

ANDREW®, an Amphenol company and K-C Marketers announce strategic partnership to accelerate growth in the Outdoor Wireless Networks market



ANDREW is pleased to announce a significant step forward in its long term strategy to expand its Outdoor Wireless Networks Structural Support business through a newly executed partnership with K-C Marketers. Effective immediately, K-C Marketers will serve as an extension of the ANDREW sales organization across designated states in the Rocky Mountains and Desert Southwest, focusing exclusively on Structural Support and PIM Guard® Accessory products.

Driving Growth Through Regional Expertise

This collaboration marks a strategic investment in strengthening market presence and driving new business opportunities. K-C Marketers has a proven track record of delivering substantial growth for the companies they represent, leveraging deep relationships with general contractors, architecture and engineering firms, and other key stakeholders throughout the region.

"We are excited to welcome K-C Marketers as a committed partner in our mission to grow the Structural Support business," said Jared Haines, director of Product Management for ANDREW. "Their industry expertise, strong regional relationships, and focus on delivering results align perfectly with our long term strategic goals."

K-C Marketers echoed this enthusiasm for the partnership. "We are proud to represent ANDREW and look forward to driving meaningful growth together," said Phil Smith, president, KC Marketers. "Our team is fully committed to expanding ANDREW's presence and delivering exceptional value to customers across the region."

Strengthening Market Leadership in Outdoor Wireless Networks

This partnership underscores ANDREW's continued investment in strengthening its market position and delivering innovative, high quality outdoor wireless solutions to customers nationwide. For more information or any questions, please email the ANDREW team at steelproducts@andrew.com.

About ANDREW

For more than 85 years, ANDREW has driven the evolution of wireless technology and remains focused on moving industry forward by providing simple, efficient, and sustainable wireless solutions. This portfolio includes durable and precise Structural Support solutions for critical networks that are engineered to meet TIA codes and are ideal for towers, monopoles, rooftops, and water towers. ANDREW also offers a full line of PIM-Guard solutions that are optimized to prevent or mitigate PIM and maintain structural integrity for antenna mounts and RF cable installation accessories in the high-risk PIM zone around critical network equipment.

About K-C Marketers

K-C Marketers is an experienced sales and business development firm representing manufacturers of wireless macro infrastructure products for the carrier and enterprise markets in the Rocky Mountains and Desert Southwest. K-C Marketers has successfully grown sales and market share with wireless carriers, neutral host accounts, systems integrators, distributors, A&E firms, and many other service organizations that support the wireless industry.