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# 2009 BUYERS GUIDE

**JANUARY 2009**

The official magazine for  
PCIA-The Wireless Infrastructure Association  
SWAP-State Wireless Association Program

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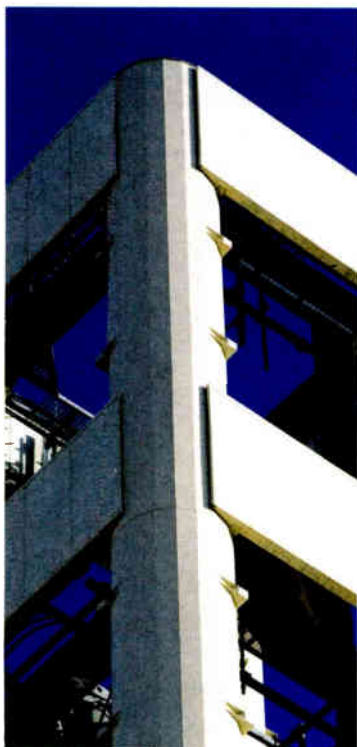
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## about this month's centerspread



### Schertz, Texas

FWT manufactures multi-pole concealed structures with three to four legs to meet the demands for aesthetically pleasing sites. The disguised site configuration featured in this month's center-spread is designed to utilize RF panels for the concealment of the multi-levels of carriers, microwave and other various antennas.

*Photography courtesy of FWT*

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# We're Staying in Business

I have a friend who owns a wine shop in downtown Leesburg, Va. For the second time in his almost 30 years at the same location, the "Staying in Business Sale" sign has gone up. The rest of the street is lined with "Going Out of Business Sale!" signs.

As things have been getting tighter in the publishing industry, we've seen some magazines transition to



distributing digital-only issues. Meanwhile, printed magazines arriving in our mailbox are feeling a little bit, well, let's just say, "light." I don't want to jinx it, but AGL is doing just fine, thanks.

In general, the wireless infrastructure industry that AGL covers is alive and well. Companies

continue to build new sites and improve existing sites. New networks are still being deployed. If access to capital does not become easier sometime in the future, the situation for new construction and site improvements will change. However, the likes of Clearwire have had capital lined up for a long time and are moving forward.

For companies that advertise in AGL, the continued growth in the wireless infrastructure industry means life is not so bad, in general, and making sure they stay in front of their current and potential new customers is important. I've heard a few hard-luck stories lately — they are out there — but for the most part, folks are making some tough choices and really applying good management

**By Rich Biby, Publisher**  
rbiby@agl-mag.com

that perhaps we should have been doing all along. Playing our part, we're going to keep cranking out this magazine, in all of its tree-killing, hard-copy glory. We love doing it, and we hope you love reading it.

*Trivia question:* I've been active in both the business and engineering aspects of wireless telecommunications including the networks and the infrastructure my entire life, yet I had to scratch my head and ask, "What's that?" when I saw a reference to an "air terminal" on a checklist a couple of weeks ago. I was summarily belittled for not knowing what an "air terminal" is, in relation to a tower site. Do you? Just for fun, drop me a note. I'll post the winners here next month.

*Tower Owners Buyers Guide:* This month's issue is our annual buyers guide. We've done our best to reach out and find all of the companies in the industry and present them to you here. As always, I'm sure we've missed a couple, so feel free to send us a note about your favorite company, and we'll give them a call and try to include anyone we missed later in the year.

**NEW AM RULES ARE COMING.** Yes, I know I've been yelling that the sky is falling for a long time about this, but the FCC Part 73 rules have already been adopted, so AM stations can now be licensed by theoretical analysis only. The second further notice put out for comment by the FCC will have closed by the time you read this. Thus, the FCC is moving closer to finalizing rules for tower construction or modification near AM stations. Look at the Waterford Consultants' website, [www.waterfordconsultants.com](http://www.waterfordconsultants.com), for a copy of articles I've written on the topic in the past and for any late-breaking news on the issue. If you have any questions or thoughts, please be in touch.

A wonderful, safe and prosperous 2009 to all. **agl**



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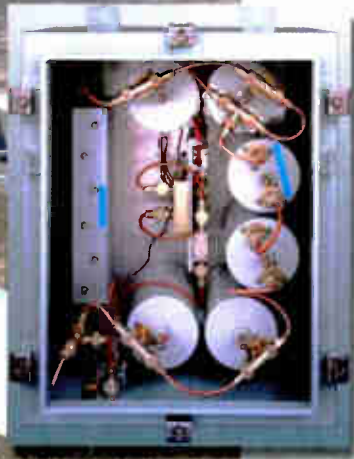
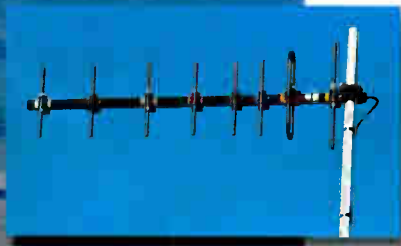
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**'Tower Dogs' TV program response**

I would like to clarify a point of some possible confusion related to the article "NBC's Dateline Presents Highlights Tower Climbers" (October 2008), which stated that Jonathan Gilford and Cody Pond worked for me. They do not. Jonathon and Cody worked for All Around Towers, which is a division of Phoenix of Tennessee.

anyone where they have to lose someone they love. So when I found out Jonathan only lived 30 minutes from my house, out of respect for him, his family and his job I went to the funeral home just to pay my respect. We all do the same job every day, and I thought this was the right thing to do to give my condolences to his family. I guess that is why it got confused that he worked for me. I never met Jonathan, but to me everyone that does his job deserves respect, and with his family being so close to where I live, it just felt like the right thing to do.

Nikki Collins  
President  
NDCA Construction  
Gadsden, Ala.

**Market report card**

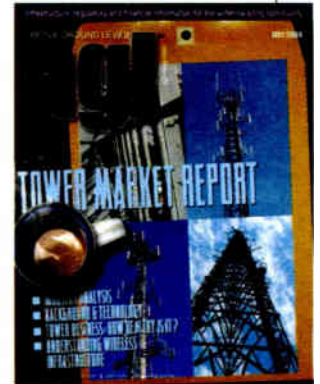
After carrying my magazine around for several weeks on many different flights, I finally found time to read the entire Tower Market Report featured in your July issue of *AGL*. Prior to my current position in the service industry, I worked within the tower sector for some 13. I recall Jim Fryer's Tower Market Report in book form that we would purchase back in the 1990s. It contained interesting infrastructure information and statistics for an indus-

try newcomer. Your publication did a very good job in reporting the 2008 update of this report and frankly, I was glad to see the pertinent information condensed to an "easy read."

We have certainly come a long way in the wireless arena. I have watched this industry grow, fail, recover, make mistakes, learn from those mistakes, and it seems to now be maturing gracefully. It is a pleasure to be a part of this industry, and we truly have some of the most talented professionals and dynamic companies in the business world today.

Thank you for your publication and efforts to help keep the industry in touch. I especially salute your support of the State Wireless Association Program (SWAP) and PCIA.

Pat Tant  
Senior Vice President  
Marketing and Customer Relations  
Excell Communications



We are a subcontractor that was contracted out by Phoenix.

This is a very competitive business and everyone thinks they are better than everyone else but I guess that's normal. But at the end of the day all of these men are someone's son, husband, father, brother or boyfriend and I hate the thought of anything happening to

**Pictures of the Month**

For 150 years, public presidential inaugurations took place on the east front steps of the Capitol in Washington, DC. That limited crowds to a two-block area ringed by the Capitol, the Supreme Court Building and the Library of Congress. Beginning in 1981, the ceremony moved to the west, or "back," steps to use the Washington Mall for crowd "overflow." That term understates the two million additional people that city and federal officials expected to attend this year's inauguration on January 20—nearly four times the 2005 crowd. Beyond size, another significant crowd change over 28 years has been the omnipresence of cellphones. Such a large influx of callers could easily swamp the network capacity of permanent sites in downtown Washington. Carriers added dozens of temporary sites throughout the District of Columbia. Shown here is the installation of one of CDMI's 108-foot Lite-Site monopoles on the west property of the Capitol. This ballasted

"slick stick" model monopole contains shrouded antennas within its top 40 feet, capable of hosting four carriers. An advantage of this pole type for a crowd venue is minimal visual clutter. AT&T Mobility used this Lite-Site for its UMTS, GSM antennas and microwave backhaul. The ballasted "foundation" was placed on an existing concrete parking area, without any ground penetration required. The monopole was plumbed using the leveling nuts on the base-frame anchor bolts. Preparing the foundation and installing the monopole only took one day. The Lite-Site takes up less area than a COW (cellsite on wheels) and has a higher wind-load capacity (without guy wires). Although this was PE-certified as a "permanent" site, it will be removed at the end of January, by which time—it is hoped—all the visitors who just had to "Call from the Mall" will have gone home.

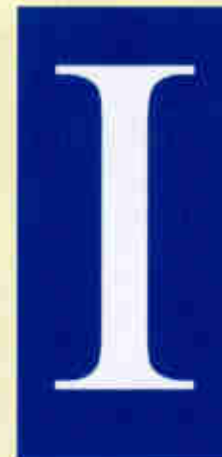


# PCIA's Technology Committee: Exploring Issues and Innovations

– By Jackie McCarthy and Mike Saperstein –



New emphasis on signage will protect RF workers as well as the public.



In 2009, PCIA's Technology Committee renews its focus on exploring issues common to wireless infrastructure providers and its focus on seeking innovative solutions for operations needs.

Technological and operations experts from PCIA member organizations lead the Technology Committee. The committee identifies common concerns of wireless facilities operators and serves as a forum to discuss these operational issues and ultimately to foster solutions and best practices. In recent months, the Technology Committee developed a comprehensive summary of carrier equipment and technology standards that will serve as a valuable guide to PCIA members and to the industry at large. We encourage you to visit [www.pcia.com](http://www.pcia.com) to view this resource. Also in 2008, the Technology *(continued on page 10)*





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World Radio History

(continued from page 8)

Committee developed standards for radio-frequency signage at wireless facilities. These standards seek to unify the wording, color and appearance of signs while complying with relevant regulations.

With assistance from PCIA's

effect of the FCC's backup power order throughout 2008 and discussed methods of providing for continuity of operations more efficiently. From backup power and copper theft to AM detuning and avian/tower interaction, the Technology Committee serves as an industry resource to analyze how new requirements and standards drive technological innovation.

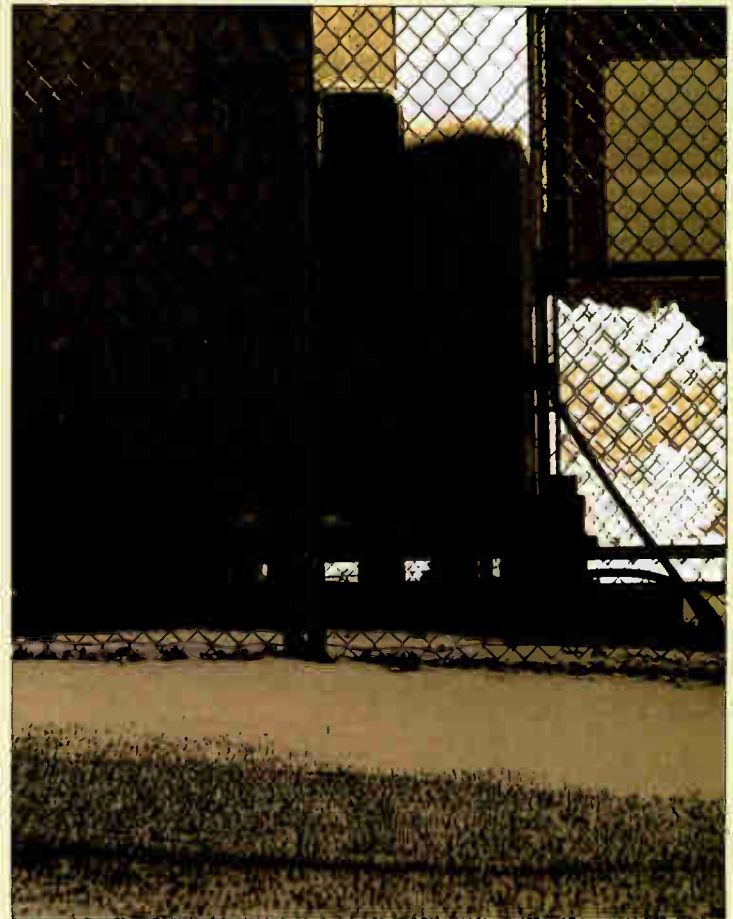
In the new year, the Technology Committee is committed to an open agenda centered on those

operations and will be exploring them in depth.

We recognize that the operations environment is a dynamic one, with new innovations changing the operations industry. To this end, we invite any PCIA member to join the Technology Committee at its monthly meeting. If you would like to be involved, please contact Mike Saperstein, PCIA's staff liaison to the Technology Committee, at [sapersteinm@pcia.com](mailto:sapersteinm@pcia.com). **agl**



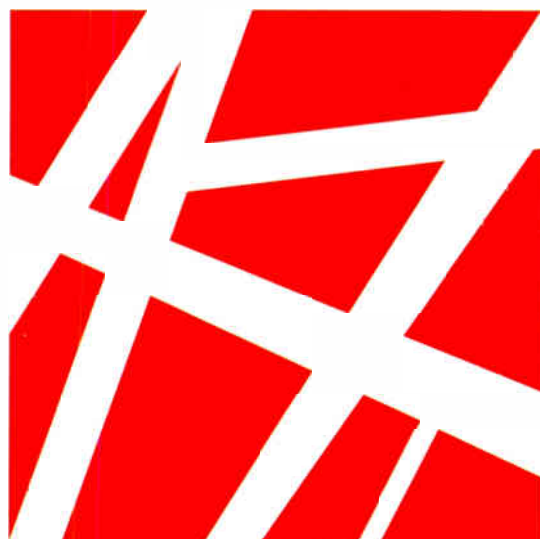
AM detuning requirements will continue to receive Technology Committee attention.



government affairs team, the Technology Committee reviews the effect of regulation on site operations. For example, the Technology Committee estimated the operational

challenges confronted by site operators and the vendors who serve them, and on technological and operational solutions to meet those challenges. The technology committee will be selecting monthly topics of interest to those involved with site

Jackie McCarthy is director of government affairs at PCIA — The Wireless Infrastructure Association. Mike Saperstein is a public policy analyst at PCIA.



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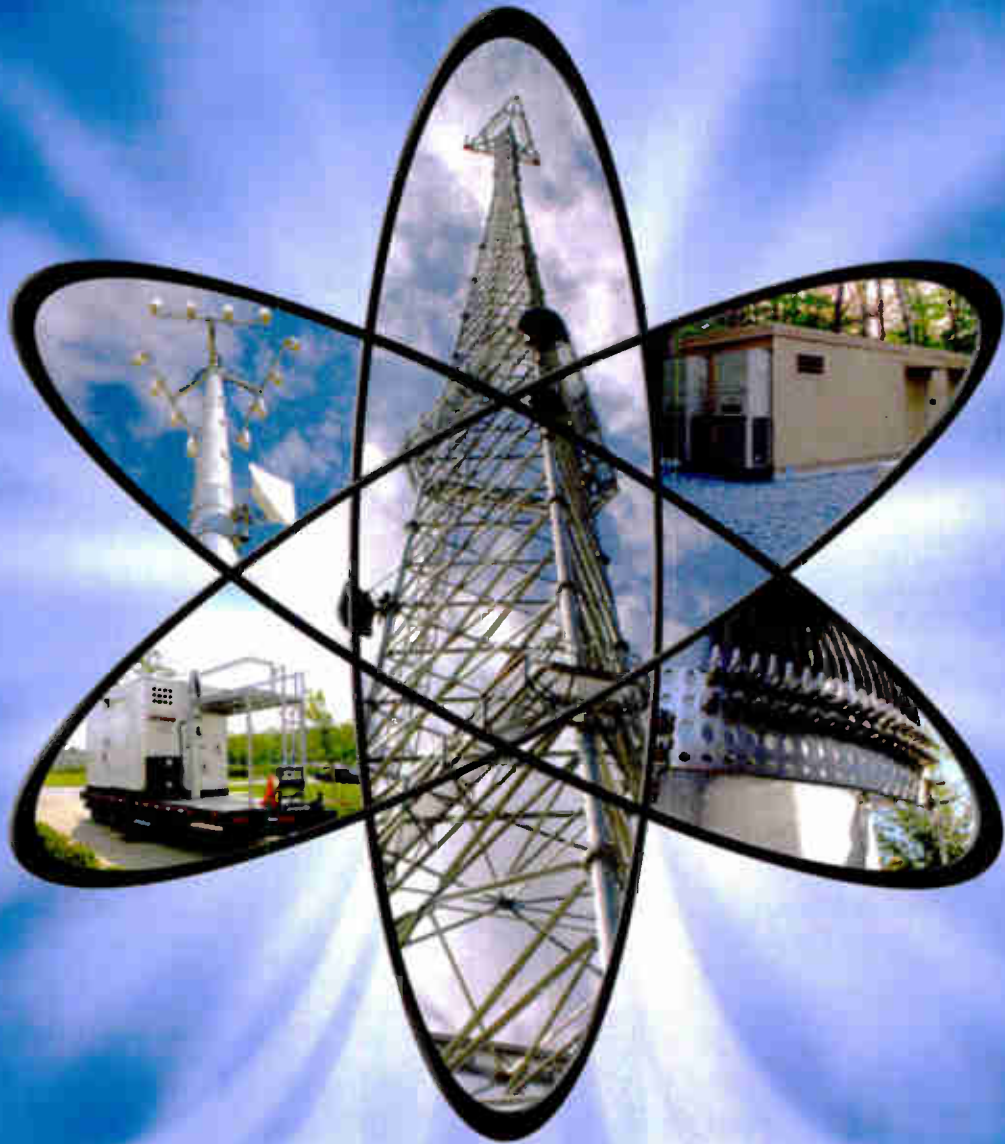
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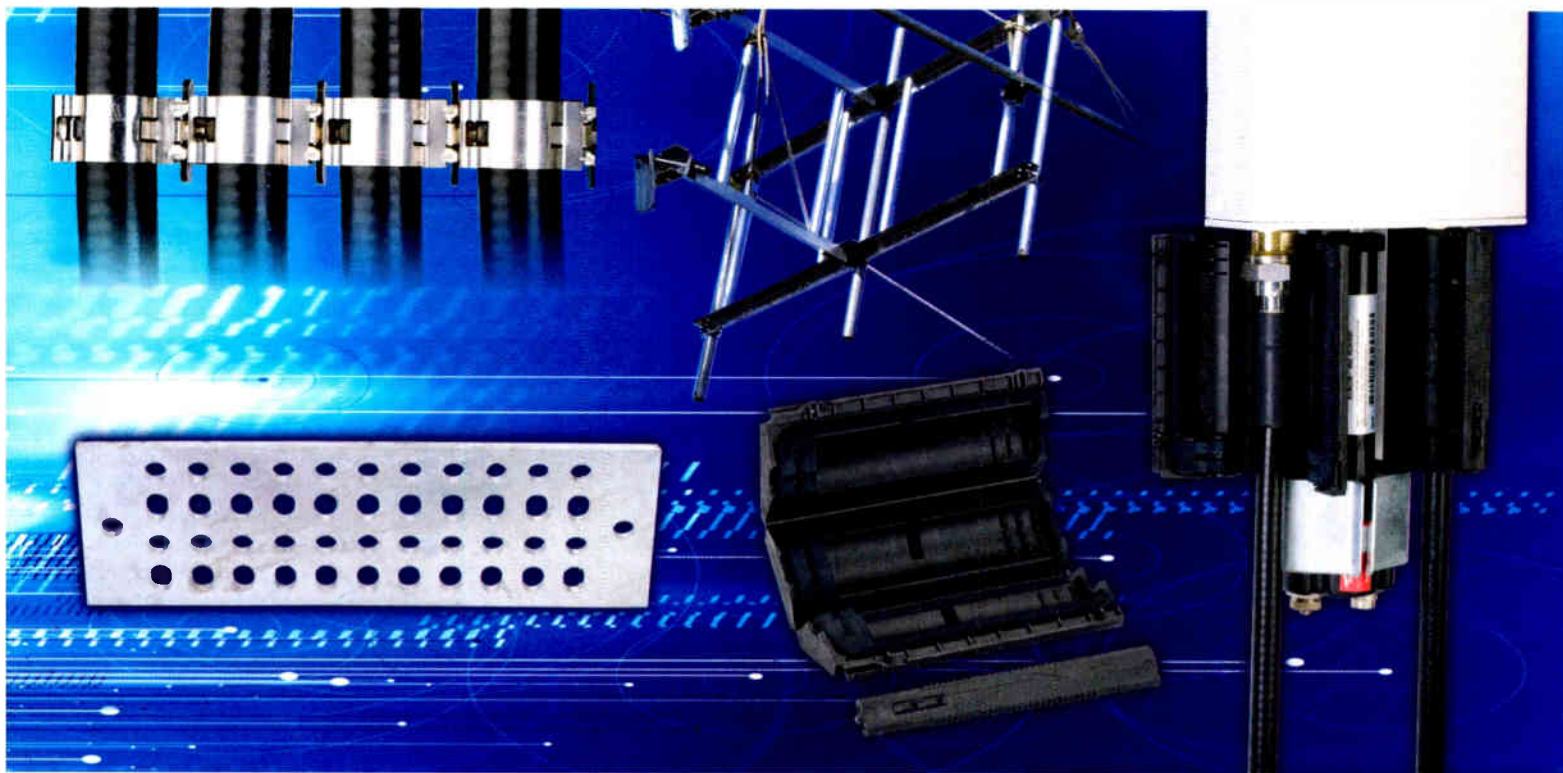
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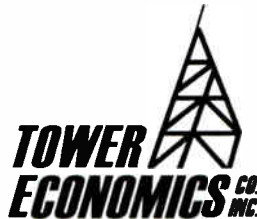
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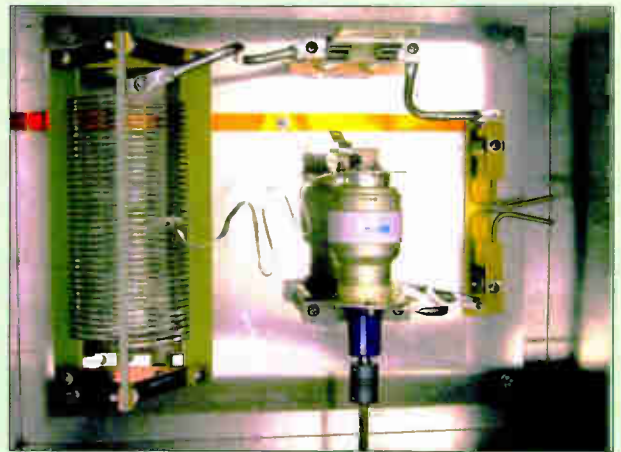
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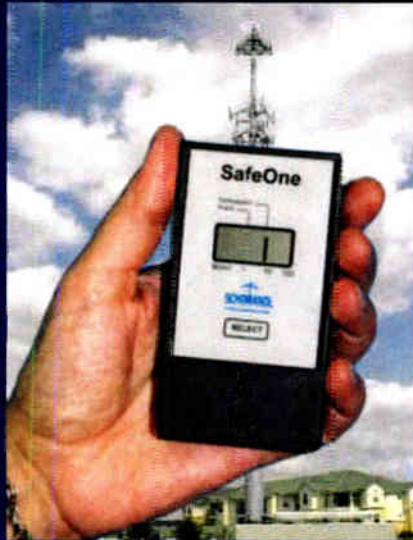


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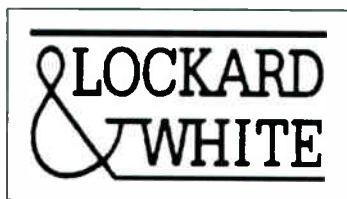
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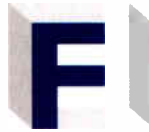


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Phone: (410) 229-1165  
Fax: (410) 229-1204  
www.tessco.com  
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Phone: (888) 221-5382  
Fax: (502) 212-5828  
www.a6solutions.com  
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Phone: (901) 362-0100  
Fax: (901) 794-9515  
www.alumaform.com  
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**CDMI**

969 Griffin Pond Road  
Clarks Summit, PA 18411  
Phone: (570) 587-3077  
Fax: (570) 587-3075  
www.cdmiwireless.com  
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**GlenMartin**

13620 Old Hwy. 40  
Boonville, MO 65233  
Phone: (800) 486-1223  
Fax: (775) 490-1300  
www.glenmartin.com  
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Phone: (208) 777-1166  
Fax: (208) 777-4466  
www.acdata.com

**Andrew, A Commscope Company**  
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Hickory, NC 28603  
Phone: (800) 982-1708  
www.commscope.com  
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**Citel**  
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Miami, FL 33169  
Phone: (305) 621-0022  
Fax: (305) 621-0766  
www.citelprotection.com

**Erico**  
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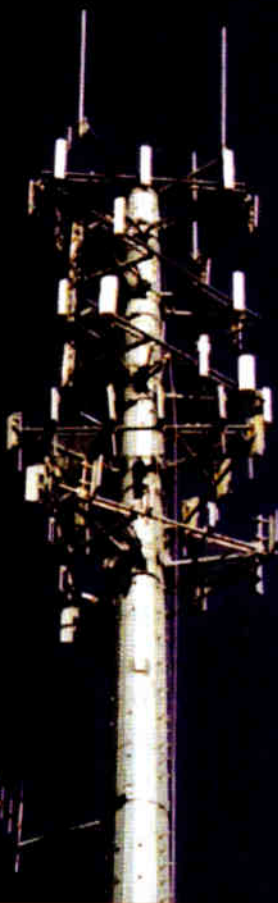
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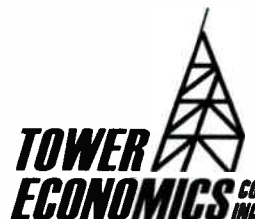
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Fax: (408) 929-4007  
www.telewave.com

Telewave manufactures RF infrastructure equipment for wireless communication systems from 2 MHz to 2.5 GHz, including antenna systems, duplexers, transmitter combiners, preselectors, tower-top preamplifiers, power monitors and portable wattmeters." *see ad on page 5*



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www.commscope.com

Andrew, a CommScope company, designs, manufactures, & delivers innovative & essential equipment & solutions for the global wireless infrastructure market. Andrew supports the entire wireless radio frequency (RF) footprint with transmission line systems, antennas, base station subsystems, in-building distributed wireless systems, & network solution products & services. *see ad on page 25*

**Communications Consultant Associates**

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Phone: (404) 549-9696  
Fax: (877) 576-6323  
www.coveragesolutions.net

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Phone: (714) 466-1000  
www.powerwave.com

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Fax: (323) 254-3210  
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**tower/mobile/portable**



**CDMI**

969 Griffin Pond Road  
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Phone: (570) 587-3077  
Fax: (570) 587-3075  
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CDMI fabricates the patented Lite-Site family of Quick Deploy Cell Sites. The Lite-Site ballasted frame and monopole does not require ground penetration. It can be installed on blacktop or gravel in less than a day and is PE certified as permanent or temporary. *see ad on page 79*



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Fort Worth, TX 76119  
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Fax: (817) 255-2957  
www.fwtinc.com

FWT is a leading North American manufacturer specializing in self supporting and guyed towers, monopoles, disguised and camouflaged sites, COWs (cell on wheels), equipment shelters, and the patented PowerMount® (cell on utility antenna mount). FWT has been a recognized leader in the steel fabrication industry since 1959. *see ad on page 69*

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Boonville, MO 65233  
Phone: (800) 486-1223  
Fax: (775) 490-1300  
www.glenmartin.com  
*see ad on page 11*

**NEC Corporation of America**

6535 N. State Highway 161  
Irving, TX 75035  
Phone: (214) 262-3678  
www.necam.com/rcsd

**Peak Industries**

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Fax: (509) 443-6192  
www.peakindustriesinc.com

**RVA Lighting & Masts**  
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 Toronto, ON M1V3Z5  
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 Fax: (416) 299-0214  
 www.rvalightingandmasts.com

**Spectre Air and Ground Freight**  
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 Fallbrook, CA 92028  
 Phone: (800) 867-5580  
 www.spectreair.com

**TowerWorx**  
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 Pryor, OK 74361  
 Phone: (866) 677-5959  
 www.towerworx.net

towers/concealment



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 Clarks Summit, PA 18411

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 Fax: (570) 587-3075  
 www.cdmewireless.com  
*see ad on page 79*

**Cell Trees**  
 5401 S. Canada Place  
 Tucson, AZ 85706  
 Phone: (520) 730-7750  
 Fax: (805) 980-4703  
 www.celltreesinc.com



**Engineered Endeavors**  
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www.larsoncamo.com



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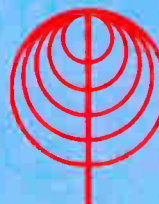
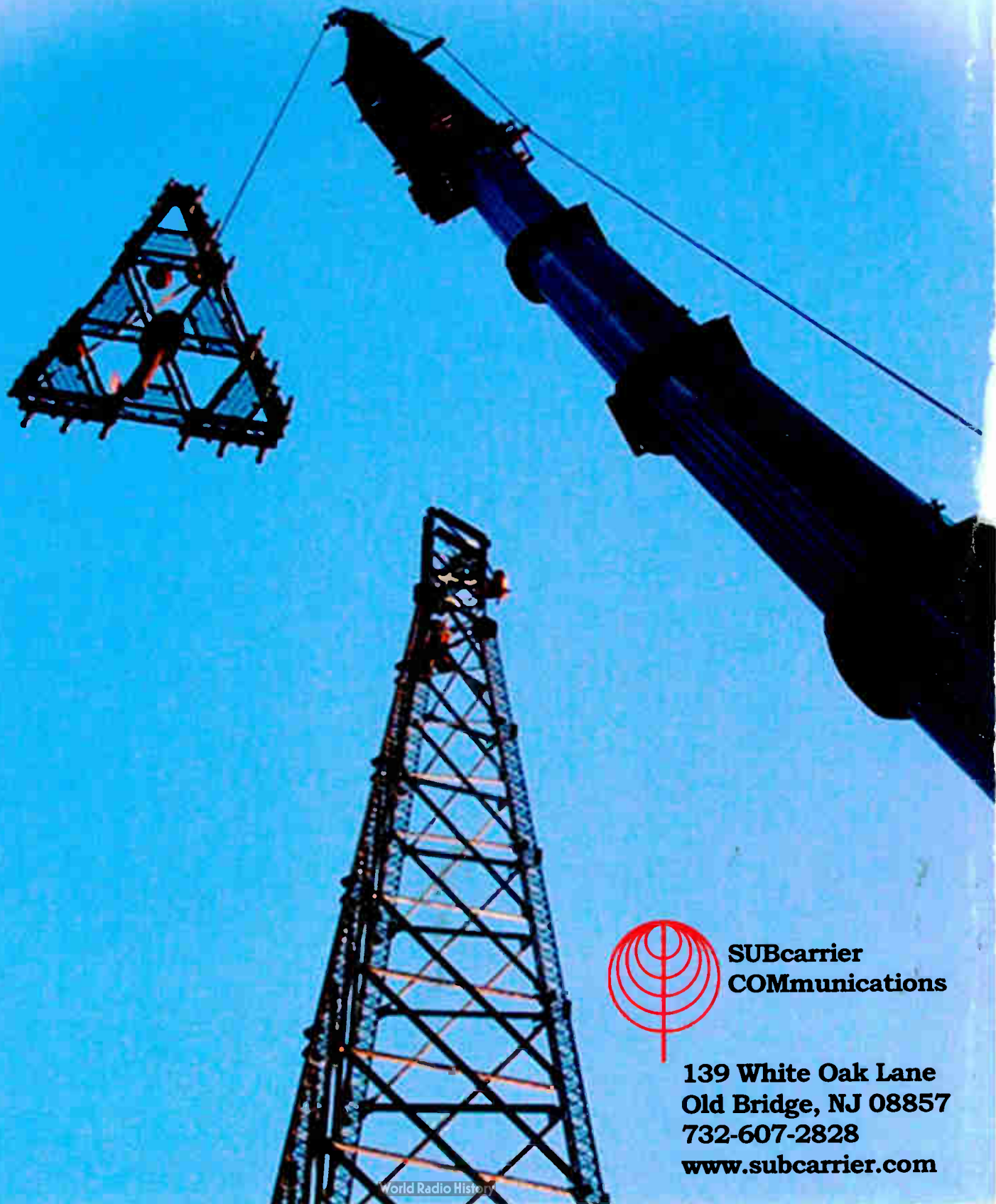
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