with performance and reliability in mind, while Primus Electronics' responsive service and inventory depth provide the confidence that supply will be there when it's needed most.

As connectivity demands continue to grow across industries, having the right components—and the right partner—makes all the difference. RF Industries, together with Primus Electronics, delivers the dependable solutions and accessibility today's buyers rely on.

When performance matters, choose RF Industries—available through Primus Electronics.

BUILT TO CONNECT ENGINEERED TO PERFORM

From critical infrastructure to everyday connectivity, RF Industries delivers the assemblies, connectors, and adapters you can rely on—every time.

- 1 **PROVEN PERFORMANCE**
- 2 **COMPLETE RANGE**
- 3 **READY WHEN YOU ARE**
- 4 **TRUSTED BY THE INDUSTRY**



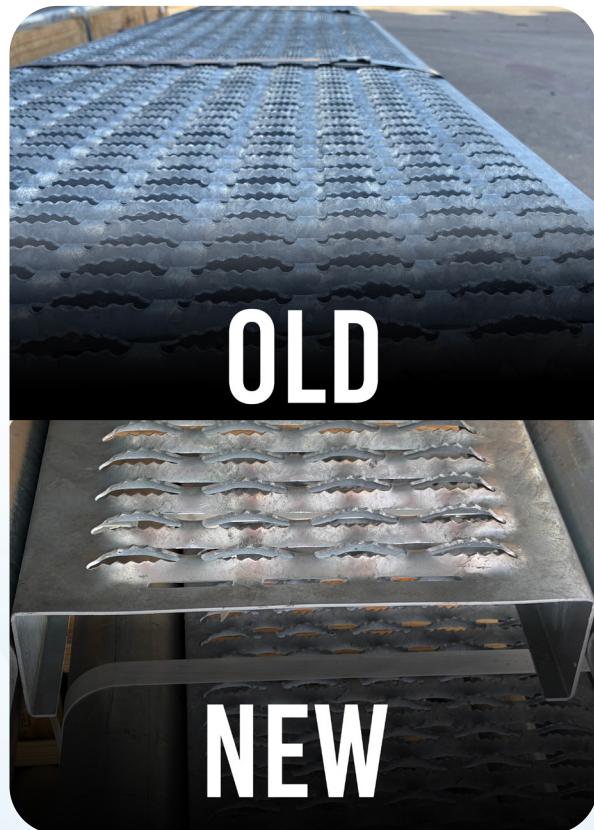
Specify confidence. Choose RF Industries.

Contact Primus Now

MICHIGAN'S 2026
INTEROPERABLE
COMMUNICATIONS CONFERENCE

March 3-5, 2026
VanDyk Mortgage Convention Center
Delta Marriott Muskegon

A Smarter Take on Grip Strut: What's New from ANDREW®



For decades, grip strut has been a constant on job sites. Crews knew what to expect, sharp ends, exposed teeth, and the small cuts and glove damage that came with handling it. It wasn't ideal, but it was familiar, and the industry largely accepted it as part of the work.

That mindset has started to shift.

Across the field, contractors and carriers began asking better questions: Why does grip strut still have exposed edges? Why should handling it carry unnecessary risk? Those questions made their way to ANDREW®, and unlike in the past, they sparked real change.

ANDREW took a fresh look at grip strut and ice bridge grating, not to change what worked, but to improve what didn't. While the products had long delivered on strength and reliability, the exposed ends created avoidable safety concerns for installers and, over time, could contribute to cable damage.

As ANDREW evaluated the feedback coming from the field, their focus stayed grounded in real world use.

"Grip strut has always done its job structurally, but we shouldn't have to endure ripped gloves and damaged cables to enjoy the protection it provides," said Dillon

Hyatt, Product Line Manager at ANDREW®. "This redesign came directly from listening to crews in the field. By eliminating exposed ends, we've reduced unnecessary risk without changing how the product performs. It's a simple change with a real impact."

The result is the updated ANDREW Grip Strut and Ice Bridge grating, now designed with smooth, enclosed ends. The exposed teeth are gone, making the product safer and easier to handle while preserving the durability and performance crews rely on in demanding environments.

Why This Matters to You

- Improved worker safety
Enclosed ends reduce cuts, snags, and glove damage during handling and installation.
- Better cable protection
Smoother edges help prevent long term abrasion and wear on cables.
- No disruption to your projects
No new part numbers, no redesigns, and no changes to specifications or installation practices.
- Same performance you trust
Strength, durability, and load performance remain unchanged.

Available today through Primus.

Contact your Primus sales team to discuss specifications, availability, and upcoming projects. www.primuselectronics.com





Power Your Network With Westell

Distributed by Primus

Primus & Westell: Delivering Smarter Network Infrastructure

In today's rapidly evolving telecom landscape, performance, reliability, and efficiency aren't optional, they're expected. That's why Primus is proud to distribute solutions from Westell, a trusted leader in network infrastructure innovation for over 35 years.

Headquartered in Illinois, Westell focuses on advancing performance at the edge of communication networks, where connectivity matters most. Their solutions are designed to help service providers and network operators improve system performance while reducing operational costs.

Why Primus and Westell Work

At Primus, distribution is more than moving product, it's about delivering ready-to-deploy solutions that keep projects moving.

By partnering with Westell, Primus provides:

- Access to proven, field-tested infrastructure solutions
- Reliable product availability and support
- Scalable options for both small upgrades and large network deployments
- A simplified sourcing process that keeps your projects moving without delays

Westell's technology is already deployed in millions of networks worldwide, helping operators build systems that are both high-performing and dependable.

Built for the Demands of Today and Tomorrow

As networks continue to expand and evolve, the need for smarter, more efficient infrastructure becomes even more critical. Together, Primus and Westell deliver solutions that support that growth, helping customers build, maintain, and optimize their networks with confidence.

Looking to integrate Westell solutions into your next project?

Contact Primus to learn more about availability, specifications, and how we can support your network from the ground up.



Streamline your design process with fast, accurate results keeping your deployments on schedule.



iBwave Design

Westell's iBwave Design Services have taken a leap forward to meet industry demands by introducing advanced features such as 3D modeling, propagation predictions, and submittal-ready closeout packages. With these enhancements, Westell has streamlined the design process to keep your projects on time with swift and accurate results.

Benefits of 3D Modeling

A three-dimensional representation of a wireless network environment highlights the physical structures and potential obstacles that might affect the network's performance.

- Accurate Signal Prediction
- Complex Interaction Planning
- Improved Network Planning

Expert Team

Westell's team of experts brings years of experience and a wealth of knowledge to every project. Their expertise ensures that every design is not only technically sound but also aligned with the client's business goals.

- Professional Designers
- iBwave Certified
- NICET Certified

Propagation Predictions

Considers factors such as frequency, antenna type, and environmental obstacles, ensuring that the design is optimized for real-world conditions.

- Optimized Coverage
- Efficient Resource Allocation
- Reduced Deployment Cost

Closeout Packages

Documentation sets that include all the necessary information about a project once it is completed to assist you in meeting all regulatory and contractual requirements.

- Comprehensive Documentation
- Streamline Approval Process
- Record of Reference

Applications

Urban Deployments:
In densely populated urban areas, the combination of 3D modeling and propagation predictions have been instrumental in overcoming challenges related to building interference and signal reflection.

Large-Scale Enterprises:
For projects with campuses or multiple buildings, Westell's services ensure seamless connectivity and efficient network management.

10-Day Availability

One of the standout features of Westell's iBwave Design Services is the improved standard 10-day availability for design packages. This quick turnaround time ensures that projects move forward without unnecessary delays, keeping businesses on track and within budget.

- Competitive Advantage
- Reduced Opportunity Costs
- Increased Customer Satisfaction

Westell's iBwave Design Services set a high standard in In-building Wireless network design. With the integration of so many features, integrators can expect faster, more accurate, and cost-effective solutions. Whether you're looking to upgrade an existing In-building Wireless network or deploy a new one, Westell's services offer the expertise and innovation needed to succeed in today's competitive landscape. Explore Westell's In-building Wireless Design Services today and take your network to the next level with confidence and precision.

EMR Corp Collinear Antennas at Primus



EMR450FC2 EMR220FC2 EMR150FC2

At Primus, we take pride in supplying radio professionals with equipment that delivers dependable, real-world performance. This month, we're spotlighting EMR Corp's rugged, field-ready collinear antennas: trusted solutions built to support demanding land mobile radio (LMR) systems. These antennas are designed to cover their entire respective frequency bands without the need for field adjustments and feature a DC grounded design for enhanced protection. Known for their durability and proven engineering, EMR antennas serve critical networks across public safety, utilities, transportation, and industrial operations.

EMR Corp's collinear designs are engineered to provide stable vertical radiation patterns and reliable performance

in both urban and remote environments. EMR450FC2 is the ideal choice for UHF deployments, covering the 360–520 MHz band. EMR220FC2 serves specialized networks by covering the 200–240 MHz band. EMR150FC2 is optimized for wide-area VHF deployments, covering the 144–174 MHz band.

Each model is fully enclosed in a heavy-duty fiberglass radome that stands up to years of harsh weather, boasting high wind ratings for extreme conditions. Their robust mechanical design features corrosion-resistant, electro-polished stainless steel construction, ensuring reliable performance even in high-exposure, ice-prone locations. Beyond their physical durability, these antennas deliver consistent electrical excellence with an average gain of 2.5 dBi and high-capacity 500 W power handling to meet the demands of high-power LMR systems. Designed with field technicians in mind, these antennas are simple to install, rugged in construction, and steady in performance, ensuring your mission-critical communication remains uninterrupted.

With their dependable electrical performance and rugged mechanical construction, EMR Corp antennas provide the long-term reliability that LMR networks depend on every day. If you're upgrading infrastructure or planning new deployments, Primus is here to help. Reach out today to explore EMR Corp antenna solutions.



When Performance Matters Most: Scotch® Electrical Tapes

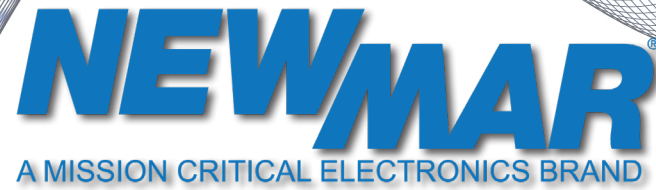
The 3M family of Scotch® Professional Grade Vinyl Electrical Tapes are designed to work for those critical projects, important installations that need to last, and when unexpected weather or unforeseen problems increase the need for maintenance and repair of your essential electrical systems.

- Scotch® Super 33+™ Tape provides premium electrical insulation with a strong rubber-resin adhesive and elastic PVC backing that stretches up to 250% for durable, moisture-tight protection.
- Scotch® Tape Super 88 offers a thicker, more robust PVC backing for building protective jackets and insulation on splices and cables, delivering dependable all-weather performance.
- Scotch® Tape 35 delivers versatile phase identification and color-coding options, with flexible application around varied shapes for use in demanding environments.

Contact a Primus Sales Representative to discuss our selection of 3M tapes!



Click [HERE](#) to view 3M tapes on the Primus website!



Reliable Power, Simplified: Meet the DIN Rail DC UPS Solution

When uptime is critical, your power system can't afford to fail. The Newmar DIN Rail DC UPS is designed to eliminate that risk, delivering seamless, uninterrupted power in a compact, all-in-one solution.

Built for demanding applications like wireless networks, security systems, and remote installations, this DC UPS combines multiple essential functions into a single unit. Power supply, battery charger, UPS circuitry, and system monitoring are all integrated, reducing complexity while increasing reliability.

What sets this solution apart is its intelligent power distribution. With "load priority" output, power is always directed to your critical equipment first, ensuring continuous operation even during battery charging. In the event of an AC failure, the system automatically transitions to battery backup without interruption, keeping your network stable when it matters most.

Designed for real-world conditions, the unit supports 12V, 24V, and 48V DC configurations, making it adaptable across a wide range of deployments. Its rugged construction and high operating temperature range (up to 70°C) allow it to perform reliably in harsh environments where other systems might fail.

Beyond performance, built-in protections like low voltage disconnect, thermal shutdown, and battery diagnostics help extend system life and prevent costly downtime. Advanced features such as three-stage charging and optional communication capabilities provide additional control and visibility into system health.

In today's always-on world, power disruptions aren't just inconvenient, they're unacceptable. The Newmar DIN Rail DC UPS offers a smarter, more resilient way to keep your systems running, no matter what.

Ready to strengthen your power infrastructure? Contact Primus today to learn more or request a quote.



PRIMUS

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