



Industrial Communications

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Dear Industrial Communications customer,

We are very pleased to announce that RACOM Corporation (www.racom.net) has recently purchased the Industrial Communications organization, located in Spokane Valley, WA. As you know, Industrial Communications (www.twoway.net) is a full service two-way communications company, providing radio system design, sales and support to commercial, industrial and public safety customers in Washington, Idaho and Montana.

RACOM provides critical communications systems and support to public safety agencies and businesses, based out of Marshalltown Iowa, RACOM has 14 locations throughout the Midwest, and now in Spokane.

“We’ve had explosive growth in the region over the past year and have been searching for a top tier partner. Scott Grimmert and his team at Industrial fit with our culture of providing **Robust, Resilient and Rugged** technology backed with **Reliable, Responsive and Relentless** service and support, and I’m so happy to be able to work with them” said Mike Miller, President & CEO of RACOM.

“We believe that partnering with an organization like RACOM will help us execute larger opportunities over a wider geography than we could on our own and I’m glad to find a like-minded partner in RACOM”, said Scott Grimmert, President & CEO of Industrial Communications.

The Spokane Valley location will continue to operate as it has, the same staff will be in place with a few changes in roles. Scott Grimmert will be assuming the Role of Systems Engineer and Steve McLaughlin is continuing in the role of General Manager of the Spokane Operations.

Leading the RACOM Northwest Region as Vice President and Regional General Manager is Ron Bender. Ron came to RACOM after a long career with Harris Public Safety and Professional Communications.

Scott and all of the staff of Industrial Communications would like to thank you for the years of support we have received from you all, and the wonderful relationships that have been made. As RACOM, we look forward to maintaining and growing those relationships, and serving you as we always have.

If any of you have questions, please feel free to reach out to Scott or Steve. Our email addresses will continue to function normally and phone numbers will remain the same.

Sincerely,
Scott Grimmert
Former President, Industrial Communications
Sr. Systems Engineer, RACOM
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