

## 20 2020

# PRIMUS



PRIMUS

The Difference in Wireless Distribution

Primus

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Office Hours

Monday - Friday  
7 am - 6 pm

Pickup Hours

Monday - Friday  
7 am - 8 pm

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



Trade Shows & Training

2020 TRADE SHOWS

Michigan Interop: February 11-14 in Traverse City, MI  
NATE: February 17-20 in Raleigh, NC  
Entelec: August 11-13 in Houston, TX  
RSSI: June 1-3 in Nashville, TN (Has been Cancelled and will resume in 2021 - Indianapolis)

TRAINING

Anritsu SiteMaster™ Certified Line Sweep Training 2-Day Course, \$1,395 pp  
Anritsu PIM Master™ Certified PIM Training 1-Day Course, \$1,295 pp  
CITCA Authorized Climber  
CITCA Tower Rescue & Competent Climber  
CITCA Train-the-Trainer  
CommScope, ComStar, ODM Fiber, EXFO, Harger, Bird Technologies, JMA, and Kaelus Trainings  
available upon request.  
Visit [primuselectronics.com](https://www.primuselectronics.com) or contact Training with Primus at (800) 435-1636 or  
[training@primuselectronics.com](mailto:training@primuselectronics.com) for more information and registration.

Primus at the Michigan Interoperability Conference

Primus was proud to exhibit and support this conference held at the Great Wolf Lodge in Traverse City the week of February 10th.

Sharon McDonald and Doug Melander represented Primus.

This conference brought together public safety agencies, LMR dealers and many other communication experts throughout the state. The event consisted of several speakers, providing education and covering many topics, to name a few - FirstNet, emergency responder, radio coverage, increasing data interoperability coverage throughout Michigan, Verizon Public Safety Technology and Innovation; as well as radio coverage in new and existing buildings.

Primus showcased Times Microwave cables, along with various multiband mobile antennas. Key topics of conversation included mobile antenna solutions, tower materials, In-Building BDA systems and test equipment.

We enjoyed quality time to network with existing customers and potential new customers about our product offerings and solutions for all of their public safety needs.

A special thank you to Michigan Interoperable Committee for allowing us to be a part of this great event and we look forward to next year!

Thank you to everyone that had a chance to stop by our booth and visit with us!





# Primus at NATE 2020

## Recap

Raleigh, NC was the backdrop for NATE 2020, which was a significant show in that this was the 25th annual conference for the organization. Raleigh was important to this as well, as it was the first time the city has hosted the event in addition to be the first city in the state of North Carolina to host the annual convention.

Raleigh is a strong reflection of our vibrant industry, as it is a rapidly growing “tech center” and now is considered the #2 IT/Technical-Centric job destination in the United States, just behind Austin, TX. Raleigh is a base of operations for many significant companies that are in our industry.

Primus holds a unique position that very few other companies do, in that we can say we have been there in support of all 25 of the annual NATE events as an exhibitor, a distinction shared with only five other companies. Primus was honored along with the other five companies at the Exhibit Hall Floor Opening Ceremony in recognition of this level of dedication.

This year’s NATE event had a strong slate of educational sessions, which runs two “tracks” one geared towards Technical/Engineering related subject matter, and the other geared towards Administrative/Business topics. These educational sessions were of great value to attendees this year, and both tracks received a lot of positive feedback, in addition to being overflowing with participants. 2,644 people attended the educational sessions, which is extremely strong, and points to a positive outlook for an interest in our industry.

The show itself topped records, with 2,416 unique visitors to the event, and attendees came for the educational sessions as well as to share time with the 145 exhibitors.

NATE represents an excellent backdrop for manufacturers and distributors to come in and showcase their latest and most innovative safety products and other offerings. Something NATE has done this year uniquely different than years past, is they allowed free access for employees of registered

attending companies to the exhibit floor to be able to check out products, and get to meet face-to-face with many of the people in the industry who provide the gear that they rely on to perform their job.

Because of this policy, far more tower climbers/technicians were able to attend the exhibit space and meet people and see firsthand the latest in gear, tech and safety innovation. We hope this is a trend that will continue allowing many of the people who perform the work in the field to come and see, as well as contribute. Many of these people will become the future leaders of organizations within our industry, so providing this exposure is a valuable experience.

As for Primus, we had an excellent event, and a good time. As always, it’s kind of like a “high school reunion” type of vibe, as it allows us to visit with many old, long-time friends who through the course of the year, we often only get to “visit” via email and phone. Some, we are seeing them here at the show for the first time, face-to-face, as well as making completely new connections. Many of these connections formed are the beginnings of relationships some of us will carry for the next 25 years, as our industry tackles growth and different types of evolution.

We’re fortunate to be a part of all of this; we’re proud to be NATE members and a NATE exhibitor. We’re very blessed to have been here for the long haul; 25 years with NATE and counting. And above all, very happy and dedicated to serve the fine men and women in this unique and fascinating industry.

There are so few out there in the general populous know who we are or what we really do, yet we are all so deeply impactful to their lives and those of their loved ones. The wireless community “makes” and “connects” the global community.

Thank you for allowing us to serve all of you.

Contributed by - Rob Menees

**Get your 2020 T-Shirt Design TODAY!**  
**Just contact us at 800-435-1636 or**  
**support@primuselectronics.com**





Have confidence withstanding your toughest working environments when installing and maintaining wireless systems

POWER AT YOUR FINGERTIPS  
Bird SiteHawk Cable & Antenna Analyzers, the SK-4500 and SK-6000 provide critical coverage with a wide frequency range from 1 MHz to 6000 MHz. Discontinuities can be a real problem and cause significant reflections by damaged cables, loose or improperly installed connectors, and environmental factors.

With Bird’s DTF (Distance to Fault) mode, SiteHawk finds the exact location of the problem “in true distance units”! Eliminate wasted time swapping out components until you determine the issue. Save critical time, components, and money by correctly identifying issues the first time to efficiently direct vital resources to implement solutions.

CARRY PRECISION WITH YOU  
Bird’s SignalHawk, Spectrum Analyzer, SH-60S-TC, provides real-time spectrum monitoring and analysis of RF frequency circuits with a wide frequency range of between 9 kHz to 6 GHz.

Bird combines best-in-class functionality with a compact package and boasts an intuitive touchscreen user interface. SH-60S-TC lets you experience high performance and rich features that are available wherever you take it. Signal bursts and transients can be viewed using the “Zero-span” function



SiteHawk, RF Cable & Antenna Tester  
SignalHawk, Spectrum Analyzer

with video-level triggering (i.e. an oscilloscope with time on the x-axis) or “Waterfall” display (color-coded scrolling chart display) to analyze intermittent signal sources.

DEFEAT RF INTERFERENCE  
The SH-60S-AOA, SignalHawk Spectrum Analyzer with Angle of Arrival technology, provides the ability to triangulate the location of an interferer on a map for signals between 9 kHz and 6 GHz. Integrating digital maps, GPS location and signal strength vectoring, the SignalHawk AOA provides an easy-to-use interface to pinpoint potential in-band interferers, “rogue” broadcast locations and dead spots.

Field engineers, technicians, wireless equipment manufacturers, service providers, contractors, and military personnel can triangulate the source of an interferer by utilizing our AOA (Angle of Arrival) technology. Being highly portable allows the user to go remote locations to accurately pinpoint the signal origination. In today’s crowded RF spectrum this cutting edge technology can quickly and efficiently stop unwanted, accidental or prohibited interface that can degrade RF communication or completely disrupt signal quality and system performance.

Bird’s family of RF Handheld Analyzers provide test coverage for all major wireless systems in an easy-to-use, fully portable test instrument. Save time, provide high precision and accuracy with Bird’s Handheld Spectrum Analyzers and RF Cable & Antenna Testers.

*A must have for technicians, service providers, contractors, field engineers, military or aviation personnel.*

If you have any questions about Bird’s RF Handheld Analyzers, contact a Primus Sales rep at 800-435-1636 or support@primuselectronics.com.



EMR Corp.  
DiPole Antennas

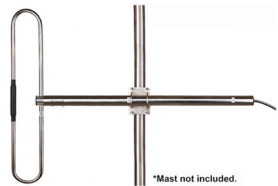
EMR Corp has release a new line of dipole antennas. Now offering Single and Dual Dipole broadband antennas to cover VHF (136-174 MHz) and UHF (360-520 MHz). These Stainless-steel constructed antennas have no tuning required (Plug and Play) and are ideal for Public Safety, Government, LMR and Amateur Radio Applications.

Part Numbers:  
EMR150DP2 (136-174 MHz, 4 – 5.5 dBd Dual Dipole)

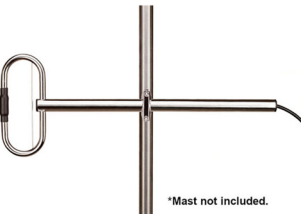


contributed by - Pat Morgan

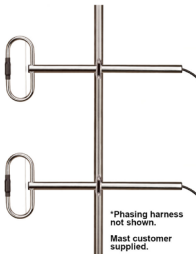
EMR150DP (136-174 MHz, 2.5 dBd, Single Dipole)



EMR450DP (360-520 MHz, 2.5 dBd, Single Dipole)



EMR450DP-2 (360-520 MHz, 4 – 5.5 dBd, Dual Dipole)





# Commscope's Quick Deploy Microwave Antennas

Primus introduces Commscope's Quick Deploy, the factory pre-assembled, class 3 microwave antenna available in 3, 4, and 6 foot diameters, which greatly reduce field installation time and get your networks online quicker.

**How does quick Deploy help solve problems the end user faces?**

ValuLine antennas provide a robust, cost effective solution for the majority of short haul applications. The VHLP(X) antennas have good side lobe performance, meeting most regulatory standards.

**What does it do?**

Fully assembled antennas reduce assembly time in the field. Installers now can unpack the antenna and be ready to hoist it up the tower in less than 15 minutes!

**What problems does it solve for the customer?**

Carriers and end users are in a "time crunch" to complete their network builds.

**Revenue Stream:**

Activating a path quickly allows the carriers to start the revenue stream. Sooner the path is turned on, sooner carriers can collect revenue.



**Ease of mind:**

Microwave assembly and installation is a specialized field. Using Quick Deploy antennas, end users can rest easy knowing the antenna has been assembled by a qualified technician in the factory in which it has been manufactured.

**Cost:**

Installation time is greatly reduced so tower crew costs are less. Installation companies time is reduced so they can install more sites in less time, increasing their profits margins.

**Key Differentiators:**

- Product – Our ValuLine antennas are a high quality, robust product, fully compliant to all declared regulatory compliances.
- Support - VHLP(X) antennas are available from our Reynosa Mexico (Mission, Texas) with fast

deliveries. The fully assembled antennas carry our standard 3-year warranty.

- Company – CommScope is the number one supplier of microwave antennas in the market. We have a global reputation in this market segment and have had for a long time (legacy Andrew Corp.)
- Finance – Our financial strength and depth means that CommScope is able to fully support the product over the long term.

**Potential Customer Profiles:**

Quick Deploy will be marketed to a wide range of customer types – essentially anyone using a microwave network.

**Wireless Operators:**

Microwave forms a critical part of the backhaul network.

**Fixed Line Operators:**

Microwave is widely used in the trunk network where fiber cannot be cost effectively deployed.

**Private User Networks:**

Utilities, Railroads, Mining Operations, Military all deploy microwave to provide connectivity between areas of operation.

**Financial Services:**

Microwave links offer lower latency than fiber. The milliseconds saved offer a substantial competitive advantage to customers operating high frequency share trading operation.

**Emergency Services:**

Microwave is used as part of safety critical infrastructure providing communications to first responders.

**Radio OEMs:**

Microwave Radio Manufacturers often supply the complete system (radios + antennas) as a turnkey package to the end users listed above.

For more information contact Primus at 800-435-1636 or [support@primuselectronics.com](mailto:support@primuselectronics.com).





# NEWMAR CENTURION III

SMALL FOOTPRINT, BIG CAPABILITY... TO SUPPLY MULTI-VOLTAGES TO SITE TELECOM EQUIPMENT!

Microwave telecom sites often incorporate additional LMR and SCADA equipment requiring 12 and 24 volt power. The new Centurion III is the perfect platform to supply all three voltages, 12, 24, and 48v! Two-Way Dealers, Public Safety agencies and Utilities are deploying this unit to mesh the power needs of their microwave systems with the voltages of LMR systems like DMR, Simulcast, Kenwood Nextedge, and Moto Turbo networks.

The Centurion III is a fully integrated power solution for these hybrid applications, integrating DC-DC Converters (12 or 24-volt) with the 48-volt rectifiers – all managed by a digital controller that monitors all outputs. The system is packaged in a one rack shelf installation, in a space saving 2 RU (3.5") chassis.

Centurion III power detail:

- Two 48 volt power bays that accept 2000 watt modular rectifiers.
- Two additional power bays that accommodate DC converter modules producing 12 or 24 volts. (12 volt puts out 30 amps and 24 volt puts out 25 amps)
- All outputs can be used to power loads directly as well as charge standby batteries via a temperature compensated circuit.
- Distribution circuit breakers for all outputs: 10 each for the 48 volt, one each for the 12 and 24 volt outputs (two total) and two master disconnect breakers for the 48 volt battery banks.



- All breakers feature tripped breaker alarms.
- Low Voltage disconnect protects the batteries from extreme discharge in the event of a prolonged utility power outage.
- Controller includes 6 digital inputs which can be configured for door, smoke, alarms, etc.

Great features, shipped “site ready”, and excellent value! Consider this Newmar unit for your next site build or upgrade!

Give Primus a call to discuss your multi-voltage site power needs and let us show you all the capabilities the Centurion III can offer!

- contributed by Gerry Fritzke

## Siemons ColorCodedCuffs™

Carriers and Construction Management companies are recognizing the benefits of Siemon ColorCodedCuffs™

As part of our commitment of offering high-quality products, Primus is proud to partner with The Siemon Company making this innovative product available to our customers. Designed as a safe and easy-to-install means of identifying carrier cable on cell towers, ColorCodedCuff's are made in the USA, are environmentally friendly, and offer 360° coverage for a secure fit.

- A superior alternative to vinyl tape
- Single piece injection molded design offers one-handed installation, even while wearing gloves
- Installs without tools or a blade, with no need to remove any PPE.
- Installs right the first time, every time. No negative remarks on site audits due to poor or improper installation
- Designed for harsh environments and are composed of chemical-resistant materials that are designed to withstand UV exposure and extreme weather conditions.
- Nine (9) colors available for 1/2" foam coaxial cable
- No tools required to install
- 3 year warranty

All colors stocked in depth, today at Primus. Also available on our webstore in packages of 100.

For more information, please contact Primus at 800-435-1636 or [support@primuselectronics.com](mailto:support@primuselectronics.com).





**PRIMUS**

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