Towers That Mean Business

The art and science of tower management

SUBcarrier COMmunications

139 White Oak Lane
Old Bridge, NJ 08857
732-607-2828
www.subcarrier.com
Infrastrucutre, regulatory and financial information for the antenna-siting community

AEOVE GROUND LEVEL

agl

The ultimate
INDUSTRY
RESOURCE

2012 BUYERS GUIDE

January 2012 agl-mag.com A BIBY PUBLISHING, LLC PUBLICATION

In this Issue:
EVERYBODY
WHO'S
SOMEBODY
in the Tower Industry
**Tested. Proven. Trusted.**
Telewave has supported Public Safety, local and state government, and the US military for over 38 years. Our full line of standard radio system products is available for shipping within 10 days or less, and our system engineering team is ready to assist with your most demanding projects.

From 700/800 MHz dual-band combiners to receiver multicouplers, duplexers and multi-channel, multi-band antenna systems, Telewave has the tools and the technology to help you meet your mission requirements. All Telewave system solutions are P25 and narrowband compatible.

**Telewave, Inc.**
San Jose, CA • 1-800-331-3396 • www.telewave.com
AGL (Above Ground Level) is published 11 times a year by B Toby Publishing, LLC, 18331 Tumberry Drive, Round Hill, VA 20141, and is mailed free to qualified individuals in the United States of America.

POSTMASTER: Send address change to AGL Circulation Department, 28591 Craig Ave., Menifee, CA 92584

Photography by Scott Dolash

Roadside picture from scenic eastern Iowa

AGL is proud to introduce Crown Castle's Captain Clean (foreground), a 120-foot self-supporting lattice-tower located near the Cedar River in Cedar Rapids, Iowa.

January 2012 Vol. 9, No. 1

48

about this month's center spread

AGL Tower of the Month

Publication Note
Access Control
AM Detuning
Anchoring
Antennas
Appraisals
Associations
Attorneys
Brackets/Mounts
Buildings/Shelters
Build-to-Suit Services
Business Brokers
Cabinets/Enclosures
Cable
Climate Control
Collocation Services
Combiners Connectors
Concrete Silo Towers
Construction
Consultants
Controlled Environment Vaults
DAS
DC Power Distribution Equipment
DC Power Supplies
Distributors
EMF Measurement
Employment Services
Engineers
Environmental Services
Equipment-Support Platforms
FCC/FAA Filing
Financial Consultants
Foundations/Drilling
Generators/Batteries
Government Sector and Public Safety
Grounding
Grounding Materials
HVAC Systems
Inspections
Lighting/Monitoring
Lightning Protection
Lightning Suppression
Maintenance
Mapping & Software
Microwave Filters
Monitoring
Monitoring/Remote
Mounting Equipment
Multicouplers
Painting
Permit Expediter
Point-to-Point Products
Power Systems, UPS
Real-Estate Services
Recruiting Services
Repair Services
Repeaters
Research Services
RF Compliance/Monitoring
RF Management
Rooftop Enclosures
Safety
Search Firms
Security
Site Construction
Site Management & Acquisition
Solar Power
Support Structures
Surge Protection
System Design
System Integrators
Testing & Measurement
Tools & Supplies
Tower Erectors
Tower Lights
Tower Lights/Concealment
Tower Manufacturers
Tower Parts & Accessories
Tower Reinforcement
Tower Space Rental
Tower-Top Amplifiers
Tower/Mobile/Portable
Towers/Concealment
Towers/Monopoles
Tradeshows

Contents

Category
Publisher's Note
Access Control
AM Detuning
Anchoring
Antennas
Appraisals
Associations
Attorneys
Brackets/Mounts
Buildings/Shelters
Build-to-Suit Services
Business Brokers
Cabinets/Enclosures
Cable
Climate Control
Collocation Services
Combiners Connectors
Concrete Silo Towers
Construction
Consultants
Controlled Environment Vaults
DAS
DC Power Distribution Equipment
DC Power Supplies
Distributors
EMF Measurement
Employment Services
Engineers
Environmental Services
Equipment-Support Platforms
FCC/FAA Filing
Financial Consultants
Foundations/Drilling
Generators/Batteries
Government Sector and Public Safety
Grounding
Grounding Materials
HVAC Systems
Inspections
Lighting/Monitoring
Lightning Protection
Lightning Suppression
Maintenance
Mapping & Software
Microwave Filters
Monitoring
Monitoring/Remote
Mounting Equipment
Multicouplers
Painting
Permit Expediter
Point-to-Point Products
Power Systems, UPS
Real-Estate Services
Recruiting Services
Repair Services
Repeaters
Research Services
RF Compliance/Monitoring
RF Management
Rooftop Enclosures
Safety
Search Firms
Security
Site Construction
Site Management & Acquisition
Solar Power
Support Structures
Surge Protection
System Design
System Integrators
Testing & Measurement
Tools & Supplies
Tower Erectors
Tower Lights
Tower Lights/Concealment
Tower Manufacturers
Tower Parts & Accessories
Tower Reinforcement
Tower Space Rental
Tower-Top Amplifiers
Tower/Mobile/Portable
Towers/Concealment
Towers/Monopoles
Tradeshows

Page
4
6
6
6
6
8
10
12
14
14
18
18
20
24
24
27
28
28
30
33
33
36
36
36
37
38
38
39
41
42
42
44
44
44
44
46
46
46
50
52
52
52
52
52
54
55
56
57
58
58
59
60
60
61
61
62
62
63
64
64
65
66
66
67
68
68
69
69
69
70
73
74
74
74
75
76
77
78
78
78
79
80
80
82
83
85
87
87
88
89
90

Category
Lightning Protection
Lightning Suppression
Mapping & Software
Microwave Filters
Monitoring
Monitoring/Remote
Mounting Equipment
Multicouplers
Painting
Permit Expediter
Point-to-Point Products
Power Systems, UPS
Real-Estate Services
Recruiting Services
Repair Services
Repeaters
Research Services
RF Compliance/Monitoring
RF Management
Rooftop Enclosures
Safety
Search Firms
Security
Site Construction
Site Management & Acquisition
Solar Power
Support Structures
Surge Protection
System Design
System Integrators
Testing & Measurement
Tools & Supplies
Tower Erectors
Tower Lights
Tower Lights/Concealment
Tower Manufacturers
Tower Parts & Accessories
Tower Reinforcement
Tower Space Rental
Tower-Top Amplifiers
Tower/Mobile/Portable
Towers/Concealment
Towers/Monopoles
Tradeshows

Page
54
55
56
57
58
58
60
60
61
61
62
62
63
64
64
65
66
66
67
68
69
69
69
70
73
74
74
74
75
76
77
78
78
78
80
80
82
83
85
87
87
88
89
90
And So, the World Turns

Being in a position to watch the industry unfold is always a lot of fun. Looking back, I remember how DAS was considered to be evil — the technology that was going to destroy the industry. Now, it fits nicely as a sitting solution alongside the larger macro site overlays. There were early cries that 700-MHz systems would propagate so much better than 850-MHz and 1900-MHz systems that very few additional sites would be needed. The AT&T and T-Mobile USA merger would result in horrible negative results for tower companies, etc.

We continue to face some facts and some physics that can’t be changed. We’re going in one direction, toward increasingly dense cell sites — much, much more dense. In order to reuse the spectrum assigned efficiently, with the size of the consumer devices becoming smaller and with continuing consumer desire for long-lasting batteries and more hours of use, the distance between the antenna and the consumer’s device is going to have to become shorter.

Micro sites, DAS and other technology will become tools that are used more and more often. Like Crown buying Next G for a cool $1 billion, I’m a believer that there is good opportunity in getting in front of the coming groundswell of smaller sites. So far as I can tell, a site still needs four things: a leased location, power, some form of backhaul and periodic maintenance.

Large tower companies tend to shy away from embracing new technologies. It makes sense. If you like, call it being risk-averse just staying focused. However, as you extrapolate the number of opportunities for placing traditional towers, there will be fewer and fewer new traditional towers. The tower companies are going to want to be (or will be forced into being) involved with just about anything that makes money and that is related to the industry. They just don’t know it yet.

Engineering? Perhaps not. Maintenance? Sure. Site acquisition, leasing, network operations, generators, backhaul, etc. Lions and tigers and bears too, if they are profitable.

Most folks push back with the usual horror stories of FiberTower and always are quick to point out projects that have not worked well, such as Teligent and Winstar. And the fates of those projects are real. However, a number of smaller successful projects that are well managed and profitable are overlooked. So, what rant am I on this time? I just believe that this is a great time to pick one portion of the industry, become a specialist in it and get out there and make it a reality.

Buyers guide

Enjoy our annual buyers guide issue! We go to great lengths to try to include everyone we can find. However, no matter how careful our research may be, I’m sure we’ve overlooked someone. If you know of any omissions, please send them to us so we can be sure to include them in the monthly updates and in next year’s guide.
Big and Small, We’ve Closed Them All.

The tower industry remains robust. Deals are closing. MVP has the expertise to successfully negotiate transactions big and small. Put MVP’s decade of tower industry experience on your side.

For a confidential discussion or more information, Call 415.391.4877 or visit www.mediaventurepartners.com
ABOVE GROUND LEVEL

Mi-Jack Systems & Technology
3111 W 167th St.
Hazel Crest, IL 60429
Phone: (708) 225-9840
Email: sborsodi@mjst.com
www.mjst.com

Mi-Jack Systems & Technology (MJST) is an innovative manufacturer of access control products for gate access control, shelter access control and software for the audit of all activity including monitoring of key elements such as power and temperature. To learn more visit us on the web at www.mjst.com or call 877-473-2367

PK Safety Supply
2005 Clement Ave.
Alameda, CA 94501
Phone: (510) 337-8880
Email: curtis@pksecurity.com
www.pksecurity.com

Videx CyberLock Solutions
1105 NE Circle Blvd.
Corvallis, OR 97330
Phone: (541) 738-5500
Email: sales@videx.com
www.videx.com/lock113

AM Coordination Services
PO Box 6065
Martinsburg, WV 25402
Phone: (304) 264-5941
Email: AMCoordination@aol.com
www.amcoordination.com

Waterford Consultants
PO Box 2090
Ashburn, VA 20146-2090
Phone: (703) 596-1022
Email: sales@waterfordconsultants.com
www.waterfordconsultants.com

Waterford Consultants offers a wide array of professional and regulatory consulting services with expertise in AM Detuning, RF Emissions Analysis (EME), Intermodulation studies, FAA certification & filing, Site Audit / Third Party Inspection, and Structural (tower) and Appurtenance Mapping. Waterford’s nationwide team of highly respected and reputable experts are committed to providing superior, timely and budget-sensitive customer service. Let Waterford alleviate the burden and frustration of FCC compliance for you … together we will beat the competition every time. see ad on page 43

123eWireless
23166 Arroyo Vista
Rancho Santa Margarita, CA 92688
Phone: (949) 888-5548
Email: mflower@123ewireless.com
www.123ewireless.com

Antenna Products
101 SE 25th Ave.
Mineral Wells, TX 76067
Phone: (940) 325-3301
Email: sales@antennaproducts.com
www.antennaproducts.com

Antenna Products manufactures antennas, towers and fall prevention equipment. Antennas ranging in frequencies from 2 MHz to 6 GHz in log periodic, omni-directional and directional styles are offered. Self-supported towers ranging from 20’ to 70’ and guyed towers up to 100’ are offered in knocked down or factory assembled sections. The companies’ fall prevention equipment comes in two styles – round knotted rail or “T” rail configurations.

Atlas Tower
283 Columbine St., Ste. 33
Denver, CO 80206
Phone: (888) 609-9596
Email: nfoster@atlastowers.com
www.atlastowers.com

Bird Technologies Group / TX RX Systems
30303 Aurora Rd.
Solon, OH 44139
Phone: (440) 248-1200
Email: sales@birdfr.com
www.birdfr.com

CommScope
3 Westbrook Corporate Center, Ste. 900
Westchester, IL 60154
Phone: (708) 236-6586
Email: tania.patrone@commscope.com
www.commscope.com/andrew

dbSpectra
1590 E Highway 121 Business
Lewisville, TX 75056
Phone: (469) 322-0080
Email: sales@dbspectra.com
www.dbspectra.com

Delmarva Two-Way Radio
12636 Sunset Ave., Unit H-1
Ocean City, MD 21842
Phone: (800) 3 RADIO1
Email: mlathwood@delmarvatwoway.com

ERI - Electronics Research
7777 Gardner Rd.
Chandler, IN 47610
Phone: (812) 925-6000
Email: Sales@erinc.com
www.erinc.com

ExteNet Systems
3030 Warrenville Rd., Ste. 340
Lisle, IL 60532
Phone: (630) 505-3800
Email: jdavis@extenetsystems.com
www.extenetsystems.com

Higgs Law Group LLC
Higgs Law Group
1028 Brice Rd.
Rockville, MD 20852-1201
Phone: (301) 762-8992
Email: mhiggs@higgslawgroup.com
www.higgslawgroup.com

see ad on page 94

Huber + Suhner
19 Thompson Drive
Essex Junction, VT 05452
Phone: (866) 482-3778
Email: info@hubersuhner.com
www.hubersuhner.com

The Huber+Suhner group is a leading global supplier of components and Systems for electrical and optical connectivity. Our customers in communication appreciate that we are specialists with detailed knowledge of practical applications. We offer expertise in radio frequency, fiber optics and low frequency all under one roof, thus providing a unique basis for continual innovation which is focused on the FtA and PttA needs of our customers all over the world. Visit our new webpage www.wireless-infrastructure.com.

see ad on page 33

PK Safety Supply
2005 Clement Ave.
Alameda, CA 94501
Phone: (510) 337-8880
Email: curtis@pksecurity.com
www.pksecurity.com

Videx CyberLock Solutions
1105 NE Circle Blvd.
Corvallis, OR 97330
Phone: (541) 738-5500
Email: sales@videx.com
www.videx.com/lock113

AM Coordination Services
PO Box 6065
Martinsburg, WV 25402
Phone: (304) 264-5941
Email: AMCoordination@aol.com
www.amcoordination.com

Waterford Consultants
PO Box 2090
Ashburn, VA 20146-2090
Phone: (703) 596-1022
Email: sales@waterfordconsultants.com
www.waterfordconsultants.com

Waterford Consultants offers a wide array of professional and regulatory consulting services with expertise in AM Detuning, RF Emissions Analysis (EME), Intermodulation studies, FAA certification & filing, Site Audit / Third Party Inspection, and Structural (tower) and Appurtenance Mapping. Waterford’s nationwide team of highly respected and reputable experts are committed to providing superior, timely and budget-sensitive customer service. Let Waterford alleviate the burden and frustration of FCC compliance for you … together we will beat the competition every time. see ad on page 43

123eWireless
23166 Arroyo Vista
Rancho Santa Margarita, CA 92688
Phone: (949) 888-5548
Email: mflower@123ewireless.com
www.123ewireless.com

Antenna Products
101 SE 25th Ave.
Mineral Wells, TX 76067
Phone: (940) 325-3301
Email: sales@antennaproducts.com
www.antennaproducts.com

Antenna Products manufactures antennas, towers and fall prevention equipment. Antennas ranging in frequencies from 2 MHz to 6 GHz in log periodic, omni-directional and directional styles are offered. Self-supported towers ranging from 20’ to 70’ and guyed towers up to 100’ are offered in knocked down or factory assembled sections. The companies’ fall prevention equipment comes in two styles – round knotted rail or “T” rail configurations.

Atlas Tower
283 Columbine St., Ste. 33
Denver, CO 80206
Phone: (888) 609-9596
Email: nfoster@atlastowers.com
www.atlastowers.com

Bird Technologies Group / TX RX Systems
30303 Aurora Rd.
Solon, OH 44139
Phone: (440) 248-1200
Email: sales@birdfr.com
www.birdfr.com

CommScope
3 Westbrook Corporate Center, Ste. 900
Westchester, IL 60154
Phone: (708) 236-6586
Email: tania.patrone@commscope.com
www.commscope.com

dbSpectra
1590 E Highway 121 Business
Lewisville, TX 75056
Phone: (469) 322-0080
Email: sales@dbspectra.com
www.dbspectra.com

Delmarva Two-Way Radio
12636 Sunset Ave., Unit H-1
Ocean City, MD 21842
Phone: (800) 3 RADIO1
Email: mlathwood@delmarvatwoway.com

ERI - Electronics Research
7777 Gardner Rd.
Chandler, IN 47610
Phone: (812) 925-6000
Email: Sales@erinc.com
www.erinc.com

ExteNet Systems
3030 Warrenville Rd., Ste. 340
Lisle, IL 60532
Phone: (630) 505-3800
Email: jdavis@extenetsystems.com
www.extenetsystems.com

Higgs Law Group LLC
Higgs Law Group
1028 Brice Rd.
Rockville, MD 20852-1201
Phone: (301) 762-8992
Email: mhiggs@higgslawgroup.com
www.higgslawgroup.com

see ad on page 94

Huber + Suhner
19 Thompson Drive
Essex Junction, VT 05452
Phone: (866) 482-3778
Email: info@hubersuhner.com
www.hubersuhner.com

The Huber+Suhner group is a leading global supplier of components and Systems for electrical and optical connectivity. Our customers in communication appreciate that we are specialists with detailed knowledge of practical applications. We offer expertise in radio frequency, fiber optics and low frequency all under one roof, thus providing a unique basis for continual innovation which is focused on the FtA and PttA needs of our customers all over the world. Visit our new webpage www.wireless-infrastructure.com.

see ad on page 33
IN OUR BUSINESS, IT IS ALL ABOUT THE SIGNAL.

Our clients depend on SBA to provide the wireless infrastructure that allows them to transmit the signal to their customers. As their first choice provider of wireless infrastructure solutions, we are continuously setting the standard for customer satisfaction by “Building Better Wireless.”

:: TOWER OWNERSHIP
:: SITE MANAGEMENT
:: CONSTRUCTION
:: LEASING
:: SITE DEVELOPMENT
:: TECHNICAL SERVICES

FIND YOUR SIGNAL TODAY
with our new app SBA Sites™ for the iPhone®, iPad®, Windows® 7 and Android®.

800.487.SITE  |  sbasite.com

© 2011 SBA Communications Corporation. All Rights Reserved. The SBA logo, Your Signal Starts Here, Building Better Wireless and SBA Sites are all registered trademarks owned by SBA Telecommunications, Inc. and affiliated SBA companies.
antennas - appraisals

Metal & Cable
9337 Ravenna Rd., Unit C
Twinsburg, OH 44087-0017
Phone: (330) 963-7909
Email: david@metal-cable.com
www.metal-cable.com

Phazar Antenna Corp.
101 SE 25th Ave.
Mineral Wells, TX 76067
Phone: (940) 325-3301
Email: sschueler@phazar.com
www.phazar.com
Phazar Antenna offers the broadest line of DAS antennas for 700/850 MHz, AWS, PCS, L-Band and WiMax frequencies for mounting on street lights and utility poles. Omni’s in Quad and Dual designs and Tri-Sector/Quasi-Omni Dual Polarized designs address LTE and MIMO performance.
see ad on page 55

Radio Frequency Systems
The Clear Choice®

Radio Frequency Systems
200 Pondview Drive
Meriden, CT 06450
Phone: (203) 630-3311
Email: paula.mennone@rfsworld.com
www.rfsworld.com

Radio Waves
495 R Billerica Ave.
N Billerica, MA 01862
Phone: (978) 459-8800
Email: andy_singer@radiowavesinc.com
www.radiowavesinc.com

Rosenberger Site Solutions
PO Box 4268
Lake Charles, LA 70606
Phone: (337) 598-5250
Email: rlls@rlls.us
www.rlls.us

Spectracom
1565 Jefferson Rd., Ste. 460
Rochester, NY 14623
Phone: (707) 778-7775
Email: leisa.butler@spectracom.orlora.com
www.spectracomcorp.com
The Path Align-R is the complete test solution designed for fast, accurate microwave path alignment. Endorsed by leading wireless communications suppliers, it provides precise alignment results in about 20 minutes. No power or radios required on site. Provides proof of alignment with recorded and documented records.
see ad on page 75

Stainless
1140 Welsh Rd., Ste. 250
North Wales, PA 19454
Phone: (215) 631-1323
Email: ed.deetscreek@stainlessllc.com
www.stainlessllc.com

Talley Communications
12976 Sandoval St.
Santa Fe Springs, CA 90670
Phone: (800) 949-7079
Email: sales@talleycom.com
www.talleycom.com
Talley is a leading distributor of wireless communications infrastructure and mobile products. We stock a wide variety of infrastructure products including base station antennas, microwave antennas, coaxial cable, lightning protection, connectors, grounding equipment and test equipment. Talley has served the industry for over 28 years and stocks more than 200 top manufacturers in the wireless communications industry, including the latest in Fiber, Broadband & In-building technology. Talley also provides extensive custom cable assemblies, jumpers, cable sweeping and filter product tuning and much more. Headquartered in Los Angeles, Talley offers eight strategically located distribution centers nationwide: Dallas, Kansas City, Phoenix, Minnesota, New York, Sacramento and Seattle. We can provide two-day ground shipping to the majority of the United States.

Unimar
3195 Vickery Rd
Clay, NY 13041
Phone: (315) 699-4400
Email: maurita@unimar.com
www.unimar.com

Winncom Technologies
30700 Carter St., Ste. A
Solon, OH 44139
Phone: (888) 946-6266
Email: sales@winncom.com
www.winncom.com

Tesseco Technologies
11126 McCormick Rd.
Hunt Valley, MD 21031
Phone: (410) 229-1165
Email: borneman@tessco.com
www.tessco.com

Trango Systems
14118 Stowe Drive, Ste. B
Poway, CA 92064
Phone: (858) 391-0010
Email: sales@trangosys.com
www.trangosys.com

Unimar Lighting & Control Solutions

Real Estate
Graham B. Herring Commercial
8052 Grey Oak Drive
Raleigh, NC 27615
Phone: (919) 848-0698
Email: gbherring1@aol.com

Winncom Technologies
see ad on page 77

Graham B. Herring Commercial
Real Estate
www.agl-mag.com
Nationwide & Turnkey

Scalable delivery, top-ranked performance.

Wireless carriers nationwide turn to Black & Veatch for site acquisition, architecture & engineering, program management and construction. We are the #1 ranked engineering company for telecommunications in the U.S. (Engineering News-Record 2010 and 2011).

We're building a world of difference. Together.
Media Venture Partners
Media Venture Partners
224 Jackson St., Fourth Floor
San Francisco, CA 94111
Phone: (415) 391-4977
Email: info@mediaventurepartners.com
www.mediaventurepartners.com
Providing strategic counsel and financial services, mergers/acquisitions, private equity/debt raises, valuations and appraisals, Media Venture Partners has completed over $14 billion in transactions and focuses on clients in the media, telecom, datacenter and technology industries. Founded in 1987, Media Venture Partners has offices in San Francisco, Kansas City, Boston and Boulder. Additional information is available at www.mediaventurepartners.com or 415-391-4877.

see ad on page 5

Milestone Media
848 N Rainbow Blvd., Ste. 680
Las Vegas, NV 89107
Phone: (303) 355-9643
Email: info@milestonemediallc.com
www.milestonemediallc.com

Higgs Law Group LLC
Higgs Law Group
1028 Brice Rd.
Rockville, MD 20852-1201
Phone: (301) 762-8999
Email: mhiggs@higgslawgroup.com
www.higgslawgroup.com
Higgs Law Group is a full service telecommunications and business law firm, specializing in the representation of tower owners. We provide brokerage services, contract negotiations, regulatory filings, dispute resolution and more. HLG attorneys are problem solvers with the knowledge and experience necessary to handle your tower related transactions.

see ad on page 94

Patton Boggs
2550 M St., NW
Washington, DC 20037
Phone: (202) 457-7535
Email: mdesai@pattonboggs.com
www.pattonboggs.com

Phillips Lytle LLP
Phillips Lytle
3400 HSBC Center
Buffalo, NY 14203
Phone: (716) 847-5408
Email: ddimitroff@phillipslytle.com
www.phillipslytle.com
Phillips Lytle’s telecommunications attorneys handle a full range of matters including site development work, leasing, zoning and land use, tower and other infrastructure sales, construction and other financing, federal and state tax, and litigation. We represent some of the world’s largest telecommunications companies, tower companies, lenders and investors across the United States.

Saul Ewing
Penn National Insurance Plaza, 2 N 2nd St.
Harrisburg, PA 17101
Phone: (717) 257-7553
Email: www.saul.com

Schwaninger & Associates
6715 Little River Turnpike, Ste. 204
Annandale, VA 22003
Phone: (703) 256-0637
Email: rschwaninger@sa-lawyers.net
www.sa-lawyers.net
We provide all legal services required of tower and rooftop operators, with over 20 years experience negotiating site leases, fulfilling regulatory requirements, representing buyers and sellers, assuring tenant compliance, and providing valuation of tower properties for sale or commercial financing. Robert Schwaninger, former coauthor of the Fryer’s Market Report for over five years, is also available to provide expert witness testimony in a variety of site leasing areas. We can help whether it’s one tower or a thousand. Call us today. We make the difference in the deal.

Wilkinson Barker Knauer
2300 N St. NW, Ste. 700
Washington, DC 20037
Phone: (202) 383-3419
Email: wsill@wbklaw.com
www.wbklaw.com

National Association of Towere Erectors
8 Second St. SE
Watertown, SD 57201
Phone: (888) 882-5865
Email: nate@natehome.com
www.natehome.com
Dedicated to providing a unified voice for tower erection, service and maintenance companies. Recognized as the leader in safety and education for the tower construction industry.

see ad on page 21

above ground level
Put your search on AT&T Towers. Our innovative Bulk Search and dedicated sales support team will help you locate towers quickly and easily. Let us show you our commitment. Put our experts to work for you right away. Start your search now at att.com/towers.
brackets/mounts

Comsite Hardware
PO Box 3951
Incline Village, NV 89450
Phone: (775) 832-2523
Email: hopkins@comsitehardware.com

Connect-It Wireless
210 Commerce Way, Ste. C
Jupiter, FL 33458
Phone: (866) 781-1300
Email: alisa@connectitwireless.net
www.connectitwireless.net
Connect-It Wireless manufactures and supplies the highest quality communication site hardware available. Our product line has set industry standards, and our customer service and industry knowledge are second to none. We have your site needs in stock, from antenna mounts, bridge kits, coax accessories, grounding products, and fall prevention, to custom fabrication. We’ll get it to you on time, so why wait? Get Connect-It!

Eupen Cable, USA
5181 110th Ave. N
Clearwater, FL 33760
Phone: (800) 419-5100
Email: customerservice@eupen.us
www.eupen.us

Harger Lightning & Grounding
301 Ziegler Drive
Grayslake, IL 60030
Phone: (800) 842-7437
Email: hargersales@harger.com

Metal & Cable
9337 Ravenna Rd., Unit C
Twinsburg, OH 44087
Phone: (330) 963-7909
Email: david@metal-cable.com
www.metal-cable.com

Nello
211 W Washington St., Ste. 2000
South Bend, IN 46601
Phone: (800) 80-Nello
Email: sales@nelloinc.com
www.nelloinc.com
A leading manufacturer of towers, monopoles, concealed structures and steel products world-wide. Nello designs and manufactures all tower types and steel site components in Bremen, IN including small wind turbine and meteorological (MET) Towers. Our monopole facility is located in Fort Worth, TX. www.nelloinc.com
see ad on page 81

Rosenberger Site Solutions
PO Box 4268
Lake Charles, LA 70606
Phone: (337) 598-5250
Email: rls@rlss.us
www.rlss.us

Sabre Site Solutions
2101 Murray St.
Sioux City, IA 51111
Phone: (866) 255-7116
Email: jmpleiss@sabreindustries.com
www.sabresitesolutions.com
Sabre Site Solutions’ Wireless Components and Site Accessories catalog offers everything from grounding lugs to antenna mounts to pre-engineered lightweight towers. Committed to providing the best in customer service, we offer quality products at competitive prices.
see ad on page 31

Site Pro 1
15 Oser Ave.
Hauppauge, NY 11788
Phone: (888) GET-PRO1
Email: sales@getpro1.net
www.sitepro1.com

Telewave
660 Giguere Court
San Jose, CA 95133
Phone: (800) 331-3396
Email: sales@telewavecom
www.telewavecom
Telewave designs and manufactures infrastructure equipment for wireless communications, including antenna Systems, transmitter combiners, receiver multicouplers, duplexers, and power measurement devices.
see ad on inside front cover

Kenwood Telecom
3431 Novis Pointe NW
Acworth, GA 30101
Phone: (888) 439-0500
Email: sales@kenwoodtelecom.com
www.kenwoodtelecom.com
Driven by unparalleled service to our customers for over 30 years, Kenwood Telecom is the industry leader in tower site infrastructure manufacturing, supply, and design. We have acres of steel, accessories, grounding and electrical products available for immediate shipment.

Metal & Cable
9337 Ravenna Rd., Unit C
Twinsburg, OH 44087-0017
Phone: (330) 963-7909
Email: david@metal-cable.com
www.metal-cable.com

Nello
211 W Washington St., Ste. 2000
South Bend, IN 46601
Phone: (800) 80-Nello
Email: sales@nelloinc.com
www.nelloinc.com
A leading manufacturer of towers, monopoles, concealed structures and steel products world-wide. Nello designs and manufactures all tower types and steel site components in Bremen, IN including small wind turbine and meteorological (MET) Towers. Our monopole facility is located in Fort Worth, TX. www.nelloinc.com
see ad on page 81

A valmont COMPANY
Site Pro 1
15 Oser Ave.
Hauppauge, NY 11788
Phone: (888) GET-PRO1
Email: sales@getpro1.net
www.sitepro1.com

TELEWAVE, INC.

Telewave
660 Giguere Court
San Jose, CA 95133
Phone: (800) 331-3396
Email: sales@telewavecom
www.telewavecom
Telewave designs and manufactures infrastructure equipment for wireless communications, including antenna Systems, transmitter combiners, receiver multicouplers, duplexers, and power measurement devices.
see ad on inside front cover

above ground level

www.agl-mag.com
SPX®


Solutions and innovation you can count on.
With over four decades of experience, Flash Technology understands the ins and outs, and the ups and downs of your business. As the longtime industry leader in FAA compliant obstruction lighting we have become a world class leader in lighting and monitoring solutions that protect critical assets.

- On-Line Portfolio Management Tools
- Eagle 2.0 Onboard Diagnostic Interface
- Monitoring, Call Center, and Maintenance Services
- Over 30,000 monitored and managed assets

To learn more, visit us at www.flashtechology.com

1.888.313.5274

Flash Technology
ABOVE GROUND LEVEL

WANHO
MANUFACTURING, LLC
A US CAPITAL RESOURCES COMPANY

Wanho
137 Mattatuck Heights
Waterbury, CT 06705
Phone: (203) 759-3744
Email: sales@wanho.com
www.wanho.com

Wanho is a key supplier to all major OEMs throughout the world and is dedicated to serving these companies which build and maintain wireless Systems on a global basis. Today Wanho components are used extensively in communications Systems in all corners of the world including the Americas, Europe and Asia.

see ad on page 37

American Products
597 Evergreen Rd.
Strafford, MO 65757
Phone: (417) 736-2135
Email: sales@amprod.us
www.amprod.us

American Towers & Structures
PO Box 3241
Sioux City, IA 51102-3241
Phone: (712) 252-0240

Betzwood Associates
523 Kimberton Rd., Ste. 11B
Phoenixville, PA 19460
Phone: (610) 917-8831
Email: donebenner@gmail.com
www.betzwood.com

Fibrebond
1300 Davenport Drive
Minden, LA 71055
Phone: (800) 824-2614
Email: kevin.mccann@fibrebond.com
www.fibrebond.com

Quality and service have earned Fibrebond the reputation as a trusted partner in the telecommunications industry. Our concrete shelters, professional equipment installations and full range of field services offer a number of benefits that translate to cost savings, time savings and safer working conditions. Allow Fibrebond to show you how our decades of excellent service can exceed your telecommunications needs.

FWT
5750 E 1-20
Fort Worth, TX 76119
Phone: (817) 255-3060
Email: info@fwtinc.com
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 73

Mi-Jack Systems & Technology
3111 W 167th St.
Hazel Crest, IL 60429
Phone: (708) 225-9840
Email: sborsodi@mjst.com
www.mjst.com

Mi-Jack Systems & Technology (MJST) is an innovative manufacturer of access control products for gate access control, shelter access control and software for the audit of all activity including monitoring of key elements such as power and temperature. To learn more visit us on the web at www.mjst.com or call 877-473-2367

Reliant Shelters
58120 County Rd. 3 S
Elkhart, IN 46517
Phone: (574) 295-1214
Email: tfye@mobilemodular.com

Reliant Shelters are a key supplier to major OEMs throughout the world and are dedicated to serving these companies which build and maintain wireless Systems on a global basis. Today Reliant shelters are used extensively in communications Systems in all corners of the world including the Americas, Europe and Asia.

see ad on page 90

Sabre Industries
Building Systems by CellXion
5031 Hazel Jones Rd.
Bossier City, LA 71111
Phone: (318) 213-2823
Email: dschoonover@sabreindustries.com

Sabre Industries' Building Systems by CellXion designs and manufactures concrete, structural steel and ultra-light aluminum shelters. Utilized across several industries, they are designed for a variety of applications. We also provide customized equipment integration services.

see ad on page 31

Thermo Bond Buildings
109 E Pleasant St., PO Box 445
Elk Point, SD 57025
Phone: (800) 356-2686
Email: jon@thermobond.com
www.thermobond.com

Thermo Bond Buildings are a key supplier to major OEMs throughout the world and are dedicated to serving these companies which build and maintain wireless Systems on a global basis. Today Thermo Bond shelters are used extensively in communications Systems in all corners of the world including the Americas, Europe and Asia.

see ad on page 73

Atlas Tower
283 Columbine St., Ste. 33
Denver, CO 80206
Phone: (888) 609-9596
Email: trowe@atlastowers.com
www.atlastowers.com

Atlantic Tower is a key supplier to major OEMs throughout the world and is dedicated to serving these companies which build and maintain wireless Systems on a global basis. Today Atlantic shelters are used extensively in communications Systems in all corners of the world including the Americas, Europe and Asia.

see ad on page 37

above ground level
Nobody Does It Better

Nobody can deliver one or a package of sites that fit better, or that are more sensibly priced, than Tower Economics.

Who else has been doing this since 1980? Who else has the depth of RF and real estate knowledge to so thoroughly “put their arms around” your particular site objectives? Prominent developers such as The Trump Organization, McConnell Johnson Real Estate, Girard Estate Leasehold, E.B. Realty Management, The Michaels Organization, and Maguire & Partners Management Group, LLC have chosen us to market/manage their rooftops.

• Tower & Rooftop Site Acquisition
• Site Management & Marketing
• COMPLETE LEASE TURNAROUND GUARANTEED IN 10 DAYS
• Contract Installation and Supervision

New sites are always being added. For the most current update, visit our website.

See our inventory of quality sites in:
AL FL NC CO CT DE GA HI MO NJ NY PA TN TX

Leonard B. Stevens
President
Extension: 301
len@towereconomics.com

Diane Lauro
Director, Administrative Operations
Extension: 303
diane@towereconomics.com

Cecilia Todd
Lease Administrator
Extension: 300
cell@towereconomics.com

Michael Davis
Vice-President, Marketing
Extension: 304
sgpldp@aol.com

John Tallman
Director, Business Development
Extension: 305
jttallman@towereconomics.com

www.towereconomics.com
(856) 786-7200
Fax: (856) 786-7450
700 Professional Plaza, Suite 204
700 Route 130 North
Cinnaminson, NJ 08077
build-to-suit services

AW Solutions
300 Crown Oak Centre Drive
Longwood, FL 32750
Phone: (407) 260-0231
Email: keith.hayter@awsolutionssinc.com
www.awsolutionssinc.com

AW Solutions provides Site Acquisition, Site Audit, A&E/Structural Design & Analysis, Regulatory, Permitting, Construction/Installation, Full Turnkey and Build-to-Suit services across the US and Puerto Rico for wireless, wireline, fiber & DAS infrastructure deployments.

Beacon Towers
3301 Salterbeck St., Ste. 200
Mount Pleasant, SC 29466-7165
Phone: (843) 324-9731
Email: martind@vitessewireless.com

Cables Unlimited
3 Old Dock Rd.
Yaphank, NY 11980
Phone: (631) 563-6363
Email: quotes@cables-unlimited.com
www.cables-unlimited.com

Caltrop Telecom
9337 Miliken Ave.
Rancho Cucamonga, CA 91730
Phone: (480) 241-6363
Email: mdostal@caltrop.com
www.caltrop.com

Caltrop’s workforce has a solid reputation for completing large, complex wireless network projects throughout the country. Our multi-disciplinary team of professionals applies a broad range of experience to provide a streamlined approach to workflow management that generates significant cost savings through reduced deployment time and cost. With CALTROP as your single source for turnkey services, you can count on true value-added services. see ad on page 87

CIS Communications
749 Old Ballas Rd.
Creve Coeur, MO 63141
Phone: (314) 569-2275
Email: brick@ciscomm.com
www.ciscomm.com

ClearShot Communications
5 Great Valley Pkwy.
Malvern, PA 19343
Phone: (484) 888-8859
Email: bkd@clearshotcom.com
www.clearshotcom.com

Elexco
423 E Bronson Rd.
Seymour, WI 54165
Phone: (920) 833-2736
Email: bbow@elexcoinc.com
www.elexcoinc.com

Excell Communications
6247 Amber Hills Rd.
Trussville, AL 35173
Phone: (919) 771-1961
scottsmith@excellcommunications.com
www.excellcommunications.com

MidAmerica Towers
PO Box 6556
Gainesville, GA 30504
Phone: (815) 693-1565
Email: jay@midamericatowers.com
www.midamericatowers.com

Mobilitie
660 Newport Center Drive, Ste. 200
Newport Beach, CA 92660
Phone: (949) 999-5780
Email: info@mobilitie.com
www.mobilitie.com

NMS Towers
1205 W Broadway, Ste. B
Columbia, MO 65203
Phone: (573) 303-3617
Email: cmarlin@glenmartin.com
www.nmstowers.com

PM&A
30 Mansell Court, Ste. 103
Roswell, GA 30328
Phone: (678) 280-2325
Email: info@Pmass.com
www.pmass.com

SBA Communications
5900 Broken Sound Pkwy. NW
Boca Raton, FL 33487
Phone: (800) 487-SITE
Email: lhopkins@sbasite.com
www.sbasite.com

As your first choice service provider of wireless infrastructure solutions, SBA continues to set the standard for customer satisfaction by “Building Better Wireless”. Clients depend on SBA to provide their wireless infrastructure needs at all stages. We focus on tower ownership, leasing, site management, site development, construction and technical services. see ad on page 7

SCT Services
4 W Drive, Ste. 110
Chesterfield, MO 63017
Phone: (760) 477-3132
Email: carlisle@sctservices.com
www.sctservices.com

TowerCo
5000 ValleyStone Drive
Cary, NC 27519
Phone: (919) 469-5559
Email: tboyer@towerco.com
www.towerco.com

Founded in 2004, TowerCo is the fifth largest independent tower company with over 3,200 towers nationwide. TowerCo is also a premier provider of build-to-suit services to national and regional wireless carriers with an emphasis on simplicity and flexibility. see ad inside back cover

www.agl-mag.com

below ground level

above ground level
The world counts on telecom. Telecom counts on Bard.

Customers count on flawless service every day from their cellular, PCS, long distance, cable, satellite and wireless providers worldwide. That's why telecom companies count on Bard, the wall-mount leader, to deliver:

- Climate control solutions that work
- Controllers with 100% redundancy
- Green-friendly refrigerant
- Capacity upgrade replacement units

Bard – Reliability you can count on.

Bard Manufacturing Company, Inc.
www.bardhvacom
419.638.1194
After years of handling only our own in-house transactions we have decided to use our expertise to provide quality service to help others navigate the sometimes confusing telecom marketplace. Whether you own one tower or a portfolio of 100’s...we have the knowledge to help.

**Higgs Law Group LLC**

Higgs Law Group
1028 Brice Rd.
Rockville, MD 20852-1201
Phone: (301) 762-8992
Email: mhiggs@higgslawgroup.com
www.higgslawgroup.com

Providing strategic counsel and financial services, mergers/acquisitions, private equity/debt raises, valuations and appraisals, Media Venture Partners has completed over $14 billion in transactions and focuses on clients in the media, telecom, datacenter and technology industries. Founded in 1987, Media Venture Partners has offices in San Francisco, Kansas City, Boston and Boulder. Additional information is available at www.mediaventurepartners.com or 415-397-4877.

**3M Communication Markets Division**

6801 River Place Blvd., A130-2N-14
Austin, TX 78726
Phone: (800) 426-8688
Email: commtech@3M.com
www.mmm.com/telecom

Kenwood Telecom
3431 Novis Pointe NW
Acworth, GA 30101
Phone: (888) 439-0500
Email: sales@kenwoodtelecom.com
www.kenwoodtelecom.com

Driven by unparalleled service to our customers for over 30 years, Kenwood Telecom is the industry leader in tower site infrastructure manufacturing, supply, and design. We have acres of steel, accessories, grounding and electrical products available for immediate shipment.

**Peabody Concealment**

13435 Estelle St.
Corona, CA 92879
Phone: (951) 734-7711
Email: mark@etanks.com
www.peabodyconcealment.com

**Phoenix Contact**

PO Box 4100
Harrisburg, PA 17111
Phone: (800) 322-3225
Email: info@phoenixcon.com
www.phoenixcontact.com/usa_home

**Pioneer Energy Products**

671 Colbert Ave.
Oil City, PA 16301
Phone: (814) 676-5688
Email: klander@yahoo.com
www.peprollc.com

Driven by unparalleled service to our customers for over 30 years, Kenwood Telecom is the industry leader in tower site infrastructure manufacturing, supply, and design. We have acres of steel, accessories, grounding and electrical products available for immediate shipment.

**Milestone Media**

848 N Rainbow Blvd., Ste. 680
Las Vegas, NV 89107
Phone: (303) 335-9843
Email: info@milestonemediallc.com
www.milestonemediallc.com

3M Communication Markets Division

6801 River Place Blvd., A130-2N-14
Austin, TX 78726
Phone: (800) 426-8688
Email: commtech@3M.com
www.mmm.com/telecom

Providing strategic counsel and financial services, mergers/acquisitions, private equity/debt raises, valuations and appraisals, Media Venture Partners has completed over $14 billion in transactions and focuses on clients in the media, telecom, datacenter and technology industries. Founded in 1987, Media Venture Partners has offices in San Francisco, Kansas City, Boston and Boulder. Additional information is available at www.mediaventurepartners.com or 415-397-4877.

**RBC Capital Markets**

3200 Cherry Creek South Drive, Ste. 500
Denver, CO 80209
Phone: (303) 778-5555
Email: don.bechter@rbccm.com
www.rbccm.com/communications

**American Products**

597 Evergreen Rd.
Stratford, MO 65757
Phone: (417) 736-2135
Email: sales@amprod.us
www.amprod.us

**Corning Cable Systems**

800 17th St. NW
Hickory, NC 28601
Phone: (828) 901-6755
Email: stephanie.hicks@corning.com
www.corning.com/cablesystems

**Delmarva Two-Way Radio**

12636 Sunset Ave., Unit H-1
Ocean City, MD 21842
Phone: (800) 3-RADIO1
Email: mlathwood@delmarvatwoway.com

**Eltek**

1303 E Arapaho Rd.
Richardson, TX 75081
Phone: (469) 330-1592
Email: sales.us@eltek.com
www.eltek.com

**Fibrebond**

1300 Davenport Drive
Minden, LA 71055
Phone: (800) 824-2614
Email: kevin.mccann@fibrebond.com
www.fibrebond.com
Communications Technology for the Working World

See over 330 exhibitors showcasing the latest in wireless communications technology solutions

Attend content rich education and training sessions developed by industry experts

Network with your peers during dedicated exhibit hall hours and a special reception

Las Vegas Convention Center • Las Vegas, NV

From Land Mobile Radio... to Wireless Mobility... Voice... Video... Data... and everything in-between — IWCE is the pre-eminent event for education, networking and collaboration in the communications technology marketplace.

Interested in exhibiting?
Companies A-K: Contact Stephanie McCall
913-891-6146 or stephanie.mccall@penton.com

Companies L-Z: Contact Cathi O’Brien
203-358-3175 or cathi.obrien@penton.com

Use Code H25 for Discounts!

OFFICIAL PUBLICATION:
URGENT COMMUNICATIONS

iwceexpo.com
for a variety of applications. We also provide customized equipment integration services. see ad on page 31

Telewave
660 Giguere Court
San Jose, CA 95133
Phone: (800) 331-3396
Email: sales@telewavecom
www.telewavecom
Telewave designs and manufactures infrastructure equipment for wireless communications, including antenna Systems, transmitter combiners, receiver multicouplers, duplexers, and power measurement devices. see ad on inside front cover

Tessco Technologies
11126 McCormick Rd.
Hunt Valley, MD 21031
Phone: (410) 229-1165
Email: borneman@tessco.com
www.tessco.com

Thermo Bond Buildings
109 E Pleasant St., PO Box 445
Elk Point, SD 57025
Phone: (800) 356-2686
Email: jon@thermobond.com
www.thermobond.com

123eWireless
23166 Arroyo Vista
Rancho Santa Margarita, CA 92688
Phone: (949) 888-5548
Email: mflower@123ewireless.com
www.123ewireless.com
123eWireless is a Diversity Certified domestic manufacturer of integrated wireless products. Offering LTE PIM Certified -160DBc transmitter combiners, receiver multicouplers, duplexers, and power measurement devices. see ad on page 33

Cables Unlimited
3 Old Dock Rd.
Yaphank, NY 11980
Phone: (631) 563 - 6363
Email: quotes@cables-unlimited.com
www.cables-unlimited.com

CommScope
3 West Brook Corp, Center Ste. 900
Westchester, IL 60154
Phone: (708) 236-6586
Email: tania.patrone@commscope.com
www.commscope.com/andrew

Corning Cable Systems
800 17th St. NW
Hickory, NC 28601
Phone: (828) 901-6755
Email: stephanie.hicks@corning.com
www.corning.com/cablesystems

Eupen Cable, USA
5181 110th Ave. N
Clearwater, FL 33760
Phone: (800) 419-5100
Email: customerservice@eupen.us
www.eupen.us

Huber + Suhner
19 Thompson Drive
Essex Junction, VT 05452
Phone: (866) 482-3778
Email: info@hubersuhner.com
www.hubersuhner.com
The Huber+Suhner group is a leading global supplier of components and Systems for electrical and optical connectivity. Our customers in communication appreciate that we are specialists with detailed knowledge of practical applications. We offer expertise in radio frequency, fiber optics and low frequency all under one roof, thus providing a unique basis for continual innovation which is focused on the FttA and PttA needs of our customers all over the world. Visit our new webpage www.wireless-infrastructure.com.
see ad on page 33

Metal & Cable
9337 Ravenna Rd., Unit C
Twinsburg, OH 44087-0017
Phone: (330) 963 - 7909
Email: david@metal-cable.com
www.metal-cable.com
WHY?

NATE has something for EVERYONE in the tower industry.

- NATE STAR Initiative
- Safety & Education
- Access to key players in the tower industry
- Annual Conference & Exposition
- NATE membership list
- Standards
- Training
- Networking
- Legal counsel
- Tower Times magazine
- Strong voice in Washington, D.C.
- Opportunities to feature your products/services

SAN ANTONIO * TEXAS
FEBRUARY 6-9

www.natehome.com
Radio Frequency Systems
200 Pondview Drive
Meriden, CT 06450
Phone: (203) 630-3311
Email: paula.mennone@rfsworld.com
www.rfsworld.com

RFS: A worldwide leader in wireless and broadcast infrastructure
Radio Frequency Systems (RFS) is a worldwide designer and manufacturer of cable, antenna and tower Systems, and active and passive RF conditioning modules. We provide comprehensive solutions for wireless and broadcast infrastructure. As a global partner for RF solutions, RFS serves OEMs, distributors, Systems integrators, operators and installers in the broadcast, wireless communications, land-mobile and Microwave market sectors. An ISO-compliant organization with manufacturing and customer service facilities that span the globe, RFS offers cutting-edge engineering capabilities, superior field support and innovative product design. RFS is committed to globally fulfilling the most demanding worldwide environmental protection directives and integrating green initiatives in all aspects of its business.

Radio Waves
495 R Billerica Ave.
N Billerica, MA 01862
Phone: (978) 459-8800
Email: andy_singer@radiowavesinc.com
www.radiowavesinc.com

RF Cable Assembly
7610 Miramar Rd.
San Diego, CA 92126
Phone: (858) 549-6340
Email: rfi@rfindustries.com
www.rfcables.com

RF Connectors
7610 Miramar Rd.
San Diego, CA 92126
Phone: (858) 549-6340
Email: rfi@rfindustries.com
www.rfcoaxconnectors.com

Saber Integrated Services
800 E 96th St., Ste. 130
Indianapolis, IN 46240
Phone: (855) 747-7227
Email: dbaker@sabreindustries.com
www.sabreindustries.com

Sabre Integrated Services has experience in design, procurement, construction & maintenance of all aspects of your technical facilities. In addition we offer scheduled & demand repair & maintenance on such things as HVAC, CEV, electrical, plumbing & architectural repairs.

see ad on page 31

Talley Communications
12976 Sandoval St.
Santa Fe Springs, CA 90670
Phone: (800) 949-7079
Email: sales@talleycom.com
www.talleycom.com
Talley is a leading distributor of wireless communications infrastructure and mobile products. We stock a wide variety of infrastructure products including base station antennas, microwave antennas, coaxial cable, lighting protection, connectors, grounding equipment and test equipment. Talley has served the industry for over 28 years and stocks more than 200 top manufacturers in the wireless communications industry, including the latest in Fiber, Broadband & In-building technology. Talley also provides extensive custom cable assemblies, jumpers, cable sweeping and filter product tuning and much more. Headquartered in Los Angeles, Talley offers eight strategically located distribution centers nationwide: Dallas, Kansas City, Phoenix, Minnesota, New York, Sacramento and Seattle. We can provide two-day ground shipping to the majority of the United States.

Tessco Technologies
11126 McCormick Rd.
Hunt Valley, MD 21031
Phone: (410) 229-1165
Email: borneman@tessco.com
www.tessco.com

Times Microwave Systems
358 Hall Ave.
Wallingford, CT 06492
Phone: (203) 949-8429
Email: turner@timesmicrowave.com
www.timesmicrowave.com

Trilogy Communications
2910 Hwy. 80 E
Pearl, MS 39208
Phone: (601) 932-4461
Email: info@trilogycoax.com
www.trilogycoax.com
Your low-cost, local alternative to national conventions

AGL conferences coincide with state wireless association functions so you can attend two events for little more than the price of one.

AGL conferences feature AGL magazine authors and other local and national experts with information that will help you shape your business for the future.

The single-day conference schedule takes less time away from work, and the low cost lets you bring more managers and employees.

You have your choice of regional conferences in six strategic locations that allow easy access for you and other industry professionals in the immediate area as well as the surrounding states.

Registration is only $95 per person. To help you make the most of your time at the conference, a free continental breakfast and lunch are included.

Register at www.agl-mag.com/events

West – Las Vegas
February 24
Las Vegas Convention Center

Northeast – Philadelphia
March 9
Philadelphia Airport Marriott

East – Bethesda, MD
April 13
Bethesda Marriott

Central – Overland Park, KS
June 22
Overland Park Marriott

Northwest – Seattle
August 24
Seattle Airport Marriott

Southwest – Dallas
November 8
Dallas Marriott City Center

To learn how sponsoring and exhibiting at AGL Regional Conferences can benefit your company, contact Traci Gregory at (949) 493-2320 or email her at tgregory@agl-mag.com.
Wanho is a key supplier to all major OEMs throughout the world and is dedicated to serving these companies which build and maintain wireless Systems on a global basis. Today Wanho components are used extensively in communications Systems in all corners of the world including the Americas, Europe and Asia.

see ad on page 37

Bard manufactures wall-mounted air conditioners and control Systems specifically designed for the telecommunications industry. Products feature capacity upgrade units, left or right side service access, factory or field installed control options, dual unit control capabilities with high/low temperature alarms, and fresh air economizers. Find out more at www.bardhvac.com.

see ad on page 17

American Tower is a leading provider of wireless and broadcast communications infrastructure. Our solutions include over 21,000 wireless and broadcast towers, 3,500 managed properties, in-building and outdoor DAS networks and services that speed network deployment.

CIS Communications
749 Old Dallas Rd.
Creve Coeur, MO 63141
Phone: (314) 569-2275
Email: brick@ciscomm.com
www.ciscomm.com

AT&T is the 3rd largest owned tower portfolio in the US with over 12,000 towers located in 50 states, the District of Columbia and Puerto Rico. The AT&T Towers portfolio consists of quality tower structures of all types; often with preferred elevations and excess tower capacity. The AT&T Towers team consists of highly experienced wireless site leasing professionals who understand the importance of speed and service to meet customer expectations. Additional information on the AT&T Towers group and its portfolio of towers can be found at our website; www.att.com/towers.

see ad on page 11

Blue Ridge Telecom
307 Jack Wolfe Rd.
Moncure, NC 27559
Phone: (469) 366-4043
Email: info@BlueRidgeTelecom.com
www.blueridgetelecom.com

Blue Ridge Telecom (BRT) is a wholesale provider with a variety of services including Tower Colocation, Data Center Colocation and Broadband Transport Services. Our carrier-class data centers maintain and protect your mission-critical IT systems, wireless applications and networks. We enable carriers to lower operating costs, lower risk of downtime, focus on core competencies to achieve key business objectives. BRT operates Tier III Data Centers in Charleston, WV, Knoxville, TN and Lynchburg, VA providing carrier-class colocation with redundant back-up physical infrastructure, security, and an operating environment designed for carrier equipment. Additionally, BRT operates towers in North Carolina, Oregon, Tennessee, Virginia and West Virginia. Find out more details on all our Service Products at BlueRidgeTelecom.com.

see ad on page 11

Bard is a leading manufacturer of Split and DC-powered air conditioning Systems and controllers specifically designed to meet the needs of the telecommunications industry. All products are designed to work effectively on or off grid and are optimized for solar or wind power input. Fully integrated or remote thermostats and dry contact output signals are standard. Internal high/low pressure and cycling protection is standard. Systems available from 3,000 BTU to 17,000 BTU in 24 and 48 volts DC.

Aero Solutions is a national leader in providing safe state-of-the-art monopole/tower structural reinforcing systems, lightweight support structures and colocation services. All products and services are supported by licensed engineers and project managers.

see ad on page 85

American Tower
116 Huntington Ave., 11th Floor
Boston, MA 02116
Phone: (877) ATC-SITE
customer.relations@americantower.com
www.americantower.com

American Tower is a leading provider of wireless and broadcast communications infrastructure. Our solutions include over 21,000 wireless and broadcast towers, 3,500 managed properties, in-building and outdoor DAS networks and services that speed network deployment.

CIS Communications
749 Old Dallas Rd.
Creve Coeur, MO 63141
Phone: (314) 569-2275
Email: brick@ciscomm.com
www.ciscomm.com

Sun Power Technologies manufactures wall-mounted, split and custom DC powered air conditioning Systems and controllers specifically designed to meet the needs of the telecommunications industry. All products are designed to work effectively on or off grid and are optimized for solar or wind power input. Fully integrated or remote thermostats and dry contact output signals are standard. Internal high/low pressure and cycling protection is standard. Systems available from 3,000 BTU to 17,000 BTU in 24 and 48 volts DC.

Aero Solutions
5500 Flatiron Pkwy., Ste. 100
Boulder, CO 80301
Phone: (720) 304-6882
Email: jlockwood@aerosolutionsllc.com
www.aerosolutionsllc.com

Aero Solutions is a national leader in providing safe state-of-the-art monopole/tower structural reinforcing systems, lightweight support structures and colocation services. All products and services are supported by licensed engineers and project managers.

see ad on page 85

Blue Ridge Telecom
307 Jack Wolfe Rd.
Moncure, NC 27559
Phone: (469) 366-4043
Email: info@BlueRidgeTelecom.com
www.blueridgetelecom.com

Blue Ridge Telecom (BRT) is a wholesale provider with a variety of services including Tower Colocation, Data Center Colocation and Broadband Transport Services. Our carrier-class data centers maintain and protect your mission-critical IT systems, wireless applications and networks. We enable carriers to lower operating costs, lower risk of downtime, focus on core competencies to achieve key business objectives. BRT operates Tier III Data Centers in Charleston, WV, Knoxville, TN and Lynchburg, VA providing carrier-class colocation with redundant back-up physical infrastructure, security, and an operating environment designed for carrier equipment. Additionally, BRT operates towers in North Carolina, Oregon, Tennessee, Virginia and West Virginia. Find out more details on all our Service Products at BlueRidgeTelecom.com.

see ad on page 11

Bard is a leading manufacturer of Split and DC-powered air conditioning Systems and controllers specifically designed to meet the needs of the telecommunications industry. All products are designed to work effectively on or off grid and are optimized for solar or wind power input. Fully integrated or remote thermostats and dry contact output signals are standard. Internal high/low pressure and cycling protection is standard. Systems available from 3,000 BTU to 17,000 BTU in 24 and 48 volts DC.

Aero Solutions is a national leader in providing safe state-of-the-art monopole/tower structural reinforcing systems, lightweight support structures and colocation services. All products and services are supported by licensed engineers and project managers.

see ad on page 85

Blue Ridge Telecom
307 Jack Wolfe Rd.
Moncure, NC 27559
Phone: (469) 366-4043
Email: info@BlueRidgeTelecom.com
www.blueridgetelecom.com

Blue Ridge Telecom (BRT) is a wholesale provider with a variety of services including Tower Colocation, Data Center Colocation and Broadband Transport Services. Our carrier-class data centers maintain and protect your mission-critical IT systems, wireless applications and networks. We enable carriers to lower operating costs, lower risk of downtime, focus on core competencies to achieve key business objectives. BRT operates Tier III Data Centers in Charleston, WV, Knoxville, TN and Lynchburg, VA providing carrier-class colocation with redundant back-up physical infrastructure, security, and an operating environment designed for carrier equipment. Additionally, BRT operates towers in North Carolina, Oregon, Tennessee, Virginia and West Virginia. Find out more details on all our Service Products at BlueRidgeTelecom.com.

see ad on page 11

Bard is a leading manufacturer of Split and DC-powered air conditioning Systems and controllers specifically designed to meet the needs of the telecommunications industry. All products are designed to work effectively on or off grid and are optimized for solar or wind power input. Fully integrated or remote thermostats and dry contact output signals are standard. Internal high/low pressure and cycling protection is standard. Systems available from 3,000 BTU to 17,000 BTU in 24 and 48 volts DC.

Aero Solutions is a national leader in providing safe state-of-the-art monopole/tower structural reinforcing systems, lightweight support structures and colocation services. All products and services are supported by licensed engineers and project managers.

see ad on page 85

Blue Ridge Telecom
307 Jack Wolfe Rd.
Moncure, NC 27559
Phone: (469) 366-4043
Email: info@BlueRidgeTelecom.com
www.blueridgetelecom.com

Blue Ridge Telecom (BRT) is a wholesale provider with a variety of services including Tower Colocation, Data Center Colocation and Broadband Transport Services. Our carrier-class data centers maintain and protect your mission-critical IT systems, wireless applications and networks. We enable carriers to lower operating costs, lower risk of downtime, focus on core competencies to achieve key business objectives. BRT operates Tier III Data Centers in Charleston, WV, Knoxville, TN and Lynchburg, VA providing carrier-class colocation with redundant back-up physical infrastructure, security, and an operating environment designed for carrier equipment. Additionally, BRT operates towers in North Carolina, Oregon, Tennessee, Virginia and West Virginia. Find out more details on all our Service Products at BlueRidgeTelecom.com.

see ad on page 11

Bard is a leading manufacturer of Split and DC-powered air conditioning Systems and controllers specifically designed to meet the needs of the telecommunications industry. All products are designed to work effectively on or off grid and are optimized for solar or wind power input. Fully integrated or remote thermostats and dry contact output signals are standard. Internal high/low pressure and cycling protection is standard. Systems available from 3,000 BTU to 17,000 BTU in 24 and 48 volts DC.

Aero Solutions is a national leader in providing safe state-of-the-art monopole/tower structural reinforcing systems, lightweight support structures and colocation services. All products and services are supported by licensed engineers and project managers.

see ad on page 85

Blue Ridge Telecom
307 Jack Wolfe Rd.
Moncure, NC 27559
Phone: (469) 366-4043
Email: info@BlueRidgeTelecom.com
www.blueridgetelecom.com

Blue Ridge Telecom (BRT) is a wholesale provider with a variety of services including Tower Colocation, Data Center Colocation and Broadband Transport Services. Our carrier-class data centers maintain and protect your mission-critical IT systems, wireless applications and networks. We enable carriers to lower operating costs, lower risk of downtime, focus on core competencies to achieve key business objectives. BRT operates Tier III Data Centers in Charleston, WV, Knoxville, TN and Lynchburg, VA providing carrier-class colocation with redundant back-up physical infrastructure, security, and an operating environment designed for carrier equipment. Additionally, BRT operates towers in North Carolina, Oregon, Tennessee, Virginia and West Virginia. Find out more details on all our Service Products at BlueRidgeTelecom.com.
Your subscription... toast.

Register at www.agl-mag.com/signup/
Otherwise, the samples of AGL you're receiving soon will end.
Don't let your subscription be toast. Register today!
collocation services

ClearShot Communications
5 Great Valley Pkwy.
Malvern, PA 19343
Phone: (484) 888-8859
Email: bkd@clearshotcom.com
www.clearshotcom.com

Crown Castle
2000 Corporate Drive
Canonsburg, PA 15317
Phone: (724) 416-2401
Email: paul.gannon@crowncastle.com
www.crowncastle.com
Crown Castle is a leader in the shared infrastructure industry and one of the country’s largest owners and operators of towers, rooftops and DAS networks. We have the local resources to provide comprehensive site development services - including site acquisition, engineering, zoning and permitting, and construction -designed to provide flexible solutions for customers.

Dynamic Environmental Associates
PO Box 7058
Lake Worth, FL 33466
Phone: (877) 968-4787
djermakian@dynamicenvironmental.com
www.dynamicenvironmental.com
see ad on page 51

Excell Communications
6247 Amber Hills Rd.
Trussville, AL 35173
Phone: (919) 771-1961
Email: scottsmith@excellcommunications.com
www.excellcommunications.com

Heartland Tower
PO Box 5307
Topeka, KS 66605
Phone: (785) 266-3999
Email: agl@heartlandtower.com
www.heartlandtower.com

LAB Development
18 Wallace Grove Lane
Milford, OH 45150
Phone: (513) 236-0356
Email: dbartsch@labdevelopment.com
www.labdevelopment.com

Liberty Towers
51 Monroe St., Plaza East 7
Rockville, MD 20850
Phone: (301) 667-0069
Email: fjenkins@libertytowers.com
www.libertytowers.com

Liberty Towers
660 Newport Center Drive, Ste. 200
Newport Beach, CA 92660
Phone: (949) 999-5780
Email: info@libertytowers.com
www.libertytowers.com

NMS Towers
1205 W Broadway, Ste. B
Columbia, MO 65203
Phone: (573) 303-3617
Email: cmartin@nmsstowers.com
www.nmsstowers.com

RJR Wireless
23501 Park Sorrento, Ste. 218
Calabasas, CA 91302-1381
Phone: (818) 222-7483
Email: rjrwireless@aol.com
RJR Wireless provides (since 1998) consulting and special project services for antenna site managers, owners, and users. Contact Rich Reichler at RJRWireles@aol.com. Member of PCIA, EWA, and The Radio Club of America.

SBA Communications
5900 Broken Sound Pkwy, NW
Boca Raton, FL 33487
Phone: (800) 487-SITE
Email: lhopkins@sbasite.com
www.sbasite.com
As your first choice service provider of wireless infrastructure solutions, SBA continues to set the standard for customer satisfaction by “Building Better Wireless”. Clients depend on SBA to provide their wireless infrastructure needs at all stages. We focus on tower ownership, leasing, site management, site development, construction and technical services.

T-Mobile Towers
12920 SE 38th St.
Bellevue, WA 98006
Phone: (425) 326-0088
Email: info@t-mobiletowers.com
www.t-mobiletowers.com

Tower Economics
700 Route 130 North, Ste. 204
Cinnaminson, NJ 08077
Phone: (856) 786-7200
Email: len@towereconomics.com
www.towereconomics.com
Nobody can deliver one or a package of sites that fit better or that are more sensibly priced than Tower Economics

see ad on back cover

see ad on page 15
Subsidiary of UniTech RF Protection Garments

We apply 50 years of radiation protection knowledge to our Naptex RF shielding garment system. Naptex is proven over decades of lab testing and worldwide field use.

Be sure to check out our garment rental services which gets you the right size when you need it, without the expense of ownership, maintenance, inspection, and cleaning.

One-Stop RF Compliance...

...UniTech RF Protection Garments

We apply 50 years of radiation protection knowledge to our Naptex RF shielding garment system. Naptex is proven over decades of lab testing and worldwide field use.

Be sure to check out our garment rental services which gets you the right size when you need it, without the expense of ownership, maintenance, inspection, and cleaning.

...Low Cost Facility Signs

UniTech’s FCC compliant tower signs are unmatched in price and quality. Standard designs ship quickly with no additional charge for customization. Many materials and sizes available, including adhesive labels.

15,000 Industrial safety items available at www.shopunitech.com!
collocation services - construction

Spinner Atlanta
4355 International Blvd., Ste. 200
Norcross, GA 30093
Phone: (770) 263-6326
Email: info-atlanta@spinner-group.com
www.spinner-group.com

Telewave
660 Giguere Court
San Jose, CA 95133
Phone: (800) 331-3396
Email: sales@telewavecom
www.telewavecom
Telewave designs and manufactures infrastructure equipment for wireless communications, including antenna Systems, transmitter combiners, receiver multicouplers, duplexer, and power measurement devices.

see ad on inside front cover

Trango Systems
14118 Stowe Drive, Ste. B
Poway, CA 92064
Phone: (858) 391-0010
Email: sales@trangosys.com
www.trangosys.com

Trilogy Communications
2910 Hwy. 80 E
Pearl, MS 39208
Phone: (601) 932-4461
Email: info@trilogycoax.com
www.trilogycoax.com

Sollenberger Silos
5778 Sunset Pike
Chambersburg, PA 17202
Phone: (717) 816-4592
Email: silobob@yahoo.com
www.sollenbergersilos.com

Alpine Tower & Technology
P.O. Box 870965
Wasilla, AK 99687
Phone: (907) 336-9999
Email: huey@alpinetowertech.com
www.alpinetowertech.com

Bell Tower
6037 S. Industrial Rd.
Chicago, OK 74016
Phone: (918) 789-9020
Email: belltowersales@sbcglobal.net
www.belltowercorp.com

Black & Veatch
10950 Grandview
Overland Park, KS 66210
Phone: (913) 458-7967
Email: bukatyk@bv.com
www.bv.com/telecommunications

see ad on page 9

Caltrop Telecom
9337 Milliken Ave.
Rancho Cucamonga, CA 91730
Phone: (480) 241-6363
Email: mdostal@caltrop.com
www.caltrop.com
Caltrop’s workforce has a solid reputation for completing large, complex wireless network projects throughout the country. Our multi-disciplinary team of professionals applies a broad range of experience to provide a streamlined approach to workflow management that generates significant cost savings through reduced deployment time and cost. With CALTROP as your single source for turnkey services, you can count on true value-added services.

see ad on page 87

Coleman Global Telecommunications
84 Merrill Rd.
Clifton, NJ 07012-1622
Phone: (973) 519-6416
Email: marty@coleanglobal.com
www.coleanglobal.com

Data Cell Systems
500 N Loop 336 East, Ste. 106
Conroe, TX 77301
Phone: (936) 588-4964
Email: dfarquhar@data-cell.com
www.data-cell.com

Data Cell Systems
1715 Topside Rd.
Louisville, TN 37777
Phone: (865) 984-8693
Email: doney@data-cell.com
www.data-cell.com

Elecxo
423 E Bronson Rd.
Seymour, WI 54165
Phone: (920) 833-2736
Email: bobw@elecxcoinc.com
www.elexcoinc.com

Excell Communications
6247 Amber Hills Rd.
Trussville, AL 35173
Phone: (919) 771-1961
scottsmith@excellcommunications.com
www.excellcommunications.com

Expert Construction Managers
815 S Kings Ave.
Brandon, FL 33511
Phone: (813) 335-4765
Email: bill@brown.org
www.expertconstructionmanagersinc.com

Express Technologies
1127 International Pkwy., Ste. 293
Fredericksburg, VA 22406
Phone: (540) 752-6691
Email: mnorris@express-tek.com
www.express-tek.com

FrenchCreek Production
626 13th St.
Franklin, PA 16323
Phone: (877) 228-9327
Email: fcp@velocity.net
www.frenchcreekproduction.com

28 above ground level

www.agl-mag.com
Henkels & McCoy
985 Jolly Rd.
Blue Bell, PA 19422
Phone: (888) HENKELS
Email: marketing@henkels.com
www.henkels.com

H&M is one of the largest privately held engineering, network development and construction firms serving the communications, information technology and utility industries. Wireless Network Infrastructure Solutions, DAS, Wi-Fi, Cellular, and Microwave, National footprint.

HPC Development
46 Mill Plain Rd.
Danbury, CT 06811
Phone: (203) 797-1112
Email: bsavva@hpdevelop.com
www.hpdevelop.com

MapleNet Wireless
4561 Pine Creek Rd.
Elkhart, IN 46561
Phone: (574) 320-1960
Email: steve@maplenetwireless.com
www.maplenetwireless.com

MCN Cabling
PO Box 209
Saskatoon, SK S7K 3K4
Phone: (306) 664-6262
Email: sales@mcncabling.com
www.mcncabling.com

Mid-Atlantic Tower Resources
2 Pigeon Hill Drive, Ste. 340
Sterling, VA 20165
Phone: (703) 444-0967
Email: jmccleskey@mtrllc.net
www.mtrllc.net

Mikab
PO Box 36
Dumont, NJ 07628
Phone: (201) 387-7700
Email: bweis@mikabcorp.com
www.mikabcorp.com

Quanta Services
2800 Post Oak Blvd., Ste. 2600
Houston, TX 77056
Phone: (713) 629-7600
Email: questions@quantaservices.com
www.quantaservices.com

Sabre Turnkey Solutions
555 Enterprise Drive
Edmond, OK 73013
Phone: (405) 216-0555
Email: lburns@sabreindustries.com
www.sabreindustries.com

Sabre Turnkey Solutions offers turnkey construction and site development services including real estate acquisition, zoning and permitting, engineering and project coordination, site construction, material procurement, and project warehousing and control.

see ad on page 31

www.ssc.us.com
tel: (913)-438-7700

The expertise and experience to meet all your needs and realize your goals

Site Acquisition
Regulatory Strategies
Engineering
Architecture
Construction
serve solve communicate

January 2012
SBA Communications
5900 Broken Sound Pkwy. NW
Boca Raton, FL 33487
Phone: (800) 487-SITE
Email: lhopkins@sbasite.com
www.sbasite.com

As your first choice service provider of wireless infrastructure solutions, SBA continues to set the standard for customer satisfaction by “Building Better Wireless”. Clients depend on SBA to provide their wireless infrastructure needs at all stages. We focus on tower ownership, leasing, site management, site development, construction and technical services.

see ad on page 7

SiteMaster
6914 S. Yorktown, Ste. 210
Tulsa, OK 74136
Phone: (918) 392-8961
Email: jhopkins@sitemaster.com
www.sitemaster.com

Tectonic Engineering & Surveying Consultants
70 Pleasant Hill Rd.
Mountainville, NY 10953
Phone: (800) 829-6531
rpkummerle@tectonicengineering.com
www.tectonicengineering.com

Tower Systems
17226 447th Ave.
Watertown, SD 57201
Phone: (605) 886-0930
Email: chucke@towersystems.com
www.towersystems.com

SBA Communications
749 Old Ballas Rd.
Creve Coeur, MO 63141
Phone: (314) 569-2275
Email: brick@ciscomm.com
www.ciscomm.com

Concepts To Operations
801 Compass Way, Ste. 217
Annapolis, MD 21401
Phone: (410) 224-8911
Email: a.calderon@concepts2ops.com
www.concepts2ops.com

Davidson Engineering
606 NE 312th Ave.
Washougal, WA 98671
Phone: (360) 210-4032
Email: wdavidson@tower-structures.com
www.tower-structures.com

Deborah Baker Site Acquisition Services
1835 O’Hara Lane
Middletown, PA 17057
Phone: (717) 497-3197
Email: baker.deborah@comcast.net

DMS Consulting Services
65 Ramapo Valley Rd.
Mawhah, NJ 07430
Phone: (201) 529-4101
Email: contact@consultdms.com

Dynamic Environmental Associates
PO Box 7058
Lake Worth, FL 33466
Phone: (877) 968-4787
djemkian@dynamicenvironmental.com
www.dynamicenvironmental.com

Dynamic Environmental Associates is the Industry Recognized Source for: NEPA compliance; Environmental Site Assessments; Permitting, Auditing and Reporting.

By adhering to our core principles, DEA has achieved recognition from both the tower industry and peers as leading experts in environmental assessment and compliance. For nearly 20 years DEA has been providing the communications industry with expert professional environmental services.

see ad on page 51
Excell Communications is one of the largest project firms serving the telecommunications industry in the Southeast and Midwest regions. We have been performing site development and construction services for over a decade and understand the challenge of managing the scale, scope and schedule of multiple projects. We are unique in that we self-perform our services, including site acquisition, engineering, environmental and regulatory compliance, fiber-to-the-cell site, das, project management, construction, maintenance, and construction project management. Because we self-perform, our employee teams understand the interrelated details of each project. This approach has developed into a comprehensive project methodology that utilizes Excell’s consultancy experience throughout the process allowing quick adaptability to change, timely communication, continuity, and an explicit understanding of project goals at every level and milestone.

Fryer Marketing & Media
106 Lansdowne Court
Lansdowne, PA 19050
Phone: (610) 931-7076
Email: jims@fryermarketing.com
www.fryermarketing.com
Isotrope

Isotrope
505 Main St.
Medfield, MA 02052
Phone: (508) 359-8833
Email: contact@isotrope.im
www.isotrope.im

Thinking outside the sphere, Isotrope supports wireless deployment with: propagation studies; drive testing and benchmarking; RF safety analysis, measurement and management; regulatory compliance; and project management.

IVI Telecom Services
55 West Red Oak Lane
White Plains, NY 10604
Phone: (914) 694-9600
Email: telecom@ivi-intl.com
www.ivitelecom.com

LAB Development
18 Wallace Grove Lane
Milford, OH 45150
Phone: (513) 236-0356
Email: dbartsch@labdevelopment.com
www.labdevelopment.com

Lockard & White
14511 Failing Creek, Ste. 507
Houston, TX 77024
Phone: (281) 586-5700
Email: www.lockardandwhite.com

Milestone Media
848 N Rainbow Blvd., Ste. 680
Las Vegas, NV 89107
Phone: (303) 335-9843
Email: info@milestonemediallc.com
www.milestonemediallc.com

Paul J. Ford and Company
250 E Broad St., Ste. 1500
Columbus, OH 43215
Phone: (614) 221-6679
Email: kbauman@pjfweb.com
www.pjfweb.com

PJF is a structural engineering firm that has earned a national reputation for designing and analyzing structures for the communications industry since 1966. We currently have professional engineers in all fifty states, the District of Columbia and Puerto Rico.

Pete Fiorio
12700 Chapel Chase Drive
Clarksville, MD 21029
Phone: (240) 793-2110
Email: pf@fiorio.com

Resource Controls
474 Broadway
Pawtucket, RI 02860
Phone: (401) 439-9091
Email: www.resourcecontrols.com

RJR Wireless
23501 Park Sorrento, Ste. 218
Calabasas, CA 91302-1381
Phone: (818) 222-7483
Email: rjrwireles@aol.com

RJR Wireless provides (since 1998) consulting and special project services for antenna site managers, owners, and users. Contact Rich Reichler at RJRWireles@aol.com. Member of PCIA, EWA, and The Radio Club of America.

SCCI
7172 Regional St., Unit 260
Dublin, CA 94568
Phone: (925) 829-9337
Email: info@sccicom.com
www.sccicom.com

Schwaninger & Associates
6715 Little River Turnpike, Ste. 204
Annandale, VA 22003
Phone: (703) 256-0637
Email: rschwaninger@sa-lawyers.net
www.sa-lawyers.net

Seidel Planning & Design
1240 E Schuykill Rd.
Pottstown, PA 19465
Phone: (610) 323-8752
Email: bsiegel@seidelplanning.com
www.seidelplanning.com

Telewave
660 Giguerre Court
San Jose, CA 95133
Phone: (800) 331-3396
Email: sales@telewavecom
www.telewavecom

Telewave designs and manufactures infrastructure equipment for wireless communications, including antenna Systems, transmitter combiners, receiver multicouplers, duplexers, and power measurement devices.

see ad on inside front cover
January 2012

Featuring everybody who’s somebody in the tower industry

Tower Innovations
107 Dunbar Ave., Ste. E
Oldsmar, FL 34677
Phone: (813) 818-8766
Email: bruce@towerinnovationsinc.com
www.towerinnovationsinc.com

V-Comm
1730 Walton Rd., Ste. 100
Blue Bell, PA 19422
Phone: (800) 930-4307
Email: david.mcgeary@vcomm-eng.com
www.vcomm-eng.com

Waterford Consultants
PO Box 2090
Ashburn, VA 20146-2090
Phone: (703) 596-1022
Email: sales@waterfordconsultants.com
www.waterfordconsultants.com

Waterford Consultants offers a wide array of professional and regulatory consulting services with expertise in AM Detuning, RF Emissions Analysis (EME), Intermodulation studies, FAA certification & filing, Site Audit / Third Party Inspection, and Structural (tower) and Appurtenance Mapping. Waterford’s nationwide team of highly respected and reputable experts are committed to providing superior, timely and budget-sensitive customer service. Let Waterford alleviate the burden and frustration of FCC compliance for you … together we will beat the competition every time.

see ad on page 43

Williance Resources
Hamlyn Rd. Plaza, Ste. 422, Unit 50
St. John’s, NL A1C 5X7
Phone: (709) 745-6512
Email: shawn_williams@nf.sympatico.ca
www.williance.com

Sabre Integrated Services
800 E 96th St., Ste. 130
Indianapolis, IN 46240
Phone: (855) 747-7227
Email: dbaker@sabreindustries.com
www.sabreindustries.com

Sabre Integrated Services has experience in design, procurement, construction & maintenance of all aspects of your technical facilities. In addition we offer scheduled & demand repair & maintenance on such things as HVAC, CEV, electrical, plumbing & architectural repairs.

see ad on page 31

AFL
PO Box 3127
Spartanburg, SC 29304
Phone: (615) 591-0098
Email: sales@aflglobal.com
www.aflglobal.com

Huber+Suhner
Excellence in Connectivity Solutions

<4G Wireless Infrastructure Solutions>

The Future is Now!

- Remote Radio Head Installations
- Fiber Optics and Power Solutions
- Conversion of corrugated Feeder Systems into RRH Systems
- System and OEM-independent Solutions
- UMTS and LTE tested
- Easy upgrade and change of RRH possible

USA and Canada
Toll free: 1-866-HUBER SUHNER
| 1-866-482-3778 | Fax: 1-802-878-9880

hubersuhner.com
American Tower
116 Huntington Ave., 11th Floor
Boston, MA 02116
Phone: (877) ATC-SITE
customer.relations@americantower.com

American Tower is a leading provider of wireless communications infrastructure. Our solutions include in-building Systems, outdoor DAS solutions and other right-of-way options, managed properties, wireless and broadcast towers and services that speed network deployment.

AW Solutions
300 Crown Oak Centre Drive
Longwood, FL 32750
Phone: (407) 260-0231
Email: keith.hayter@awsolutionssinc.com
www.awsolutionssinc.com

AW Solutions provides Site Acquisition, Site Audit, A&E/Structural Design & Analysis, Regulatory, Permitting, Construction/Installation, Full Turnkey and Build-to-Suit services across the US and Puerto Rico for wireless, wireline, fiber & DAS infrastructure deployments.

Cables Unlimited
3 Old Dock Rd.
Yaphank, NY 11980
Phone: (631) 563-6363
Email: quotes@cables-unlimited.com
www.cables-unlimited.com

Comba Telecom
2390 Bering Drive
San Jose, CA 95131
Phone: (408) 649-2611
anthony.mccray@comba-telecom.com
www.comba-telecom.com

CommScope
3 Westbrook Corporate Center, Ste. 900
Westchester, IL 60154
Phone: (708) 236-6586
Email: tania.patrone@commscope.com
www.commScope.com/andrew

Crown Castle
2000 Corporate Drive
Canonsburg, PA 15317
Phone: (724) 416-2401
Email: paul.gannon@crown castle.com
www.crown castle.com

Crown Castle is a leader in the shared infrastructure industry and one of the country’s largest owners and operators of towers, rooftops and DAS networks. We have the local resources to provide comprehensive site development services - including site acquisition, engineering, zoning and permitting, and construction -designed to provide flexible solutions for customers.

Distributed Wireless Group
587 N Ventu Park Rd., Ste. E221
Newbury Park, CA 91320
Phone: (805) 768-4121
craig.stanziano@distributed-wireless.com
www.distributed-wireless.com

EDX Wireless
1400 Executive Pkwy.
Eugene, OR 97401
Phone: (541) 345-0019
Email: jeanie.dunn@edx.com
wwwedx.com

Errigal
155 Montgomery St., Ste. 700
San Francisco, CA 94104
Phone: (888) 584-8858
Email: sales@errigal.com
www.errigal.com

Fiber-Span
3434 Route 22 W.
Branchburg, NJ 08876
Phone: (905) 473-5496
Email: tcoopert@fiber-span.com
www.fiber-span.com

Fibrebond
1300 Davenport Drive
Minden, LA 71055
Phone: (800) 824-2614
Email: kevin.mccann@fibrebond.com
www.fibrebond.com

Integer Wireless
4040 MacArthur Blvd., Ste. 250
Newport Beach, CA 92660
Phone: (949) 468-0836
Email: lfiores@integerwireless.com
www.integerwireless.com

Isotrope
505 Main St.
Medfield, MA 02052
Phone: (508) 359-8833
Email: contact@isotrope.im
www.isotrope.im

Kenwood Telecom
3431 Novis Pointe NW
Acworth, GA 30101
Phone: (888) 439-0500
Email: sales@kenwood telecom.com
www.kenwood telecom.com

Mobilitee
660 Newport Center Drive, Ste. 200
Newport Beach, CA 92660
Phone: (949) 999-5780
Email: info@mobilitee.com
www.mobilitee.com

NextG Networks
890 Tasman Drive
Milpitas, CA 95035-7439
Phone: (805) 499-9369
Email: dhilberman@nextgnetworks.net
www.nextgnetworks.net

NextG Networks is a leader in outdoor Small-Cell Solutions (SCS), using fiber-fed SCS to operate carrier-class wireless networks. NextG designs, permits, builds, operates, owns, and manages fiber-fed SCS. NextG deploys its SCS Systems by attaching aesthetic fiber-fed telecommunications equipment to existing public way infrastructure, such as utility poles and street light poles. NextG’s SCS are frequency- and protocol-neutral, enabling them to support multiple wireless carriers, services, and technologies. NextG provides optical transport and backhaul services to wireless service providers over multi-frequency, scalable fiber networks that improve wireless service coverage, capacity and performance. NextG markets the SCS Systems to wireless service providers, communities and in-building venues across the United States.

NMS Towers
1205 W Broadway, Ste. B
Columbia, MO 65203
Phone: (573) 303-3617
Email: emartin@glennmartin.com
www.nmstowers.com

NextG Networks is a leader in outdoor Small-Cell Solutions (SCS), using fiber-fed SCS to operate carrier-class wireless networks. NextG designs, permits, builds, operates, owns, and manages fiber-fed SCS. NextG deploys its SCS Systems by attaching aesthetic fiber-fed telecommunications equipment to existing public way infrastructure, such as utility poles and street light poles. NextG’s SCS are frequency- and protocol-neutral, enabling them to support multiple wireless carriers, services, and technologies. NextG provides optical transport and backhaul services to wireless service providers over multi-frequency, scalable fiber networks that improve wireless service coverage, capacity and performance. NextG markets the SCS Systems to wireless service providers, communities and in-building venues across the United States.

NMS Towers
1205 W Broadway, Ste. B
Columbia, MO 65203
Phone: (573) 303-3617
Email: emartin@glennmartin.com
www.nmstowers.com

Isotrope
505 Main St.
Medfield, MA 02052
Phone: (508) 359-8833
Email: contact@isotrope.im
www.isotrope.im

Kenwood Telecom
3431 Novis Pointe NW
Acworth, GA 30101
Phone: (888) 439-0500
Email: sales@kenwood telecom.com
www.kenwood telecom.com

Mobilitee
660 Newport Center Drive, Ste. 200
Newport Beach, CA 92660
Phone: (949) 999-5780
Email: info@mobilitee.com
www.mobilitee.com

NextG Networks
890 Tasman Drive
Milpitas, CA 95035-7439
Phone: (805) 499-9369
Email: dhilberman@nextgnetworks.net
www.nextgnetworks.net

NextG Networks is a leader in outdoor Small-Cell Solutions (SCS), using fiber-fed SCS to operate carrier-class wireless networks. NextG designs, permits, builds, operates, owns, and manages fiber-fed SCS. NextG deploys its SCS Systems by attaching aesthetic fiber-fed telecommunications equipment to existing public way infrastructure, such as utility poles and street light poles. NextG’s SCS are frequency- and protocol-neutral, enabling them to support multiple wireless carriers, services, and technologies. NextG provides optical transport and backhaul services to wireless service providers over multi-frequency, scalable fiber networks that improve wireless service coverage, capacity and performance. NextG markets the SCS Systems to wireless service providers, communities and in-building venues across the United States.

NMS Towers
1205 W Broadway, Ste. B
Columbia, MO 65203
Phone: (573) 303-3617
Email: emartin@glennmartin.com
www.nmstowers.com
Phazar Antenna
101 SE 25th Ave.
Mineral Wells, TX 76067
Phone: (940) 325-3301
Email: sschueler@phazar.com
www.phazar.com

Phazar Antenna offers the broadest line of DAS antennas for 700/850 MHz, AWS, PCS, L-Band and WiMax frequencies for mounting on street lights and utility poles. Omni’s in Quad and Dual designs and Tri-Sector/Quasi-Omni Dual Polarized designs address LTE and MIMO performance.

see ad on page 55

RF Cable Assembly
7610 Miramar Rd.
San Diego, CA 92126
Phone: (858) 549-6340
Email: rfi@rfindustries.com
www.rfcables.com

RF Connectors
7610 Miramar Rd.
San Diego, CA 92126
Phone: (858) 549-6340
Email: rfi@rfindustries.com
www.rfcoaxconnectors.com

RF Neulink
7610 Miramar Rd.
San Diego, CA 92126
Phone: (858) 549-6340
Email: rfneulink@rfindustries.com
www.rfneulink.com

Solid Technologies
13224 Lookingglass Rd.
Winston, OR 97496
Phone: (888) 409-9997
Email: sales@solidtechusa.com
www.solidtechusa.com

Squan Solutions
329 Harold Ave.
Englewood, NJ 07631
Phone: (914) 584-6128
Email: bfitzgerald@squanconstruction.com

Solid Technologies
13224 Lookingglass Rd.
Winston, OR 97496
Phone: (888) 409-9997
Email: sales@solidtechusa.com
www.solidtechusa.com

S Quinn Solutions
329 Harold Ave.
Englewood, NJ 07631
Phone: (914) 584-6128
Email: bfitzgerald@squanconstruction.com

February 2012

SSC
8500 West 110th St., Ste. 300
Overland Park, KS 66210
Phone: (913) 438-7700
Email: info@ssc.us.com

www.ssc.us.com

SSC is a leading provider of services to the telecommunications, development, and construction industries. Our full range of in-house services and abilities make us uniquely capable of handling all aspects of the most challenging projects. We strive hard to serve our clients, solve their problems, and communicate effectively.

see ad on page 29

TOWER ANALYSIS SERVICES
Get expert structural performance engineering from Valmont.

Go to the Original Source
With 4G and other high-data-intensive wireless networks expanding, now is the time to invest in tower analysis services from Valmont.

With decades of industry knowledge in house and the original engineering drawings in hand, no one is better qualified than Valmont’s technical pros to determine if Valmont, PiRod®, or Microflex™ towers can safely carry additional hardware loads.

Need an immediate response? Upon request, premium expedited tower analysis services can be delivered in 24 to 48 hours.

Contact the Valmont tower analysis team today.

Email: tas@valmonttowers.com
Web: www.valmonttowers.com
Phone: 574.936.4221
877.467.4763
Stealth Concealment Solutions
6549 Fain Blvd.
North Charleston, SC 29406
Phone: (843) 207-8000
Email: cindywishart@stealthsite.com
www.stealthsite.com

Eltek
1303 E Arapaho Rd.
Richardson, TX 75081
Phone: (469) 330-1592
Email: sales.us@eltek.com
www.eltek.com

MTU Onsite Energy
100 Power Drive
Mankato, MN 56001
Phone: (800) 325-5450
Email: powergenregion3@mtu-online.com
www.mtu-online.com

Power Design
513 Acorn St.
Deer Park, NY 11729
Phone: 631-254-0526
Email: reinhorn@powerdesign.us
www.powerdesign.us

ReliOn
15913 E Euclid Ave.
Spokane, WA 99216
Phone: (509) 228-6553
Email: fuel.cells@relion-inc.com
www.relion-inc.com

Sabre Industries
Sabre Integrated Services
800 E 96th St., Ste. 130
Indianapolis, IN 46240
Phone: (855) 747-7227
Email: dbaker@sabreindustries.com
www.sabreindustries.com
Sabre Integrated Services has experience in design, procurement, construction & maintenance of all aspects of your technical facilities. In addition we offer scheduled & demand repair & maintenance on such things as HVAC, CEV, electrical, plumbing & architectural repairs.

Southwire
1 Southwire Drive
Carrollton, GA 30119
Phone: (800) 444-3100
Email: telcoflex@southwire.com
www.southwire.com

WesTower Communications
9961 Sidney Hayes Rd.
Orlando, FL 32824
Phone: (602) 321-6476
Email: dadickes@westower.com
www.westower.com

Eupen Cable, USA
5181 110th Ave. N
Clearwater, FL 33760
Phone: (800) 419-5100
Email: customerservice@eupen.us
www.eupen.us

Hutton Communications
7100 Honold Circle
Garden Grove, CA 92841
Phone: (714) 400-1640
Email: acab@huttoncom.com
www.huttoncom.com

Sabre Integrated Services offers high efficiency Telecom power conversion Systems from 1A to 10,000A, enclosures, monitoring, solar solutions and installation services. Eltek remains the only Telecom power system manufacturer with a production footprint in the U.S., located in Richardson, TX.
January 2012

Winncom Technologies
30700 Carter St., Ste. A
Solon, OH 44139
Phone: (888) 946-6266
Email: sales@winncom.com
www.winncom.com

Winncom is the premier global distributor of wireless communications products, site infrastructure components, and networking accessories. Besides hardware from leading manufacturers, Winncom also provides our global customers with premium network solutions and support services. For over 15 years, we’ve proven our reputation for quality products and a customer-centered business model.

fi eldSENSE USA
PO Box 30014
Columbia, MO 65205
Phone: (312) 260-6055
Email: info@fieldsenseusa.com
www.fieldsense.com

The fieldSENSE personal RF monitor is designed specifically for the mobile industry. It’s a cost effective solution ideal for all personnel working in the vicinity of transmitting cellular antennas.

see ad on page 69

Narda Safety Test Solutions
435 Moreland Rd.
Hauppauge, NY 11788
Phone: (631) 231-1700
Email: nardasts@L-3com.com
www.narda-sts.us

Pinnacle Telecom Group
14 Ridgedale Ave., Ste. 20
Cedar Knolls, NJ 07927
Phone: (973) 451-1630
dancollins@pinnacletelecomgroup.com
www.pinnacletelecomgroup.com

Waterford Consultants
PO Box 2090
Ashburn, VA 20146-2090
Phone: (703) 596-1022
Email: sales@waterfordconsultants.com
www.waterfordconsultants.com

Waterford Consultants offers a wide array of professional and regulatory consulting services with expertise in AM Detuning, RF Emissions Analysis (EME), Intermodulation studies, FAA certification & filing, Site Audit / Third Party Inspection, and Structural (tower) and Appurtenance Mapping. Waterford’s nationwide team of highly respected and reputable experts are committed to providing superior, timely and budget-sensitive customer service. Let Waterford alleviate the burden and frustration of FCC compliance for you … together we will beat the competition every time.

see ad on page 43

WANHO MANUFACTURING, LLC
A US CAPITAL RESOURCES COMPANY

Best Wishes to all AGL Subscribers for a safe and prosperous 2012!

A world of thanks to all our OEM Partners and their loyal customers from the Owners and Employees of WANHO.

THANK YOU
DANKE
GRACIAS

Protect your cable and equipment warranties - Specify genuine WANHO accessories. Available only through our qualified OEM partners.
employment services - engineers

Berkshire Search Partners
62 Winding Hill Drive
Hackettsbg, NJ 07840
Phone: (908) 850-6560
Email: john@berkshiresp.com
www.berkshiresp.com

Z Search Recruiting
1823 E Bittersweet Lane
Mount Prospect, IL 60056
Phone: (847) 867-9309
Email: mike@zsearchusa.com
www.linkedin.com/in/wireless2renewables

4G Unwired
551 S. Apollo Blvd., Ste. 207
Melbourne, FL 32901
Phone: (321) 726-4183
Email: sales@4GUnwired.com
www.4GUnwired.com

Aeroacoustic Engineering Consultants
8014 Olson Memorial Highway, Ste. 210
Minneapolis, MN 55427-4712
Phone: (763) 546-8565
Website: www.aecnonoise.com

ATC Associates
5602 Thompson Center Court, Ste. 405
Tampa, FL 33634
Phone: (813) 889-8960
Email: carl.asprinio@atcassociates.com
www.atcassociates.com

Atwell Telecommunications
4805 Independence Parkway, Ste. 100
Tampa, FL 33634
Phone: (813) 781-6809
Email: mpenton@atwell-group.com
www.atwell-group.com

AW Solutions
300 Crown Oak Centre Drive
Longwood, FL 32750
Phone: (407) 260-0231
Email: keith.hayter@awsolutionscinc.com
www.awsolutionscinc.com
AW Solutions provides Site Acquisition, Site Audit, A&E/Structural Design & Analysis,

Black & Veatch
10950 Grandview
Overland Park, KS 66210
Phone: (913) 458-7967
Email: bukatyk@bv.com
www.bv.com/telecommunications

B&V offers turnkey services to help you achieve your infrastructure deployment goals.

Caltrop Telecom
9337 Milliken Ave.
Rancho Cucamonga, CA 91730
Phone: (480) 241-6363
Email: mdostal@caltrop.com
www.caltrop.com

Caltrop’s workforce has a solid reputation for completing large, complex wireless network projects throughout the country. Our multi-disciplinary team of professionals brings a broad range of experience to provide a streamlined approach to workflow management that generates significant cost savings through reduced deployment time and cost. With Caltrop as your single source for turnkey services, you can count on true value-added services.

Cell Blocks
277 Sumption Drive
Columbus, OH 43230
Phone: (614) 800-0534
Email: philcollesh@cellblocksinc.com
www.cellblocksinc.com

Commdex
655 Engineering Drive, Ste. 100
Norcross, GA 30092
Phone: (770) 349-0400
Email: sales@commdex.com
www.commdex.com

Concepts To Operations
801 Compass Way, Ste. 217
Annapolis, MD 21401
Phone: (410) 224-8911
Email: a.calderon@concepts2ops.com
www.concepts2ops.com

Day Wireless Systems
4700 SE International Way
Milwaukee, WI 53222
Phone: (503) 659-1240
Email: sites@daywireless.com
www.daywireless.com

Founded in 1969 Day Wireless Systems has 26 offices and 190 towers in 7 Western states. We specialize in locating, site management, tower construction, engineering, system design, sales, and service. We are the largest full service wireless integrator on the West coast.

Environmental Corporation of America
1375 Union Hill Industrial Ct.
Alpharetta, GA 30004
Phone: (770) 667-2040
Email: marvin.webster@eca-usa.com
www.eca-usa.com

Excell Communications
6247 Amber Hills Rd.
Trussville, AL 35173
Phone: (919) 771-1961
Email: sites@excellcommunications.com
www.excellcommunications.com

Z Search Recruiting
1823 E Bittersweet Lane
Mount Prospect, IL 60056
Phone: (847) 867-9309
Email: mike@zsearchusa.com
www.linkedin.com/in/wireless2renewables

Wireline, fiber & DAS infrastructure Deployments.
Express Technologies
1127 International Pkwy., Ste. 293
Fredericksburg, VA 22406
Phone: (540) 752-6691
Email: mnorris@express-tek.com
www.express-tek.com

French & Parrello Associates
1800 Route 34, Ste. 101
Wall, NJ 07719
Phone: (732) 312-9800
Email:marketing@fpaengineers.com
www.fpaengineers.com

Fullerton Engineering Consultants
9600 W. Bryn Mawr, Ste. 200
Rosemont, IL 60018
Phone: (847) 292-0200
Email:fdivito@fullertonengineering.com
www.fullertonengineering.com

Gillen Design Systems
4425 Wade Drive
Metairie, LA 70003
Phone: (504) 512-3770
Email:glenn@gillends.com
www.gillends.com

Glen Martin
1205 W Broadway, Ste. B
Columbia, MO 65203
Phone: (800) 486-1223
Email: clint.ladouceur@glenmartin.com
www.glenmartin.com

Glen Martin’s core competencies include facility site design, through integrating structures to optimize network capabilities. Our rich history in structural design and fabrication coupled with construction engineering enable us to provide truly turn-key services especially in structural upgrade scenarios. With such diverse expertise, it has enabled us to provide solutions for a wide array of telecom industry leaders.

see ad on page 59

Guymast
1110 Finch Ave. West, Ste. 814
Toronto, ON M3J2T2
Phone: (416) 736-7453
Email:simon@weisman-consultants.com
www.guymast.com

Henry & McCoy
985 Jolly Rd.
Blue Bell, PA 19422
Phone: (215) 283-7600
Email: marketing@henkels.com
www.henkels.com

Henkels & McCoy is committed to increasing the speed and quality of communications. Our services include: Wireless Network Infrastructure Solutions, to construction, engineering, project management, procurement, and permits-zoning, National footprint.

WE UNDERSTAND EVERY TOWER OWNER FACES UNIQUE RISKS.

BB&T – Atlantic Risk Management is a large, independent insurance agency and an expert in protecting tower owners from unexpected risks. We offer complete, competitively priced programs endorsed by PCIA and tailored to suit your specific exposures, including: self-supporting, guyed or monopole towers; support equipment; shelters and fencing; plus general liability, business auto, workers’ compensation, umbrella and more.

Find out why we protect more tower owners than any other agency. Call 410-480-4413 or 410-480-4423, visit www.atlanticrisk.com or email David Saul at dsaul@atlanticrisk.com

January 2012
ABOVE GROUND LEVEL

Lockard & White
14511 Falling Creek, Ste. 507
Houston, TX 77014
Phone: (281) 586-5700
Email: www.lockardandwhite.com

Malouf Engineering
17950 Preston Rd., Ste. 720
Dallas, TX 75252
Phone: (972) 783-2578
Email: info@maloufengineering.com
www.maloufengineering.com
A Nationwide Structural engineering consulting firm specializing in the inspection, analysis, design & strengthening modification of tower structures, watertanks, building rooftops, and other special structures including camouflaged designs, and facility support buildings.

Noble Engineering Consultants
123 East Railroad St.
Flora, IL 62839
Phone: (618) 662-5800
Email: eseals@nbleng.com
www.nbleng.com

Novacom
2279 Eagle Glen Parkway, #112-329
Corona, CA 92883
Phone: (951) 808-8585
Email: larry@novacomonline.net
www.novacomonline.net

Paul J. Ford and Company
250 E Broad St., Ste. 1500
Columbus, OH 43215
Phone: (614) 221-6679
Email: kbaumann@pjfweb.com
www.pjfweb.com
PJF is a structural engineering firm that has earned a national reputation for designing and analyzing structures for the communications industry since 1966. We currently have professional engineers in all fifty states, the District of Columbia and Puerto Rico.

PM&A
30 Mansell Court, Ste. 103
Roswell, GA 30328
Phone: (678) 280-2325
Email: info@Pmass.com
www.pmass.com

Quanta Services
2800 Post Oak Blvd., Ste. 2600
Houston, TX 77056
Phone: (713) 629-7600
Email: questions@quantaservices.com
www.quantaservices.com

Resource Controls
474 Broadway
Pawtucket, RI 02860
Phone: (401) 439-9901
Email: www.resourcecontrols.com

SCCI
7172 Regional St., Unit 260
Dublin, CA 94568
Phone: (925) 829-9337
Email: info@sccicom.com
www.sccicom.com

SiteSafe
200 N Glebe Rd., Ste. 1000
Arlington, VA 22203
Phone: (703) 558-2209
Email: dhalems@sitesafe.com
www.sitesafe.com

Solis Energy
907 Fern St., Ste. 1200
Altamonte Springs, FL 32701
Phone: (407) 339-6786
Email: shawn.turner@solisenergy.com
www.solisenergy.com

Stainless
1140 Welsh Rd., Ste. 250
North Wales, PA 19454
Phone: (215) 631-1323
Email: ed.deetscreen@stainlessllc.com
www.stainlessllc.com

Sulowski Fall Protection
2407 1300 Islington Ave.
Toronto, ON M9A 5C4
Phone: (416) 233-2872
Email: sulowski@fallpro.com
www.fallpro.com

Technical Associates of GA
12276 San Jose Blvd., Ste. 427
Jacksonville, FL 32223
Phone: (904) 696-0779
Email: jhoward@taeng.com
www.technicalassociates.com/Page3372.aspx

Telewave
660 Giguere Court
San Jose, CA 95133
Phone: (800) 331-3396
Email: sales@telewavecom
www.telewavecom
Telewave designs and manufactures infrastructure equipment for wireless communications, including antenna Systems, transmitter combiners, receiver multicouplers, duplexers, and power measurement devices, see ad on inside front cover

TIME
1610 Elm St.
Hays, KS 67601
Phone: (800) 595-7794
Email: peyton@timeteam.us
www.timeteam.us
TIME brings you 27 years of experience to Structure & Load Mapping Reports. TIME has a high percentage of original drafts & geotech brought to your engineers from our field surveys. “TIME measures by the picture” and creates a “no question” report. Sample towers, buildings, water tanks, grain elevators and silos upon request. see ad on page 94

Vertical Solutions
2002 Production Drive
Apopka, NC 27539
Phone: (919) 321-6167
Email: jhoward@verticalsolutions-inc.com
www.verticalsolutions-inc.com

See ad on page 29

www.agl-mag.com
Waterford Consultants offers a wide array of professional and regulatory consulting services with expertise in AM Detuning, RF Emissions Analysis (EME), Intermodulation studies, FAA certification & filing, Site Audit / Third Party Inspection, and Structural (tower) and Appurtenance Mapping. Waterford’s nationwide team of highly respected and reputable experts are committed to providing superior, timely and budget-sensitive customer service. Let Waterford alleviate the burden and frustration of FCC compliance for you … together we will beat the competition every time.

see ad on page 43

Advantage Environmental Consultants
8610 Washington Blvd., Ste. 217
Jessup, MD 20794
Phone: (301) 776-0500
Email: dsvrjcek@aec-env.com
www.aec-env.com

Aarcher provides Phase I environmental due diligence, NEPA screening, and cultural and natural resource services for antenna and tower installations. Since 1997, our team of environmental and conservation specialists and architectural historians supported thousands of installations from offices in CO, MD, and TX.

Aarcher provides Phase I environmental due diligence, NEPA screening, and cultural and natural resource services for antenna and tower installations. Since 1997, our team of environmental and conservation specialists and architectural historians supported thousands of installations from offices in CO, MD, and TX.

The Reviews Are In

“Great conference. We found numerous local and regional decision makers in attendance. The information presented during the panels was current, relevant and very helpful. We particularly appreciated the carriers taking the time to participate in the panels… Keep up the great work.”
— Tim Dennis, Global Tower Partners

“The San Francisco conference was extremely valuable. Great contacts across the industry. And topical speakers. A great investment of time.”
— Randy Cobb, The Lyle Company

“The Denver AGL regional conference was truly a valuable and enlightening experience. As an RF engineer and attorney working with governments, I attend and speak at a fair number of wireless and telecom events each year, yet the AGL conferences stand out as the most valuable learning venues for me.”
— Jonathan Kramer, Kramer Telecom Law Firm

“This was my second AGL regional conference. Because I received so much valuable information, insight and introductions to new business opportunities, I plan on attending future ones. I also want everyone to know how pleased I am with my sponsorship. AGL went out of its way to thank CALTROP Telecom between each session and to promote my company in all its advertising. I will definitely sponsor future events because of how far my marketing dollar was stretched!”
— Matthew Dostal, CALTROP

Watch the video playback! See what you are missing.

www.agl-mag.com/events/videos
environmental services - faa/fcc filing

Aeroacoustic Engineering Consultants
8014 Olson Memorial Highway, Ste. 210
Minneapolis, MN 55427-4712
Phone: (763) 546-8565
Email: larry.hansen@aecnonoise.com
www.aecnonoise.com

ATC Associates
5602 Thompson Center Court, Ste. 405
Tampa, FL 33634
Phone: (813) 889-8960
Email: carl.asprinio@atcassociates.com
www.atcassociates.com

DMS Consulting Services
65 Ramapo Valley Rd.
Mawah, NJ 07440
Phone: (201) 529-4101
Email: contact@consultdms.com

Dynamic Environmental Associates
PO Box 7058
Lake Worth, FL 33466
Phone: (877) 968-4787
djemkian@dynamicenvironmental.com
www.dynamicenvironmental.com

Dynamic Environmental Associates is the Industry Recognized Source for: NEPA compliance; Environmental Site Assessments; Permitting, Auditing and Reporting. By adhering to our core principles, DEA has achieved recognition from both the tower industry and peers as leading experts in environmental assessment and compliance. For nearly 20 years DEA has been providing the communications industry with expert professional environmental services.

see ad on page 51

Environmental Corporation of America
1375 Union Hill Industrial Ct.
Alpharetta, GA 30004
Phone: (770) 667-2040
Email: marvin.webster@eca-usa.com
www.eca-usa.com

ECA is an environmental, geotechnical, and NEPA/SHPO regulatory consultant specializing in wireless telecommunications. Our staff of engineers, scientists, historians, and archaeologists have processed 1000s of wireless facilities throughout the US under the FCC NEPA rules and the EPA Phase I AAI / ASTM Standard.

Environmentex
6060 N Central Expwy., Ste. 560
Dallas, TX 75206
Phone: (214) 793-7317
brian@environmentex.com
www.environmentex.com
Providing timely and cost-effective expert environmental consulting services. ETX specializes in serving the telecommunications industry, and has prepared 1000’s of environmental reviews for telecommunications facilities throughout the US.

Excell Communications
6247 Amber Hills Rd.
Trussville, AL 35173
Phone: (919) 771-9161
scottsmith@excellcommunications.com
www.excellcommunications.com

Excell Telecommunications offers a wide spectrum of environmental services for nationwide telecommunications infrastructure development ranging from environmental site assessments to FCC/NEPA screenings and Section 106 consultations. At IVI, we understand your program and schedule constraints and use our expertise to realize your goals in a cost effective and timely manner.

IVI Telecom Services
55 West Red Oak Lane
White Plains, NY 10604
Phone: (914) 694-9600
Email: telecom@ivi-intl.com
www.ivitelecom.com

IVI Telecom Services offers a wide spectrum of environmental services for nationwide telecommunications infrastructure development ranging from environmental site assessments to FCC/NEPA screenings and Section 106 consultations. At IVI, we understand your program and schedule constraints and use our expertise to realize your goals in a cost effective and timely manner.

IVI Telecom Services
55 West Red Oak Lane
White Plains, NY 10604
Phone: (914) 694-9600
Email: telecom@ivi-intl.com
www.ivitelecom.com

Noble Engineering Consultants
123 East Railroad St.
Flora, IL 62839
Phone: (618) 662-5800
Email: eseals@nbleng.com
www.nbleng.com

Resource Controls
474 Broadway
Pawtucket, RI 02860
Phone: (401) 439-9091
Email: Jvidinghoff@ResourceControls.com
www.resourcecontrols.com

Site Pro 1
15 Oser Ave.
Hauppauge, NY 11788
Phone: (888) GET-PRO1
Email: sales@getpro1.net
www.sitepro1.com
Valmont Site Pro1 is the industry’s leading manufacturer / distributor of high quality wireless site components. Our broad product offering is available for same day shipping from any one of our six distribution centers located in Atlanta, Los Angeles, New York, Dallas, Plymouth IN. and Salem OR. Products include Coax Cable Accessories, Grounding Components, Ice Bridge, Antenna Mounts and Platforms, Guy Material, Fiber Components and Safety to name a few. Check out our user friendly website at www.sitepro1.com.

Excell Communications
6247 Amber Hills Rd.
Trussville, AL 35173
Phone: (919) 771-9161
scottsmith@excellcommunications.com
www.excellcommunications.com

EMF Consulting
9011 SW 15th Ave.
Portland, OR 97219
Phone: (202) 306-3820
Email: rfcleveland@gmail.com
www.rfcleveland.com

Excell Communications
6247 Amber Hills Rd.
Trussville, AL 35173
Phone: (919) 771-9161
scottsmith@excellcommunications.com
www.excellcommunications.com

Micronet Communications
720 F Ave., Ste. 100
Plano, TX 75074
Phone: (972) 422-7200
Email: brad@micronetcom.com
www.micronetcom.com

www.agl-mag.com

42 above ground level
Radio Licensing Services  
PO Box 22161  
Milwaukee, OR  97269  
Phone: (800) 304-8821  
Email: radiolicensing@cuaccess.net  
www.radiolicensing.com

SBA Communications  
5900 Broken Sound Pkwy. NW  
Boca Raton, FL 33487  
Phone: (800) 487-SITE  
Email: lhopkins@sbasite.com  
www.sbasite.com

As your first choice service provider of wireless infrastructure solutions, SBA continues to set the standard for customer satisfaction by “Building Better Wireless”. Clients depend on SBA to provide their wireless infrastructure needs at all stages. We focus on tower ownership, leasing, site management, site development, construction and technical services.  
see ad on page 7

SiteSafe  
200 N Glebe Rd., Ste. 1000  
Arlington, VA 22203  
Phone: (703) 558-2209  
Email: dhalem@sitesafe.com  
www.sitesafe.com

Tempest Telecom Solutions  
5383 Hollister Ave., Ste. 130  
Santa Barbara, CA 93111  
Phone: (805) 879-4840  
Email: azamir@tempesttelecom.com  
www.tempesttelecom.com  
Tempest is a leading provider of infrastructure equipment and related services, helping telecom carriers and network operators build, expand and maintain their networks faster and more cost-effectively. Tempest’s solutions include: 4G deployment services and equipment, turnkey Microwave services, network expansion and upgrades, DAS and in-building wireless Systems and repair.

V-Comm  
1730 Walton Rd., Ste. 100  
Blue Bell, PA 19422  
Phone: (800) 930-4307  
Email: david.mcgeary@vcomm-eng.com  
www.vcomm-eng.com

Waterford Consultants  
PO Box 2090  
Ashburn, VA 20146-2090  
Phone: (703) 596-1022  
Email: sales@waterfordconsultants.com  
www.waterfordconsultants.com

Waterford Consultants offers a wide array of professional and regulatory consulting services with expertise in AM Detuning, RF Emissions Analysis (EME), Intermodulation studies, FAA certification & filing, Site Audit / Third Party Inspection, and Structural (tower) and Appurtenance Mapping. Waterford’s nationwide team of highly respected and reputable experts are committed to providing superior, timely and budget-sensitive customer service. Let Waterford alleviate the burden and frustration of FCC compliance for you … together we will beat the competition every time.

Experts in Regulatory Compliance...

NIR Theoretical Analysis
- Online project management means higher accuracy and faster turnaround times
- Automatic email status updates
- Access projects and reports at any time from anywhere
- All documents and studies stored in online archive — retrieve at your convenience

EME Compliance Surveys
- Expert rooftop analysis and documentation

AM Detuning Services
- Fast and efficient
- Free bulk screening

Intermodulation Studies
- Evaluate potential interference before a problem arises
- Meet regulatory requirements of leading cities and tower companies

NIR/MPE Studies
- Theoretical and on-site
- FCC and OSHA compliance

Iam Maxwell  
iam@waterfordconsultants.com  
(703) 782-0007

Richard P. Biby, P.E.  
rich@waterfordconsultants.com  
(703) 910-5055

Waterford Consultants  
www.waterfordconsultants.com

January 2012
17 Mile
PO Box 826
Ardmore, PA 19003
Phone: (610) 613-6927
Email: mark@17mile.net
www.17mile.net

HgS Results
1440 Rolling Hills Drive
Celina, TX 75009
Phone: (972) 832-2992
Email: Harrys@hgsresults.com
www.hgsresults.com

Media Venture Partners
224 Jackson St., Fourth Floor
San Francisco, CA 94111
Phone: (415) 391-4877
Email: info@mediaventurepartners.com
www.mediaventurepartners.com
Providing strategic counsel and financial services, mergers/acquisitions, private equity/debt raises, valuations and appraisals, Media Venture Partners has completed over $14 billion in transactions and focuses on clients in the media, telecom, datacenter and technology industries. Founded in 1987, Media Venture Partners has offices in San Francisco, Kansas City, Boston and Boulder. Additional information is available at www.mediaventurepartners.com or 415-391-4877.

Peppertree Capital
86 West Street
Chagrin Falls, Ohio 44022
Phone: (440) 528-0333
www.peppertreefund.com

Riviera Finance
220 Ave. J
Redondo Beach, CA 90277
Phone: (727) 796-5031
Email: tsmith@rivierafinance.com
www.rivierafinance.com

RBC Capital Markets
3200 Cherry Creek South Drive, Ste. 500
Denver, CO 80209
Phone: (303) 778-5555
Email: don.bechter@rbccm.com
www.rbccm.com/communications

Cell Blocks
277 Sumption Drive
Columbus, OH 43230
Phone: (614) 800-0534
Email: philcolflesh@cellblocksinc.com
www.cellblocksinc.com

Elanco
423 E Bronson Rd.
Seymour, WI 54165
Phone: (920) 833-2736
Email: bobw@elecoinc.com
www.elecoinc.com

Environmental Corporation of America
1375 Union Hill Industrial Ct.
Alpharetta, GA 30004
Phone: (770) 667-2040
Email: marvin.webster@eca-usa.com
www.eca-usa.com

Hanson Pipe & Precast
300 E John Carpenter Freeway
Irving, TX 75062
Phone: (703) 752-4740
Email: info@hansonpipeandprecast.com
www.hansonpipeandprecast.com
Hanson’s Precast Chain Wall Foundation provides a structurally sound, on-grade or elevated foundation to support your prefabricated shelter or equipment building. The chain wall arrives at the job site ready to be installed, no forms, pouring or curing time and is not reliant on weather.

Quanta Services
2800 Post Oak Blvd., Ste. 2600
Houston, TX 77056
Phone: (713) 629-7600
Email: questions@quantaservices.com
www.quantaservices.com

IdaTech
63065 NE 18th St.
Bend, OR 97701
Phone: (541) 322-1022
Email: info@idatech.com
www.idatech.com

MTU Onsite Energy
100 Power Drive
Mankato, MN 56001
Phone: (800) 325-5450
Email: powergenregion3@mtu-online.com
www.mtu-online.com

ReliOn
15913 E Euclid Ave.
Spokane, WA 99216
Phone: (509) 228-6553
Email: fuel.cells@relion-inc.com
www.relion-inc.com

Southwire
1 Southwire Drive
Carrollton, GA 30119
Phone: (800) 444-3100
Email: telcoflex@southwire.com
www.southwire.com

Waterford Consultants
PO Box 2090
Ashburn, VA 20146-2090
Phone: (703) 596-1022
Email: sales@waterfordconsultants.com
www.waterfordconsultants.com
Waterford Consultants offers a wide array of professional and regulatory consulting services with expertise in AM Detuning, RF Emissions Analysis (EME), Intermodulation studies, FAA certification & filing, Site Audit / Third Party Inspection, and Structural (tower) and Appurtenance Mapping. Waterford’s nationwide team of highly respected and reputable experts are committed to providing superior, timely and budget-sensitive customer service. Let Waterford alleviate the burden and frustration of FCC compliance for you … together we will beat the competition every time.

Crystal Flash Energy
1754 Alpine NW
Grand Rapids, MI 49504
Phone: (616) 447-3572
Email: harolde@crystalflash.com
www.crystalflash.com

www.agl-mag.com
Wireless Edge
270 North Ave., Ste. 809
New Rochelle, NY 10801
Phone: (914) 712-0000
Email: arthur@wirelessedge.org
www.wirelessedge.com
see ad on page 61

Wanho
137 Mattatuck Heights
Waterbury, CT 06705
Phone: (203) 759-3744

Email: sales@wanho.com
www.wanho.com
Wanho is a key supplier to all major OEMs throughout the world and is dedicated to serving these companies which build and maintain wireless Systems on a global basis. Today Wanho components are used extensively in communications Systems in all

AEMC Instruments
200 Foxborough Blvd.
Foxborough, MA 02035
Phone: (800) 343-1391
Email: sales@aemc.com
www.aemc.com

Alltec
64 Catalyst Drive
Canton, NC 28716
Phone: (828) 646-9290
Email: marketing@allteccorp.com
www.allteccorp.com

Harger Lightning & Grounding
301 Ziegler Drive
Grayslake, IL 60030
Phone: (800) 842-7437
Email: hargersales@harger.com
www.harger.com

Southwire
1 Southwire Drive
Carrollton, GA 30119
Phone: (800) 444-3100
Email: telcoflex@southwire.com
www.southwire.com

SSC
8500 West 110th St., Ste. 300
Overland Park, KS 66210
Phone: (913) 438-7700
Email: info@ssc.us.com
www.ssc.us.com
SSC is a leading provider of services to the telecommunications, development, and construction industries. Our full range of in-house services and abilities make us uniquely capable of handling all aspects of the most challenging projects. We strive hard to serve our clients, solve their problems, and communicate effectively.
see ad on page 29

Look to the HORIZON for Future LED Lighting Systems

DUAL MEDIUM INTENSITY L-864/865
Designed, Engineered & Manufactured by H&P
Single Flashhead Construction for Dual Lighting
Cutting Edge ‘Eclipse’ Optics Package*
Lightest (<18lbs) & Smallest (<13” dia.) Flashhead
Universal Input - 95-277VAC 50/60Hz
Lowest Power Consumption - 26W Day; 15W Night

*Patents Pending

Hughes & Phillips presents a complete line of cost-effective incandescent, strobe and LED obstruction lighting and controls solutions that are proven to be highly efficient and reliable with improved maintainability and longer operational life.

See ad on page 61
corners of the world including the Americas, Europe and Asia.

see ad on page 37

Southwire
1 Southwire Drive
Carrollton, GA 30119
Phone: (800) 444-3100
Email: telcoflex@southwire.com
www.southwire.com

Tessco Technologies
11266 McCormick Rd.
Hunt Valley, MD 21031
Phone: (410) 229-1165
Email: borneman@tessco.com
www.tessco.com

Tuftug Products
3434 Encrete Lane
Moraine, OH 45439
Phone: (937) 299-1213
Email: tuftug@aol.com
www.tuftug.com

Wanho
137 Mattatuck Heights
Waterbury, CT 06705
Phone: (203) 759-3744
Email: sales@wanho.com
www.wanho.com

Sun Power Technologies
3811 Perry Blvd.
Whitestown, IN 46075
Phone: (317) 769-2622
Email: roger@sunpowertech.com
www.sunpowertech.com

Sun Power Technologies manufactures wall mounted, split and custom DC powered air conditioning Systems and controllers specifically designed to meet the needs of the telecommunications industry. All products are designed to work effectively on or off grid and are optimized for solar or wind power input. Fully integrated or remote thermostat controls and dry contact output signals are standard. Internal high/low pressure and cycling protection is standard. Systems available from 3,000 BTU to 17,000 BTU in 24 and 48 volts DC.

www.sunpowertech.com

Alden Systems
10 Inverness Center Pkwy., Ste. 500
Birmingham, AL 35242
Phone: (205) 978-2430
Email: info@aldensys.com
www.aldensys.com

Alden Systems
10 Inverness Center Pkwy., Ste. 500
Birmingham, AL 35242
Phone: (205) 978-2430
Email: info@aldensys.com
www.aldensys.com
Allstate Tower
PO Box 25
Henderson, KY 42419
Phone: (270) 830-8512
Email: kroth@allstatetower.com
www.allstatetower.com
see ad on page 94

Dietz Brothers
12185 51st St. NE
Spicer, MN 56288
Phone: (320) 796-2281
Email: alan@dietzbros.net
www.dietzbros.net

Dynamic Environmental Associates
PO Box 7058
Lake Worth, FL 33466
Phone: (877) 968-4787
djermakian@dynamicenvironmental.com
www.dynamicenvironmental.com
see ad on page 51

Elevated Images
39560 Gary St., Ste. 23
Sandy, OR 97055
Phone: (503) 686-3050
Email: info@elevatedimages-llc.com
www.elevatedimages-llc.com

Harrington Tower Services
1092 Forest Drive
Benton, KY 42025
Phone: (270) 703-1098
Email: harringtontower@bellsouth.net
www.harringtontower.com

IVI Telecom Services
55 West Red Oak Lane
White Plains, NY 10604
Phone: (914) 694-9600
Email: telecom@ivi-intl.com
www.ivi-telecom.com

Northern Tower Erection
6010 E. Traverse Highway
Traverse City, MI 49684
Phone: (231) 947-6048
Email: mstevenson@speedconnect.com
www.northerntowerco.com

TWR Lighting, Inc.
Enlightened Technology

Your ONE SOURCE Solution
For LED Lighting

- Over 50,000 Worldwide Installations
- Community Friendly Proprietary Optics
- Lowest Power Consumption
  < 95 Watts Day / < 40 Watts Night
- Lowest Total Ownership Cost
- 5 Year Complete System Warranty

Office 713 973 6905 sales@twrlighting.com www.twrlighting.com
<table>
<thead>
<tr>
<th>SITE NAME</th>
<th>Captain Clean</th>
</tr>
</thead>
<tbody>
<tr>
<td>SITE OWNER</td>
<td>Crown Castle</td>
</tr>
<tr>
<td>GROUND ELEVATION</td>
<td>874 feet</td>
</tr>
<tr>
<td>STRUCTURE HEIGHT (AGL)</td>
<td>120 feet</td>
</tr>
<tr>
<td>TOWER TYPE</td>
<td>Self-supporting Lattice</td>
</tr>
<tr>
<td>LOCATION</td>
<td>Cedar Rapids, Iowa</td>
</tr>
</tbody>
</table>
inspections - insurance

Peninsula Public Safety Upfitters
1109 Resden Run
Salisbury, MD 21804
Phone: (410) 541-6640
Email: ppsu@live.com

Stainless
1140 Welsh Rd., Ste. 250
North Wales, PA 19454
Phone: (215) 631-1323
Email: ed.deetscreek@stainlessllc.com
www.stainlessllc.com

Synergy Concepts
105 Ford Lane
Hazelwood, MO 63042
Phone: (314) 591-1946
Email: swalters@synergyconceptsinc.com
www.synergyconceptsinc.com

TIME
1610 Elm St.
Hays, KS 67601
Phone: (800) 595-7794
Email: peytom@timeteam.us
www.timeteam.us

TIME brings you 27 years of experience to Structure & Load Mapping Reports. TIME has a high percentage of original drafts & geotech brought to your engineers from our field surveys. “TIME measures by the picture” and creates a “no question” report. Sample towers, buildings, water tanks, grain elevators and silos upon request.

see ad on page 94

Waterford Consultants
PO Box 2090
Ashburn, VA 20146-2090
Phone: (703) 596-1022
Email: sales@waterfordconsultants.com
www.waterfordconsultants.com

Waterford Consultants offers a wide array of professional and regulatory consulting services with expertise in AM Detuning, RF Emissions Analysis (EME), Intermodulation studies, FAA certification & filing, Site Audit / Third Party Inspection, and Structural (tower) and Appurtenance Mapping. Waterford’s nationwide team of highly respected and reputable experts are committed to providing superior, timely and budget-sensitive customer service. Let Waterford alleviate the burden and frustration of FCC compliance for you … together we will beat the competition every time.

see ad on page 43

AW Solutions
300 Crown Oak Centre Drive
Longwood, FL 32750
Phone: (407) 260-0231
Email: keith.hayer@awsolutionssnc.com
www.awsolutionssnc.com

Coleman Global Telecommunications
84 Merrill Rd.
Clifton, NJ 07012-1622
Phone: (973) 519-6416
Email: marty@colemanglobal.com
www.colemanglobal.com

Data Cell Systems
2303 Oakleaf St., Unit A
Joliet, IL 60436
Phone: (815) 741-1342
Email: bbrooks2@data-cell.com
www.data-cell.com

Data Cell Systems
500 N Loop 336 East, Ste. 106
Conroe, TX 77301
Phone: (936) 588-4964
Email: dfarquhar@data-cell.com
www.data-cell.com

Data Cell Systems
1715 Topside Rd.
Louisville, TN 37777
Phone: (865) 984-8693
Email: dtoney@data-cell.com
www.data-cell.com

Elevated Images
39560 Gary St., Ste. 23
Sandy, OR 97055
Phone: (503) 686-3050
Email: info@elevatedimages-llc.com
www.elevatedimages-llc.com

Eltek
1303 E Arapaho Rd.
Richardson, TX 75081
Phone: (469) 330-1592
Email: sales.us@eltek.com
www.eltek.com

Henkels & McCoy
985 Jolly Rd.
Blue Bell, PA 19422
Phone: (888) HENKELS
Email: bdundon@henkels.com
www.henkels.com

Integer Wireless
4040 MacArthur Blvd., Ste. 250
Newport Beach, CA 92660
Phone: (949) 468-0836
Email: llfl ores@integerwireless.com
www.integerwireless.com

Mikab
PO Box 36
Dumont, NJ 07628
Phone: (201) 387-7700
Email: bweis@mikabcorp.com
www.mikabcorp.com

Millennium Wireless Services
121 Blackburn Rd.
Irmo, SC 29063
Phone: (803) 240-7500
Email: jim.anderson@mws.us.com
www.mws.us.com

Nevada Microwave & Tower
PO Box 805
Minden, NV 89423
Phone: (775) 426-8261
Email: towerdog@charter.net
www.nmandt.com

Northern Tower Erection
6010 E. Traverse Highway
Traverse City, MI 49684
Phone: (231) 947-6048
Email: mstevenson@speedconnect.com
www.northerntowerco.com

Quanta Services
2800 Post Oak Blvd., Ste. 2600
Houston, TX 77056
Phone: (713) 629-7600
Email: questions@quantaservices.com
www.quantaservices.com

Sabre Integrated Services
800 E 96th St., Ste. 130
Indianapolis, IN 46240
Phone: (855) 747-7227
Email: dbaker@sabreindustries.com
www.sabreindustries.com

Sabre Integrated Services has experience in design, procurement, construction & maintenance of all aspects of your technical facilities. In addition we offer scheduled & demand repair & maintenance on such things as HVAC, CEV, electrical, plumbing & architectural repairs.

see ad on page 31

50 above ground level

www.agl-mag.com
SBA Communications
5900 Broken Sound Pkwy. NW
Boca Raton, FL 33487
Phone: (800) 487-SITE
Email: lhopkins@sbasite.com
www.sbasite.com
As your first choice service provider of wireless infrastructure solutions, SBA continues to set the standard for customer satisfaction by "Building Better Wireless". Clients depend on SBA to provide their wireless infrastructure needs at all stages. We focus on tower ownership, leasing, site management, site development, construction and technical services.
see ad on page 7

SCE
14102 Sullyfield Circle, Ste. 300
Chantilly, VA 20151
Phone: (410) 409-8063
Email: tbender@sceeng.com
www.sceeng.com

Spectracom
1565 Jefferson Rd., Ste. 460
Rochester, NY 14623
Phone: (585) 321-5800
Email: leisa.butler@spectracom.oralia.com
www.spectracomcorp.com
The Path Align-R is the complete test solution designed for fast, accurate microwave path alignment. Endorsed by leading wireless communications suppliers, it provides precise alignment results in about 20 minutes. No power or radios required on site. Provides proof of alignment with recorded and documented records.
see ad on page 75

Stainless
1140 Welsh Rd., Ste. 250
North Wales, PA 19454
Phone: (215) 631-1323
Email: ed.deetscreek@stainlessllc.com
www.stainlessllc.com

WesTower Communications
9961 Sidney Hayes Rd.
Orlando, FL 32824
Phone: (602) 321-6476
Email: dadickes@westower.com
www.westower.com

Amerisafe
2301 Hwy 190 W
DeRidder, LA 70634
Phone: (800) 897-9719
Email: bfejarang@amerisafe.com
www.amerisafe.com
see ad on page 67

If you are building a new tower you must comply with the National Environmental Policy Act (NEPA) and the FCC National Programmatic Agreement (NPA) for Impacts to Historic Resources. In many cases, modifications to existing towers must also comply with the NPA.
Dynamic Environmental Associates, Inc. is the Industry Recognized, Source For:
- NEPA & NPA Compliance
- ASTM Environmental Site Assessments
- Permitting, Auditing & Reporting

We have been working with the tower and wireless industries since 1993. Our track record speaks for itself.

We don’t cut corners. We cut risk.
Nationwide Toll Free 877.968.4787 info@DynamicEnvironmental.com www.DynamicEnvironmental.com
BB&T - Atlantic Risk Management
5850 Waterloo Rd., Ste. 240
Columbia, MD 21045
Phone: (410) 480-4413
Email: dsaul@atlanticrisk.com
www.atlanticrisk.com
Atlantic Risk Management is offering an insurance program endorsed by PCIA to meet the unique needs of tower owners. Property, Liability, Auto, Workers’ Compensation and Bonds are included. Contact David J. Saul, Executive Vice-President at dsaul@atlanticrisk.com

see ad on page 39

US Title Solutions
3 Werner Way
Lebanon, NJ 08833
Phone: (908) 849-3017
Email: jkudless@ustitlesolutions.com
www.ustitlesolutions.com

Midian Electronics
2302 E 22nd St.
Tucson, AZ 85713
Phone: (520) 884-7981
Email: sales@midians.com
www.midian.com

Radio Licensing Services
PO Box 22161
Milwaukee, OR 97269
Phone: (800) 304-8821
Email: radiolicensing@cuaccess.net
www.radiolicensing.com

Waterford Consultants
PO Box 2090
Ashburn, VA 20146-2090
Phone: (703) 596-1022
Email: sales@waterfordconsultants.com
www.waterfordconsultants.com
Waterford Consultants offers a wide array of professional and regulatory consulting services with expertise in AM Detuning, RF Emissions Analysis (EME), Intermodulation studies, FAA certification & filing, Site Audit / Third Party Inspection, and Structural (tower) and Appurtenance Mapping. Waterford’s nationwide team of highly respected and reputable experts are committed to providing superior, timely and budget-sensitive customer service. Let Waterford alleviate the burden and frustration of FCC compliance for you … together we will beat the competition every time.
see ad on page 43

ComSites West
2555 Third St., Ste. 200
Sacramento, CA 95818
Phone: (530) 414-4376
Email: charlie@comsiteswest.com
www.comsiteswest.com

Hughey & Phillips
240 W Twain Ave.
Urbana, OH 43078
Phone: (937) 652-3500
Email: oblighting@hugheyandphillips.com
www.oblighting.com
Hughey & Phillips provides a full line of mounting brackets, ice shields, and junction boxes for the installation of Tower Lighting equipment.
see ad on page 45
Slatercom-WCD
7905 State St.
Salem, OR 97317
Phone: (503) 581-5550
Email: info@slatercom.com
www.slatercom.com
Slatercom-WCD is a Master Integrating Dialight Tower Lighting Distributor. Extensive stocks of the new D464 Red Beacon and D1RW-008 Dual Red/White Beacon as well as RTO and 860 Series of Marker Lights are available from stock in either individual purchases or complete kit.
see ad on page 89

Specialty Tower Lighting
1630 Elmview Drive
Houston, TX 77080
Phone: (713) 722-8123
Email: www.specialtytowering.com
Specialty Tower Lighting offers a diverse line of ETL-certified and FAA-approved aviation obstruction lighting products, in stock, competitively-priced and ready to ship. STL has over 25 years experience in design, manufacturing, and installation of obstruction lighting products.
see ad on page 81

Precision Quincy
Customer focused. Engineering driven.

Looking for a long-term solution to your equipment protection problems?
The XP Series communications shelter from Precision Quincy answers the call every time:

- Steel Frame Lightweight Design
- Stone Aggregate Exterior (Faux Exteriors Available)
- Code Compliant
- Low Maintenance – 10 Year Warranty
- Customizable
- Optional 2 hr. Fire Rated Construction

Robust, enduring protection from every culprit you’ll face out there.

Precision Quincy ... Your choice for protection, quality and value.

Communication Equipment Shelters | Telecommunication Cabinets | Utility Shelters | Railroad Bungalows

Precision Quincy / 1625 West Lake Shore Dr. / Woodstock, IL / Made in USA / 800.338.0079 / www.precisionquincy.com
lighting monitoring - lightning suppression

TWR Lighting, Inc.
Enlightened Technology

TWR Lighting
4300 Windfern Rd., Ste. 100
Houston, TX 77041
Phone: (713) 973-6905
Email: sales@twrlighting.com
www.twrlighting.com

TWR’s “One Source Solution” concept incorporates the most advanced optical engineering into its Dual LED and Dual LED/Strobe technology making these lights simple to install, enables them to operate reliably under the harshest conditions and minimizes capital costs and cost of ownership. TWR Lighting 31-years of Enlightened Technology.

see ad on page 47

Unimar
Lighting & Control Solutions

Unimar
3195 Vickery Rd.
North Syracuse, NY 13212
Phone: (315) 699-4400
Email: maurita@unimar.com
www.unimar.com

Experience a new type of tower lighting company with a combined 90 years experience in FAA certified lighting. Experience our fully certified “best fit” custom integrated lighting Systems. Experience low energy consumption and reduced maintenance costs. Experience unmatched customer service and superior technical support. Experience Unimar Lighting & Control Solutions.

see ad on page 77

Weatherex

Weatherex
3457 Ringsby Court Ste. 108
Denver, CO 80216
Phone: (303) 522-4850
Email: contact@weatherexcodebeacon.com
www.weatherexcodebeacon.com

Weatherex Code Beacons and obstruction lamps are made to conform to the industry’s highest standards and engineered to meet and exceed FAA regulations. Weatherex has provided an on-line ordering system to allow you to access and order lamps anytime, anywhere in the world 24/7 to meet your needs. Register your company for access to current and past orders and to be included in promotions. Weatherex the Standard to Fly By. see ad on page 94

lighting protection

123eWireless

123eWireless
23166 Arroyo Vista
Rancho Santa Margarita, CA 92688
Phone: (949) 888-5548
Email: mflower@123ewireless.com
www.123ewireless.com

Alltec Corporation

Alltec Corporation
64 Catalyst Drive
Canton, NC 28716
Phone: (828) 646-9290
Email: marketing@allteccorp.com
www.allteccorp.com

Harger Lighting & Grounding

Harger Lighting & Grounding
301 Ziegler Drive
Grayslake, IL 60030
Phone: (800) 842-7437
Email: hargersale@harger.com
www.harger.com

Huber + Suhner

Huber + Suhner
19 Thompson Drive
Essex Junction, VT 05452
Phone: (866) 482-3778
Email: info@hubersuhner.com
www.hubersuhner.com

The Huber+Suhner group is a leading global supplier of components and Systems for electrical and optical connectivity. Our customers in communication appreciate that we are specialists with detailed knowledge of practical applications. We offer expertise in radio frequency, fiber optics and low frequency all under one roof, thus providing a unique basis for continual innovation which is focused on the FttA and PttA needs of our customers all over the world. Visit our new webpage www.wireless-infrastructure.com.

see ad on page 33

Kenwood Telecom

Kenwood Telecom
3431 Novis Pointe NW
Acworth, GA 30101
Phone: (888) 439-0500
Email: sales@kenwoodtelecom.com
www.kenwoodtelecom.com

Molex

Molex
1500 Hancel Pkwy.
Moorreesville, IN 46158
Phone: (317) 834-5600

Email: roger.kauffman@molex.com
www.molex.com

Pioneer Energy Products

Pioneer Energy Products
671 Colbert Ave.
Oil City, PA 16301
Phone: (814) 676-5688
Email: klander@yahoo.com
www.peprollc.com

Pepro is the leading manufacturer of patented shielded enclosure Systems for remote communication and mission critical applications. Over 18 years in the industry without loss or upset of radio equipment due to lightning. Providing complete site solutions and installation.

see ad on page 83

Raycap

Raycap
806 S Clearwater Loop
Post Falls, ID 83854
Phone: (208) 777-1166
Email: lisa.duckett@raycapinc.com
www.raycapsurgeprotection.com

Raycap protects mission-critical equipment such as distributed base stations and remote radio heads from damage caused by lightning and power surges. Custom enclosures, featuring Strikesorb SPDs, combine power and fiber optic cable management solutions.

Site Pro 1

Site Pro 1
15 Oser Ave.
Hauppauge, NY 11788
Phone: (888) GET-PRO1
Email: sales@getpro1.net
www.getpro1.com

Valmont Site Pro1 is the industry’s leading manufacturer /distributor of high quality wireless site components. Our broad product offering is available for same day shipping from any one of our six distribution centers located in Atlanta, Los Angeles, New York, Dallas, Plymouth IN. and Salem OR. Products include Coax Cable Accessories, Grounding Components, Ice Bridge, An-

above ground level

54
featuring everybody who’s somebody in the tower industry

Tessco Technologies
11126 McCormick Rd.
Hunt Valley, MD 21031
Phone: (410) 229-1165
Email: borneman@tessco.com
www.tessco.com

Times Microwave Systems
358 Hall Ave.
Wallingford, CT 06492
Phone: (203) 949-8429
Email: cturner@timesmicrowave.com
www.timesmicrowave.com

Wanho
137 Mattatuck Heights
Waterbury, CT 06705
Phone: (203) 759-3744
Email: sales@wanho.com
www.wanho.com
see ad on page 37

Huber + Suhner
19 Thompson Drive
Essex Junction, VT 05452
Phone: (866) 482-3778
Email: info@hubersuhner.com
www.hubersuhner.com
The Huber+Suhner group is a leading
global supplier of components and Sys-
tems for electrical and optical connectivity.
Our customers in communication appreci-
ate that we are specialists with detailed
knowledge of practical applications. We
offer expertise in radio frequency, fiber
optics and low frequency all under one
roof, thus providing a unique basis for
continual innovation which is focused on
the FttA and PttA needs of our customers
all over the world. Visit our new webpage
see ad on page 33

Molex
1500 Hancel Pkwy.
Mooresville, IN 46158
Phone: (317) 834-5600
Email: roger.kauffman@molex.com
www.molex.com

Raycap
806 S Clearwater Loop
Post Falls, ID 83854
Phone: (208) 777-1166
Email: lisa.duckett@raycapinc.com
www.raycap surgeprotection.com

Site Pro 1
15 Oser Ave.
Hauppauge, NY 11788
Phone: (888) GET-PRO1
Email: sales@getpro1.net
www.sitepro1.com
Valmont Site Pro1 is the industry’s leading
manufacturer /distributor of high quality
wireless site components. Our broad product
offering is available for same day shipping
from any one of our six distribution cen-
ters located in Atlanta, Los Angeles, New
York, Dallas, Plymouth IN. and Salem OR.
Products include Coax Cable Accessories,
Grounding Components, Ice Bridge, An-
tenna Mounts and Platforms, Guy Material,
Fiber Components and Safety to name a few. Check out our user friendly website at www.sitepro1.com.

Wanho
137 Mattatuck Heights
Waterbury, CT 06705
Phone: (203) 759-3744
Email: sales@wanho.com
www.wanho.com
see ad on page 37

Allstate Tower
PO Box 25
Henderson, KY 42419
Phone: (270) 830-8512
Email: kroth@allstatetower.com
www.allstatetower.com
see ad on page 94

Antenna ID Products
22 Bryan Wynd
Glenmoore, PA 19343
Phone: (610) 458-5575
Email: antennaid@msn.com
www.antennaid.com

Sabre Integrated Services
800 E 96th St., Ste. 130
Indianapolis, IN 46240
Phone: (855) 747-7227
Email: dbaker@sabreindustries.com
www.sabreindustries.com
see ad on page 31

Harrington Tower Services
1092 Forest Drive
Benton, KY 42025
Phone: (270) 703-1098
Email: harringtontower@bellsouth.net
www.harringtontower.com

Larson Camouflage
1624 S Euclid Ave.
Tucson, AZ 85713
Phone: (520) 294-3900
Email: info@larsoncamo.com
www.larsoncamo.com
Larson pioneered cellular camouflage with the first mono-pine cell tower in 1992 & has been leading the industry ever since. Product offerings include Pines, Palms, Elms, Cypress, Cacti, Rooftops, etc. We also refurbish trees with field installed bark, branches & fronds.

Legacy Telecommunications
PO Box 360
Burley, WA 98322
Phone: (253) 858-0214
Email: info@legacytowers.com
www.legacytowers.com

Nevada Microwave & Tower
PO Box 805
Minden, NV 89423
Phone: (775) 426-8261
Email: towerdog@charter.net
www.nmandt.com

Quanta Services
2800 Post Oak Blvd., Ste. 2600
Houston, TX 77056
Phone: (713) 629-7600
Email: questions@quantaservices.com
www.quantaservices.com

SBA Communications
5900 Broken Sound Pkwy. NW
Boca Raton, FL 33487
Phone: (800) 487-SITE
Email: lhopkins@sbasite.com
www.sbasite.com
As your first choice service provider of wireless infrastructure solutions, SBA continues to set the standard for customer satisfaction by “Building Better Wireless”. Clients depend on SBA to provide their wireless infrastructure needs at all stages. We focus on tower ownership, leasing, site management, site development, construction and technical services.

Southeastern Towers
2910 Kerry Forest Pkwy., D4-109
Tallahassee, FL 32309
Phone: (850) 445-4564
Email: todd@southeastertowers.com
www.southeastertowers.com

Stainless
1140 Welsh Rd., Ste. 250
North Wales, PA 19454
Phone: (215) 631-1323
Email: ed.deetscreek@stainlessllc.com
www.stainlessllc.com

TIME
1610 Elm St.
Hays, KS 67601
Phone: (800) 595-7794
Email: peyton@timeteam.us
www.timeteam.us
TIME brings you 27 years of experience to Structure & Load Mapping Reports. TIME has a high percentage of original drafts & geotech brought to your engineers from our field surveys. “TIME measures by the picture” and creates a “no question” report. Sample towers, buildings, water tanks, grain elevators and silos upon request.

Sabre Code Beacons
3457 Ringsby Court, Ste. 108
Denver, CO 80216
Phone: (303) 522-4850
contact@weatherexcodebeacon.com
www.weatherexcodebeacon.com
Weatherex Code Beacons and obstruction lamps are made to conform to the industry’s highest standards and engineered to meet and exceed FAA regulations. Weatherex has provided an on-line ordering system to allow you to access and order lamps anytime, anywhere in the world 24/7 to meet your needs. Register your company for access to current and past orders and to be included in promotions. Weatherex the Standard to Fly By.

Weatherex
3457 Ringsby Court, Ste. 108
Denver, CO 80216
Phone: (303) 522-4850
contact@weatherexcodebeacon.com
www.weatherexcodebeacon.com
Weatherex Code Beacons and obstruction lamps are made to conform to the industry’s highest standards and engineered to meet and exceed FAA regulations. Weatherex has provided an on-line ordering system to allow you to access and order lamps anytime, anywhere in the world 24/7 to meet your needs. Register your company for access to current and past orders and to be included in promotions. Weatherex the Standard to Fly By.

WesTower Communications
9961 Sidney Hayes Rd.
Orlando, FL 32824
Phone: (602) 321-6476
Email: dadickes@westower.com
www.westower.com

www.agl-mag.com
Tower Maps
38659 Bolington Rd.
Lovettsville, VA 20180
Phone: (540) 822-5092
Email: info@towermaps.com
www.towermaps.com
Tower and rooftop site location data in a convenient GIS format for marketing and mapping analysis. Find antenna sites from your desktop.

Esri
380 New York St.
Redlands, CA 92373
Phone: (909) 793-2853
Email: telecominfo@esri.com
www.esri.com/telecom

SoftWright
PO Box 370390
Denver, CO 80237
Phone: (303) 344-5486
Email: sales@softwright.com
www.softwright.com

January 2012

For more information please contact: Utility Service Communications • 1-800-579-7815 • Email: sitemanagement@utilitieservice.com • www.utilitieservice.com
Waterford Consultants
PO Box 2090
Ashburn, VA 20146-2090
Phone: (703) 596-1022
Email: sales@waterfordconsultants.com
www.waterfordconsultants.com
Waterford Consultants offers a wide array of professional and regulatory consulting services with expertise in AM Detuning, RF Emissions Analysis (EME), Intermodulation studies, FAA certification & filing, Site Audit / Third Party Inspection, and Structural (tower) and Appurtenance Mapping. Waterford’s nationwide team of highly respected and reputable experts are committed to providing superior, timely and budget-sensitive customer service. Let Waterford alleviate the burden and frustration of FCC compliance for you … together we will beat the competition every time.

see ad on page 43

Tower Numerics
1050 Waltham St., Ste. 430
Lexington, MA 02421
Phone: (855) TOWERNX
Email: info@towernx.com
www.towernx.com
Tower Numerics is the developer of tnx-Tower (formerly RISATower), the industry standard software for tower analysis and design.

Unimar
3195 Vickery Rd.
N Syracuse, NY 13212
Phone: (315) 699-4400
Email: maurita@unimar.com
www.unimar.com
see ad on page 77

Bard Manufacturing
1914 Randolph Drive
Bryan, OH 43506
Phone: (419) 636-1194
Email: bard@bardhvac.com
www.bardhvac.com
Bard manufactures wall-mounted air conditioners and control Systems specifically designed for the telecommunications industry. Products feature capacity upgrade units, left or right side service access, factory or field installed control options, dual unit control capabilities with high/low temperature alarms, and fresh air economizers. Find out more at www.bardhvac.com.

see ad on page 17

Communication International Teleport
12472 Lake Underhill Rd.
Orlando, FL 32828
Phone: (813) 600-1675
Email: info@communicationteleport.com
www.communicationteleport.com

Eltek
1303 E Arapaho Rd.
Richardson, TX 75081
Phone: (469) 330-1592
Email: sales.us@eltek.com
www.eltek.com

Flash Technology
Flash Technology
332 Nichol Mill Lane
Franklin, TN 37067
Phone: (615) 503-2025
Email: gayle.mason@spx.com
www.flashtechnology.com
The world leader in FAA approved aviation obstruction lighting, designed for easy installation, low power consumption and reduced maintenance with our latest in LED technology. Flash also offers component
level training, and a 24/7/365 National Operations Center. Our product solutions enable customers to obtain QLI waivers. Flash Technology-Simply the Best!
see ad on page 13

Mi-Jack Systems & Technology
3111 W 167th St.
Hazel Crest, IL 60429
Phone: (708) 225-9840
Email: sborsodi@mjst.com
www.mjst.com

Mi-Jack Systems & Technology (MJST) is an innovative manufacturer of access control products for gate access control, shelter access control and software for the audit of all activity including monitoring of key elements such as power and temperature. To learn more visit us on the web at www.mjst.com or call 877-473-2367

Opterna
44901 Falcon Place
Sterling, VA 20166
Phone: (703) 462-3566
Email: atikem.haile@opterna.com
www.opterna.com

PageTek
182-104 Wind Chime Court
Raleigh, NC 27615
Phone: (919) 518-1828
Email: Sales@pagetek.net
www.pagetek.net

RF Neulink
7610 Miramar Rd.
San Diego, CA 92126
Phone: (858) 549-6340
Email: rfnneulink@rfindustries.com
www.rfneulink.com

TASC Systems
9415-202 St.
Langley, BC V1M4B5
Phone: (604) 455-2002
Email: sdewitt@tascSystems.com
www.tascSystems.com

Telewave
660 Giguere Court
San Jose, CA 95133
Phone: (800) 331-3396
Email: sales@telewave.com
www.telewave.com

Telewave designs and manufactures infrastructure equipment for wireless communications, including antenna Systems, transmitter combiners, receiver multicouplers, duplexers, and power measurement devices.
see ad on inside front cover

Tessco Technologies
11126 McCormick Rd.
Hunt Valley, MD 21031
Phone: (410) 229-1165
Email: borneman@tessco.com
www.tessco.com

GLEN MARTIN
A Subsidiary of TWR Group
ENGINEERING EXCELLENCE IN COMMUNICATIONS, NETWORKS & STRUCTURES
(800) 486-1223 www.GLENMARTIN.com

January 2012
Unimar
3195 Vickery Rd.
N Syracuse, NY  13212
Phone: (315) 699-4400
Email: maurita@unimar.com
www.unimar.com
see ad on page 77

Sabre Site Solutions
2101 Murray St.
Sioux City, IA  51111
Phone: (866) 255-7116
Email: impleiss@sabreindustries.com
www.sabresitesolutions.com
Sabre Site Solutions’ Wireless Components and Site Accessories catalog offers everything from grounding lugs to antenna mounts to pre-engineered lightweight towers. Committed to providing the best in customer service, we offer quality products at competitive prices.
see ad on page 31

SBA Communications
5900 Broken Sound Pkwy, NW
Boca Raton, FL 33487
Phone: (800) 487-SITE
Email: lhopkins@sbasite.com
www.sbasite.com
As your first choice service provider of wireless infrastructure solutions, SBA continues to set the standard for customer satisfaction by “Building Better Wireless”. Clients depend on SBA to provide their wireless infrastructure needs at all stages. We focus on tower ownership, leasing, site management, site development, construction and technical services.
see ad on page 7

Telewave
660 Giguere Court
San Jose, CA 95133
Phone: (800) 331-3396
Email: sales@telewavecom
www.telewavecom
Telewave designs and manufactures infrastructure equipment for wireless communications, including antenna Systems, transmitter combiners, receiver mult couplers, duplexers, and power measurement devices.
see ad on inside front cover

above ground level
Wireless EDGE

We put real estate assets to work in the wireless marketplace.

- Communication Tower Opportunities:
  Access to over 50,000 miles of state roads and interstate highways, numerous properties and existing towers.
  Introducing the following relationships:
  - Ohio Department of Transportation
  - Southern Jersey Transportation Authority

- Tower Development & Management
- Landmark and Historic Properties

Wireless EDGE
270 North Avenue, Suite 809
New Rochelle, NY 10801

Tel: (914) 712-0000
Fax: (914) 712-9005
Email: Info@wirelessedge.com

www.wirelessedge.com
permit expediter - real estate services

Randy Whitehead
PO Box 402
Lexington, OK  73051
Phone: (405) 748-0257
Email: randy.whitehead@cebridge.net

Seidel Planning & Design
1240 E Schuylkill Rd.
Pottstown, PA 19465
Phone: (610) 323-8752
Email: bseidel@seidelplanning.com
www.seidelplanning.com

Wireless Edge
270 North Ave., Ste. 809
New Rochelle, NY 10801
Phone: (914) 712-0000
Email: arthur@wirelessedge.org
www.wirelessedge.com
see ad on page 61

Comba Telecom
2390 Bering Drive
San Jose, CA  95131
Phone: (408) 649-2611
anthony.mccray@comba-telecom.com
www.comba-telecom.com

Dragonwave
600-411 Legget Drive
Kanata, ON  K2K 3C9
Phone: (613) 599-9991
Email: nasales@Dragonwaveinc.com
www.dragonwaveinc.com

Edison Carrier Solutions
4900 Rivergrade Rd., Bldg. 2B1,
First Floor
Irwindale, CA 91706
Phone: (800) 634-7999
Email: carriers@sec.com
www.edisonconnect.com

Exalt Communications
580 Division St.
Campbell, CA  95008
Phone: (408) 871-1804
Email: pvlentine@exaltcom.com
www.exaltcom.com
Exalt Communications provides next-generation wireless backhaul Systems to mobile operators, service providers, government agencies, and enterprises worldwide.

PierCon Solutions
63 Beaver Brook Rd.
Lincoln Park, NJ  07035
Phone: (201) 757-2778
Email: rich.conroy@piercon.net
www.piercon.net

Radio Waves
495 R Billerica Ave.
N Billerica, MA 01862
Phone: (978) 459-8800
andy_singer@radiowavesinc.com
www.radiowavesinc.com

SoftWright
PO Box 370390
Denver, CO  80237
Phone: (303) 344-5486
Email: sales@softwright.com
www.softwright.com

Tempest Telecom Solutions
5383 Hollister Ave., Ste. 130
Santa Barbara, CA 93111
Phone: (805) 879-4840
Email: azamir@tempestelecom.com
www.tempestelecom.com
Tempest is a leading provider of infrastructure equipment and related services, helping telecom carriers and network operators build, expand and maintain their networks faster and more cost-effectively. Tempest’s solutions include: 4G deployment services and equipment, turnkey Microwave services, network expansion and upgrades, DAS and in-building wireless Systems and repair.

Tessco Technologies
11126 McCormick Rd.
Hunt Valley, MD 21031
Phone: (410) 229-1165
Email: borneman@tessco.com
www.tessco.com

Trango Systems
14118 Stove Drive, Ste. B
Poway, CA 92064
Phone: (858) 391-0010
Email: sales@trangosys.com
www.trangosys.com

Wincom Technologies
30700 Carter St., Ste. A
Solon, OH  44139
Phone: (440) 498-9510
Email: l.sandoval@wincom.com
www.winncom.com

AFL
PO Box 3127
Spartanburg, SC 29304
Phone: (615) 591-0098
Email: sales@afl global.com
www.aflglobal.com

Eltek
1303 E Arapaho Rd.
Richardson, TX 75081
Phone: (469) 330-1592
Email: sales.us@eltek.com
www.eltek.com

MTU Onsite Energy
100 Power Drive
Mankato, MN  56001
Phone: (800) 325-5450
Email: powergenregion3@mtu-online.com
www.mtu-online.com

ReliOn
15913 E Euclid Ave.
Spokane, WA  99216
Phone: (509) 228-6553
Email: fuel.cells@relion-inc.com
www.relion-inc.com

Tessco Technologies
11126 McCormick Rd.
Hunt Valley, MD 21031
Phone: (410) 229-1165
Email: borneman@tessco.com
www.tessco.com

www.agl-mag.com
AW Solutions
300 Crown Oak Centre Drive
Longwood, FL  32750
Phone: (407) 260-0231
Email: keith.hayter@awsolutionsinc.com
www.awsolutionsinc.com

Black & Veatch
10950 Grandview
Overland Park, KS  66210
Phone: (913) 458-7967
Email: bukatyk@bv.com
www.bv.com/telecommunications
B&V network infrastructure deployment/upgrade solutions include
Program/Project Management, Site Acquisition, Architecture and
Engineering, Zoning and Permitting, Tower Structural Analysis
and Mods, Procurement, Logistics, Construction and Construction
Management, and Lease Management.
see ad on page 9

CIS Communications
749 Old Ballas Rd.
Creve Coeur, MO  63141
Phone: (314) 569-2275
Email: brick@ciscomm.com
www.ciscomm.com

Dynamic Environmental Associates
PO Box 7058
Lake Worth, FL  33466
Phone: (877) 968-4787
Email: djermakian@dynamicenvironmental.com
www.dynamicenvironmental.com
see ad on page 51

Excell Communications
6247 Amber Hills Rd.
Trussville, AL  35173
Phone: (919) 771-1961
Email: scottsmith@excellcommunications.com
www.excellcommunications.com

Faulk & Foster Real Estate
1811 Auburn Ave.
Monroe, LA  71201
Phone: (318) 376-0840
Email: angela.hannon@faulkandfoster.com
www.faulkandfoster.com

Fidelity National Title
7130 Glen Forest Drive
Richmond, VA  23226
Phone: (804) 267-2218
Email: lisa.towensend-reed@fnf.com
www.clsf.fntg.com

January 2012
SSC is a leading provider of services to the telecommunications, development, and construction industries. Our full range of in-house services and abilities make us uniquely capable of handling all aspects of the most challenging projects. We strive hard to serve our clients, solve their problems, and communicate effectively.

see ad on page 29

US Title Solutions
3 Werner Way
Lebanon, NJ 08833
Phone: (908) 849-3017
Email: jkudless@ustitlesolutions.com
www.ustitlesolutions.com

William F. Collins, AIA Architects
12-1 Technology Drive
Setauket, NY 11733
Phone: (631) 252-6756
Email: paul.morris@wfcaia.com
www.wfcaia.com

Z Search Recruiting
1823 E Bittersweet Lane
Mount Prospect, IL 60056
Phone: (847) 867-9309
Email: mike@zsearchusa.com
www.linkedin.com/in/wireless2renewables

SBA Communications
5900 Broken Sound Pkwy. NW
Boca Raton, FL 33487
Phone: (800) 487-SITE
Email: lhopkins@sbasite.com
www.sbasite.com

As your first choice service provider of wireless infrastructure solutions, SBA continues to set the standard for customer satisfaction by “Building Better Wireless”. Clients depend on SBA to provide their wireless infrastructure needs at all stages. We focus on tower ownership, leasing, site management, site development, construction and technical services.

see ad on page 7

SCE
14102 Sullyfield Circle, Ste. 300
Chantilly, VA 20151
Phone: (410) 409-8063
Email: tbender@sceeng.com
www.sceeng.com

Berkshire Search Partners
62 Winding Hill Drive
Hackettstown, NJ 07840
Phone: (908) 850-6560
Email: john@berkshiresp.com
www.berkshiresp.com

Fairview Telecom
4210 E 119th Place, Ste. A
Thornton, CO 80233
Phone: (720) 766-1370
Email: pscar@ptd.net
www.linkedin.com/pub/patrick-scartelli/7/3b5/ba

Stainless
1140 Welsh Rd., Ste. 250
North Wales, PA 19454
Phone: (215) 631-1323
Email: ed.deetscreek@stainlessllc.com
www.stainlessllc.com

Comba Telecom
2390 Bering Drive
San Jose, CA 95131
Phone: (408) 649-2611
anthony.mccray@comba-telecom.com
www.comba-telecom.com

www.agl-mag.com
CommScope
3 Westbrook Corporate Center, Ste. 900
Westchester, IL 60154
Phone: (708) 236-6586
Email: tania.patrone@commscope.com
www.commscope.com/andrew

Delmarva Two-Way Radio
12636 Sunset Ave., Unit H-1
Ocean City, MD 21842
Phone: (800) 3RADIO1
mlathwood@delmarvatwoway.com

Mobile Relay Associates
15330 Vermont Ave.
Paramount, CA 90723
Phone: (323) 636-5202
Email: joyce@mra-raycom.com
www.mra-raycom.com

Telewave
660 Giguere Court
San Jose, CA 95133
Phone: (800) 331-3396
Email: sales@telewavecom
www.telewavecom
Telewave designs and manufactures infrastructure equipment for wireless communications, including antenna Systems, transmitter combiners, receiver multicopters, duplexers, and power measurement devices.

see ad on inside front cover

TRBO WEST DIGITAL NETWORK
TRBO West Digital Network
PO Box 22169
Milwaukee, OR 97269
Phone: (855) 542-3767
Email: jday@trbowest.com
www.trbowest.com
The TRBO West Digital Network is a digital voice and data two-way radio network consisting of 13 mountaintop sites and spanning over 350 miles from the Canadian border to Cottage Grove, Oregon. Unlimited talk, text, and GPS tracking for a fixed low monthly rate.

HgS Results
1440 Rolling Hills Drive
Celina, TX 75009
Phone: (972) 832-2992
Email: Harrys@hgsresults.com
www.hgsresults.com

HgS Results is a digital voice and data two-way radio network consisting of 13 mountaintop sites and spanning over 350 miles from the Canadian border to Cottage Grove, Oregon. Unlimited talk, text, and GPS tracking for a fixed low monthly rate.

TowerSource
3214 Blackwood Place
Colorado Springs, CO 80920-1475
Phone: (484) 453-8126
Email: businessconnect@towersource.com
www.towersource.com
TowerSource is an online vertical asset mar-

TRBO WEST DIGITAL NETWORK
From communication towers to wind turbines, International Tower Lighting's ILS-D1RW-008 dual LED obstruction lighting system is changing the way tall structures are lit. With the power supply housed in a single sleek stainless steel enclosure and a compact light weight flash head, installation time is reduced. Patented optics combined with the latest LED technology produce an exceptionally tight vertical beam pattern reducing ground scatter and power consumption.

The ILS-D1RW-008 uses the latest LED technology and patented optics for a low power, low ground scatter red/white medium intensity obstruction lighting solution.

research services

Fryer Marketing & Media
106 Lansdowne Court
Lansdowne, PA 19050
Phone: (610) 931-7076
January 2012
research services - rooftop enclosures

Aarcher
910 Commerce Rd.
Annapolis, MD 21401
Phone: (410) 897-9100
Email: bhandford@aarcherinc.com
www.aarcherinc.com

AM Coordination Services
PO Box 6065
Martinsburg, WV 25402
Phone: (304) 264-5941
Email: AMCoordination@aol.com
www.amcoordination.com

Bird Technologies Group / TX RX Systems
30303 Aurora Rd.
Solon, OH 44139
Phone: (440) 248-1200
Email: sales@birdrf.com
www.birdrf.com

EMF Consulting
9011 SW 15th Ave.
Portland, OR 97219
Phone: (202) 306-3820
Email: rfclleveland@gmail.com
www.rfclleveland.com

GME Supply
18 S 9th St.
Columbia, MO 65201
Phone: (718) 210-3913
Email: info@gmesupply.com
www.gmesupply.com

Narda Safety Test Solutions
435 Moreland Rd.
Hauppauge, NY 11788
Phone: (631) 231-1700
Email: nardasts@L-3com.com
www.narda-sts.us

Pinnacle Telecom Group
14 Ridgedale Ave., Ste. 20
Cedar Knolls, NJ 07927
Phone: (973) 451-1630
dancollins@pinnacletelecomgroup.com
www.pinnacletelecomgroup.com

Radio Licensing Services
PO Box 22161
Milwaukee, WI 53269
Phone: (800) 304-8821
Email: radiolicensing@cuaccess.net
www.radiolicensing.com

RFSigns.com
505 Main St.
Medfield, MA 02052
Phone: (508) 359-8833
Email: contact@rfsigns.com
www.rfsigns.com

RFSigns.com is the leading provider of RF safety signage. Signs are durable and compliant with ANSI/OSHA standards. Tower registration signs, RF safety decals, and innovative tamper resistant sign mounting hardware.

SiteSafe
200 N Glebe Rd., Ste. 1000
Arlington, VA 22203
Phone: (703) 558-2209
Email: dhalem@sitesafe.com
www.sitesafe.com

UniTech Services Group
295 Parker St.
Springfield, MA 01115
Phone: (704) 377-2010
Email: contact-us@unitech-rf.com
www.unitech-rf.com

Choose UniTech for innovative RF protection garments and tower signs. Our Naptex garments are proven in two decades of worldwide use, and are available for both rental and purchase. With 50 years in radiation protection PPE, UniTech is your best source for RF safety.

see ad on page 43

EDX Wireless
1400 Executive Pkwy.
Eugene, OR 97401
Phone: (541) 345-0019
Email: jeanie.dunn@edx.com
www.edx.com

Micronet Communications
720 F Ave., Ste. 100
Plano, TX 75074
Phone: (972) 422-7200
Email: brad@micronetcom.com
www.micronetcom.com

RFSigns.com
505 Main St.
Medfield, MA 02052
Phone: (508) 359-8833
Email: contact@rfsigns.com
www.rfsigns.com

EDX Wireless
1400 Executive Pkwy.
Eugene, OR 97401
Phone: (541) 345-0019
Email: jeanie.dunn@edx.com
www.edx.com

Micronet Communications
720 F Ave., Ste. 100
Plano, TX 75074
Phone: (972) 422-7200
Email: brad@micronetcom.com
www.micronetcom.com

RFSigns.com
505 Main St.
Medfield, MA 02052
Phone: (508) 359-8833
Email: contact@rfsigns.com
www.rfsigns.com

SoftWright
PO Box 370390
Denver, CO 80237
Phone: (303) 344-5486
Email: sales@softwright.com
www.softwright.com

Waterford Consultants
PO Box 2090
Ashburn, VA 20146-2090
Phone: (703) 596-1022
Email: sales@waterfordconsultants.com
www.waterfordconsultants.com

Waterford Consultants offers a wide array of professional and regulatory consulting services with expertise in AM Detuning, RF Emissions Analysis (EME), Intermodulation studies, FAA certification & filing, Site Audit / Third Party Inspection, and Structural (tower) and Appurtenance Mapping. Waterford’s nationwide team of highly respected and reputable experts are committed to providing superior, timely and budget-sensitive customer service. Let Waterford alleviate the burden and frustration of FCC compliance for you … together we will beat the competition every time.

see ad on page 43

Waterford Consultants
PO Box 2090
Ashburn, VA 20146-2090
Phone: (703) 596-1022
Email: sales@waterfordconsultants.com
www.waterfordconsultants.com

Waterford Consultants offers a wide array of professional and regulatory consulting services with expertise in AM Detuning, RF Emissions Analysis (EME), Intermodulation studies, FAA certification & filing, Site Audit / Third Party Inspection, and Structural (tower) and Appurtenance Mapping. Waterford’s nationwide team of highly respected and reputable experts are committed to providing superior, timely and budget-sensitive customer service. Let Waterford alleviate the burden and frustration of FCC compliance for you … together we will beat the competition every time.

see ad on page 43

above ground level
UniTech Services Group
295 Parker St.
Springfield, MA 01151
Phone: (704) 377-2010
Email: contact-us@unitech-rf.com
www.unitech-rf.com
Choose UniTech for innovative RF protection garments and tower signs. Our Naptex garments are proven in two decades of worldwide use, and are available for both rental and purchase. With 50 years in radiation protection PPE, UniTech is your best source for RF safety.
see ad on page 27

Eltek
1303 E Arapaho Rd.
Richardson, TX 75081
Phone: (469) 330-1592
Email: sales.us@eltek.com
www.eltek.com

Engineered Endeavors
10975 Kinsman Rd.
Newbury, OH 44065-9787
Phone: (440) 564-5484
Email: jsyslo@engend.com
www.engend.com
Engineered Endeavors is a recognized leader in the design and supply of wireless antenna structures including monopoles, disguised structures, pine trees, flagpoles and all types of rooftop concealment. EEI offers in-house engineering services in all 50 states.
see ad on page 79

Hi Tech Composite Structures
PO Box 609
Redmond, OR 97756
Phone: (541) 548-0812
Email: carrie@hitechcomposites.com
www.hitechcomposites.com
We are a full service provider of RF friendly concealment Systems with in-house engineering and design capabilities. Our main goal is to provide you with a high quality product, in a timely fashion within your budgetary goals. Contact us today to help with all your concealment needs.
see ad on page 71

Larson Camouflage
1624 S Euclid Ave.
Tucson, AZ 85713
Phone: (520) 294-3900
Email: info@larsoncamo.com
www.larsoncamo.com

Peabody Concealment
13435 Estelle St.
Corona, CA 92879
Phone: (951) 734-7711
Email: mark@etanks.com
www.peabodyconcealment.com

Precision Quincy
1625 West Lake Shore Drive
Woodstock, IL 60098
Phone: (815) 338-2675
Email: ppqsales@precisionquincy.com
www.precisionquincy.com
Precision Quincy Corp. manufactures equipment shelters designed to meet the ever changing equipment protection needs of the Mobile Communications, Public Safety/Municipal, Government/DHS and Transportation sectors. All shelters are prefabricated or modular and boast of a superior build quality. All shelters carry a ten year product warranty and guarantee compliance with all codes, programs, specifications and zones.
see ad on page 53

Purcell Systems
16125 E Euclid Ave.
Spokane, WA 99216
Phone: (509) 755-0341
Email: marketing@purcellSystems.com
www.purcellsystems.com

Reliant Shelters
58120 County Rd. 3 S
Elkhart, IN 46517
Phone: (574) 295-1214
Email: tfe@mobilemodular.com
see ad on page 94
rooftop enclosures - site construction

Stealth Concealment Solutions
6549 Fain Blvd.
N Charleston, SC 29406
Phone: (843) 207-8000
Email: cindywishart@stealthsite.com
www.stealthsite.com

Connect-It Wireless
210 Commerce Way, Ste. C
Jupiter, FL 33458
Phone: (866) 781-1300
Email: alisa@connectitwireless.net
www.connectitwireless.net

Pinnacle Telecom Group
14 Ridgedale Ave., Ste. 20
Cedar Knolls, NJ 07927
Phone: (973) 451-1630
dancollins@pinnacletelecomgroup.com
www.pinnacletelecomgroup.com

PK Safety Supply
2005 Clement Ave.
Alameda, CA 94501
Phone: (510) 337-8880
Email: curtis@pksecurity.com
www.pksecurity.com

Wanho
137 Mattatuck Heights
Waterbury, CT 06705
Phone: (203) 759-3744
Email: sales@wanho.com
www.wanho.com

see ad on page 37

Winncom Technologies
30700 Carter St., Ste. A
Solon, OH 44139
Phone: (440) 498-9510
Email: l.sandoval@winncom.com
www.winncom.com

Fibergrate Composite Structures
5151 Beltline Rd., Ste.1212
Dallas, TX 75254
Phone: (800) 527-4043
Email: info@fibergrate.com
www.fibergrate.com

fieldSENSE USA
PO Box 30014
Columbia, MO 65205
Phone: (312) 260-6055
Email: info@fieldsenseusa.com
www.fieldsense.com

The fieldSENSE personal RF monitor is designed specifically for the mobile industry. It’s a cost effective solution ideal for all personnel working in the vicinity of transmitting cellular antennas.”

see ad on page 69

FrenchCreek Production
626 13th St.
Franklin, PA 16323
Phone: (877) 228-9327
Email: fcp@velocity.net
www.frenchcreekproduction.com

GME Supply
1805 Burlington St.
Columbia, MO 65202
Phone: (800) 940-6762
Email: info@gmesupply.com
www.gmesupply.com

GME Supply Company is your complete source for safety gear, rigging, grounding, tower coatings, professional tools, and industrial products for the tower industry.
Choose UniTech for innovative RF protection garments and tower signs. Our Naptex garments are proven in two decades of worldwide use, and are available for both rental and purchase. With 50 years in radiation protection PPE, UniTech is your best source for RF safety.

see ad on page 27

Mi-Jack Systems & Technology
3111 W 167th St.
Hazel Crest, IL 60429
Phone: (708) 225-9840
Email: sborsodi@mjst.com
www.mjst.com
Mi-Jack Systems & Technology (MJST) is an innovative manufacturer of access control products for gate access control, shelter access control and software for the audit of all activity including monitoring of key elements such as power and temperature. To learn more visit us on the web at www.mjst.com or call 877-473-2367

Videx CyberLock Solutions
1105 NE Circle Blvd.
Corvallis, OR 97330
Phone: (541) 738-5500
Email: sales@videx.com
www.videx.com/lock1133

Crown Castle
2000 Corporate Drive
Canonsburg, PA 15317
Phone: (724) 416-2401
Email: paul.gannon@crowncastle.com
www.crowncastle.com
Crown Castle is a leader in the shared infrastructure industry and one of the country’s largest owners and operators of towers, rooftops and DAS networks. We have the local resources to provide comprehensive site development services - including site acquisition, engineering, zoning and permitting, and construction -designed to provide flexible solutions for customers.

AW Solutions
300 Crown Oak Centre Drive
Longwood, FL 32750
Phone: (407) 260-0231
Email: keith.hayter@awsolutionsinc.com
www.awsolutionsinc.com

Coleman Global Telecommunications
84 Merrill Rd.
Clifton, NJ 07012-1622
Phone: (973) 519-6416
Email: marty@colemanglobal.com
www.colemandglobal.com

security

Crown Castle
2000 Corporate Drive
Canonsburg, PA 15317
Phone: (724) 416-2401
Email: paul.gannon@crowncastle.com
www.crowncastle.com
Crown Castle is a leader in the shared infrastructure industry and one of the country’s largest owners and operators of towers, rooftops and DAS networks. We have the local resources to provide comprehensive site development services - including site acquisition, engineering, zoning and permitting, and construction -designed to provide flexible solutions for customers.

AW Solutions
300 Crown Oak Centre Drive
Longwood, FL 32750
Phone: (407) 260-0231
Email: keith.hayter@awsolutionsinc.com
www.awsolutionsinc.com

Mi-Jack Systems & Technology
3111 W 167th St.
Hazel Crest, IL 60429
Phone: (708) 225-9840
Email: sborsodi@mjst.com
www.mjst.com
Mi-Jack Systems & Technology (MJST) is an innovative manufacturer of access control products for gate access control, shelter access control and software for the audit of all activity including monitoring of key elements such as power and temperature. To learn more visit us on the web at www.mjst.com or call 877-473-2367

Videx CyberLock Solutions
1105 NE Circle Blvd.
Corvallis, OR 97330
Phone: (541) 738-5500
Email: sales@videx.com
www.videx.com/lock1133

Crown Castle
2000 Corporate Drive
Canonsburg, PA 15317
Phone: (724) 416-2401
Email: paul.gannon@crowncastle.com
www.crowncastle.com
Crown Castle is a leader in the shared infrastructure industry and one of the country’s largest owners and operators of towers, rooftops and DAS networks. We have the local resources to provide comprehensive site development services - including site acquisition, engineering, zoning and permitting, and construction -designed to provide flexible solutions for customers.
Data Cell Systems
500 N Loop 336 East, Ste. 106
Conroe, TX 77301
Phone: (936) 588-4964
Email: dfarquhar@data-cell.com
www.data-cell.com

Data Cell Systems
1715 Topside Rd.
Louisville, TN 37777
Phone: (865) 984-8693
Email: dtoney@data-cell.com
www.data-cell.com

Day Wireless Systems
4700 SE International Way
Milwaukee, OR 97222
Phone: (503) 659-1240
Email: sites@daywireless.com
www.daywireless.com

Day Wireless Systems was founded in 1969. It has 26 offices and 190 towers in 7 Western states. We specialize in colocation, site management, tower construction, engineering, system design, sales, and service. We are the largest full service wireless integrator on the West coast.

Edison Carrier Solutions
4900 Rivergrade Rd., Bldg. 2B1,
First Floor
Irwindale, CA 91706
Phone: (800) 634-7999
Email: carriers@sce.com
www.edisonconnect.com

Elevated Images
39560 Gary St., Ste. 23
Sandy, OR 97055
Phone: (503) 686-3050
Email: info@elevatedimages-llc.com
www.elevatedimages-llc.com

Legacy Telecommunications
PO Box 360
Burley, WA 98322
Phone: (253) 858-0214
Email: info@legacytowers.com
www.legacytowers.com

Sabre Industries
Sabre Turnkey Solutions
555 Enterprise Drive
Edmond, OK 73013
Phone: (405) 216-0555
Email: lburns@sabreindustries.com
www.sabreturnkeysolutions.com

Sabre Turnkey Solutions offers turnkey construction and site development services including real estate acquisition, zoning and permitting, engineering and project coordination, site construction, material procurement, and project warehousing and control. See ad on page 29

SBA Communications
5900 Broken Sound Pkwy, NW
Boca Raton, FL 33487
Phone: (800) 487-SITE
Email: lhopkins@sbasite.com
www.sbasite.com

As your first choice service provider of wireless infrastructure solutions, SBA continues to set the standard for customer satisfaction by “Building Better Wireless”. Clients depend on SBA to provide their wireless infrastructure needs at all stages. We focus on tower ownership, leasing, site management, site development, construction and technical services. See ad on page 7

SCE
14102 Sullyfield Circle, Ste. 300
Chantilly, VA 20151
Phone: (410) 409-8063
Email: tbender@sceeng.com
www.sceeng.com

SSC
8500 West 110th St., Ste. 300
Overland Park, KS 66210
Phone: (913) 438-7700
Email: info@ssc.us.com
www.ssc.us.com

SSC is a leading provider of services to the telecommunications, development, and construction industries. Our full range of in-house services and abilities make us uniquely capable of handling all aspects of the most challenging projects. We strive hard to serve our clients, solve their problems, and communicate effectively.

Synergy Concepts
105 Ford Lane
Hazletwood, MO 63042
Phone: (314) 591-1946
Email: swalters@synergyconceptssinc.com
www.synergyconceptssinc.com

Velocitel
2415 Campus Drive, Ste. 200
Irvine, CA 92612
Phone: (847) 778-0879
Email: k.crosnowski@velocitel.com
www.velocitel.com

Westtower Communications
9961 Sidney Hayes Rd.
Orlando, FL 32824
Phone: (602) 321-6476
Email: dadiekes@westtower.com
www.westtower.com

Williance Resources
Hamlyn Rd. Plaza, Ste. 422, Unit 50
St. John’s, NL A1C 5X7
Phone: (709) 745-6512
Email: shawn.williams@nf.sympatico.ca
www.williance.com

17 Mile
PO Box 826
Ardmore, PA 19003
Phone: (610) 613-6927
Email: mark@17mile.net
www.17mile.net

American Tower
116 Huntington Ave., 11th Floor
Boston, MA 02116
Phone: (877) ATC-SITE
Email: customer.relations@americantower.com
www.americantower.com

70 above ground level

See ad on page 31
American Tower is a leading provider of wireless and broadcast communications infrastructure. Our solutions include over 21,000 wireless and broadcast towers, 3,500 managed properties, in-building and outdoor DAS networks and services that speed network deployment.

**Beacon Towers**  
3301 Salterbeck St., Ste. 200  
Mount Pleasant, SC 29466-7165  
Phone: (843) 324-9731  
Email: martind@vitessewireless.com

**Collective Solutions**  
1736 Westpark Center Drive, Ste. 201  
St. Louis, MO 63026  
Phone: (314) 989-9810  
Email: mike@collectivesolutions.com  
www.collectivesolutions.com

**CIS Communications**  
749 Old Ballas Rd.  
Creve Coeur, MO 63141  
Phone: (314) 569-2275

**ClearShot Communications**  
5 Great Valley Pkwy.  
Malvern, PA 19343  
Phone: (484) 888-8859  
Email: bkd@clearshotcom.com  
www.clearshotcom.com

**ComSites West**  
2555 Third St., Ste. 200  
Sacramento, CA 95818  
Phone: (530) 414-4376  
Email: charlie@comsiteswest.com  
www.comsiteswest.com

**CW Solutions**  
3 Lyle Farm Lane  
Millstone Township, NJ 08535  
Phone: (201) 317-0143  
Email: scurtis@cwcsi.com  
www.cwcsi.com

**Deborah Baker Site Acquisition Services**  
1835 O’Hara Lane  
Middletown, PA 17057  
Phone: (717) 497-3197  
Email: baker.deborah@comcast.net

**Excell Communications**  
6247 Amber Hills Rd.  
Trussville, AL 35173  
Phone: (919) 771-1961  
scottsmith@excellcommunications.com  
www.excellcommunications.com

**Faulk & Foster Real Estate**  
1811 Auburn Ave.  
Monroe, LA 71201  
Phone: (318) 376-0840  
Email: angela.hannon@faulkandfoster.com  
www.faulkandfoster.com

**Heartland Tower**  
PO Box 5307  
Topeka, KS 66605  
Phone: (785) 266-3999  
Email: agl@heartlandtower.com  
www.heartlandtower.com

**LAB Development**  
18 Wallace Grove Lane  
Milford, OH 45150  
Phone: (513) 236-0356  
Email: dbartsch@labdevelopment.com  
www.labdevelopment.com

---

**HICs**  
**Hi-Tech Composite Structures, Inc.**  
www.hitechcomposites.com

HTCS has a 15 year track record of providing High quality RF transparent concealment structures Nationwide - active in markets from Long Beach, California to Long Island, New York. Our product offerings are wide-ranging from Parapet walls, Rooftop structures, Radomes, Water Tanks and Flagpoles to sophisticated Cupolas and Church Steeple reproductions. Unique features and textures are available which include faux brick, stonework faces, clock towers, wood/metal siding reproductions, aged surfaces and much more. Contact Us today for your concealment needs.

*Sales@hitechcomposites.com*

**PH:** 541.584.0812  
**FAX:** 541.548.0816

---

January 2012
site management & acquisition - solar power

Lockard & White
1B W Bronze Lane
Bryan, TX 77807
Phone: (281) 586-0574
Email: www.lockardandwhite.com

Pacific Telecom Services
3199C Airport Loop Drive
Costa Mesa, CA 92626
Phone: (949) 244-3558
Email: ahellmich@ptswa.com
www.ptswa.com

Peppertree Capital
86 West Street
Chagrin Falls, Ohio 44022
Phone: (440) 528-0333
www.peppertreefund.com

PierCon Solutions
63 Beaver Brook Rd.
Lincoln Park, NJ 07035
Phone: (201) 757-2778
Email: rich.conroy@piercon.net
www.piercon.net

RealCom Associates
14432 SE Eastgate Way, Ste. 260
Bellevue, WA 98007
Phone: (206) 757-2778
Email: jevans@realcomassoc.com
www.realcomassoc.com

RJR Wireless
23501 Park Sorrento, Ste. 218
Calabasas, CA 91302-1381
Phone: (818) 222-7483
Email: jhoward@taeng.com
www.towermaps.com

SBA Communications
5900 Broken Sound Pkwy, NW
Boca Raton, FL 33487
Phone: (800) 487-SITE
Email: lhopkins@sbasite.com
www.sbasite.com

Tower Economics
700 Route 130 North, Ste. 204
Cinnaminson, NJ 08077
Phone: (856) 786-7200
Email: len@towerconomics.com
www.towerconomics.com

Subcarrier Communications
139 White Oak Lane
Old Bridge, NJ 08877
Phone: (732) 607-2828
Email: subcom1@subcarrier.com
www.subcarrier.com

Subcarrier Communications is a provider of telecommunication sites and services throughout the United States. The company’s primary business is leasing antenna space on its multi-tenant towers and exclusively managed building rooftops.

see ad on back cover

Technical Associates of GA
12276 San Jose Blvd., Ste. 427
Jacksonville, FL 32223
Phone: (904) 696-0779
Email: jhoward@taeng.com
www.technicalassociates.com/Page3372.aspx

Tower Maps
38659 Bolington Rd.
Lovettsville, VA 20180
Phone: (540) 822-5902
Email: info@towermaps.com
www.towermaps.com

Tower and rooftop site location data in a convenient GIS format for marketing and mapping analysis. Find antenna sites from your desktop.

see ad on page 7

Subcarrier Communications

TowerSource
3214 Blackwood Place
Colorado Springs, CO 80920-1475
Phone: (484) 453-8126
Email: businessconnect@towersource.com
www.towersource.com

TowerSource is an on line vertical asset market exchange firm which offers customizable dedicated portals which serves as a clearinghouse providing, listing, location, mapping, ownership details and data mining specific to vertical assets used in the telecommunications industry.

see ad on page 15

Tower Innovations
107 Dunbar Ave., Ste. E
Oldsmar, FL 34677
Phone: (813) 815-8766
Email: bruce@towerinnovationsinc.com
www.towerinnovationsinc.com

TowerCo
5000 ValleySt. One Drive
Cary, NC 27519
Phone: (919) 469-5559
Email: lboyer@towerco.com
www.towerco.com

Founded in 2004, TowerCo is the fifth largest independent tower company with over 3,200 towers nationwide. TowerCo is also a premier provider of build-to-suit services to national and regional wireless carriers with an emphasis on simplicity and flexibility.

see ad on inside back cover
Utility Service Communications
535 Courtney Hodges Blvd.
Perry, GA 31069
Phone: (800) 679-7819
Email: www.utilityservice.com
Utility Service Communications specializes in Site Marketing and Management for wireless facilities on water tank sites. We provide Tech Services including tank mapping, structural analysis and A and E drawings. see ad on page 57

Vasu Communications
2432 Ridgeland Drive
Avon, OH 44011
Phone: (440) 934-5268
Email: donnar@vasucom.com
www.vasucom.com

Velocitel
2415 Campus Drive, Ste. 200
Irvine, CA 92612
Phone: (847) 778-0879
Email: k.czosnowski@velocitel.com
www.velocitel.com

Wireless Site Services
PO Box 24377
Knoxville, TN 37933
Phone: (865) 659-7001
Email: cburton@wirelesssitesolutions.net
www.wirelesssitesolutions.net
see ad on page 57

Wireless EDGE
270 North Ave., Ste. 809
New Rochelle, NY 10801
Phone: (914) 712-0000
Email: arthur@wirelessedge.org
www.wirelessedge.com
Wireless EDGE is a premier provider of network implementation services & strategic tower sites. Nationwide services include: tower development, site management, development of cell sites & satellite terrestrial repeaters, special projects. We specialize in development & permitting of antenna sites on landmark & historic properties. see ad on page 61

Eltek
1303 E Arapaho Rd.
Richardson, TX 75081
Phone: (469) 330-1592
Email: sales.us@eltek.com
www.eltek.com

Sabre Building Systems by CellXion
5031 Hazel Jones Rd.
Bossier City, LA 71111
Phone: (318) 213-2823
Email: dschoonover@sabreindustries.com
www.sabreindustries.com
Sabre Building Systems by CellXion designs and manufactures concrete, structural steel and ultra-light aluminum shelters. Utilized across several industries, they are designed for a variety of applications. We also provide customized equipment integration services. see ad on page 31
Solar Communications
8885 Rio San Diego Drive, Ste. 207
San Diego, CA 92108
Phone: (619) 243-2750
Email: rrenfro@rftransparent.com
www.rftransparent.com
Solar Communications International offers an array of concealment products and services for integrating wireless infrastructure into the community character. Making SCI products the ideal choice in any setting.

Sun Power Technologies
3811 Perry Blvd.
Whitestown, IN 46075
Phone: (317) 769-2622
Email: roger@sunpowertech.com
www.sunpowertech.com
Sun Power Technologies manufactures wall mounted, split and custom DC powered air conditioning Systems and controllers specifically designed to meet the needs of the telecommunications industry. All products are designed to work effectively on or off grid and are optimized for solar or wind power input. Fully integrated or remote thermostat controls and dry contact output signals are standard. Internal high/low pressure and cycling protection is standard. Systems available from 3,000 BTU to 17,000 BTU in 24 and 48 volts DC.

Tessco Technologies
11126 McCormick Rd.
Hunt Valley, MD 21031
Phone: (410) 229-1165
Email: borneman@tessco.com
www.tessco.com

Phoenix Contact
586 Fulling Mill Rd.
Middletown, PA 17057
Phone: (800) 888-7388
Email: info@phoenixcontact.com
www.phoenixcontact.com

Raycap
806 S Clearwater Loop
Post Falls, ID 83854
Phone: (208) 777-1166
Email: lisa.duckett@raycapinc.com
www.raycapsurgeprotection.com

Aero Solutions
5500 Flaitron Pkwy., Ste. 100
Boulder, CO 80301
Phone: (720) 304-6882
Email: jlockwood@aerosolutionsllc.com
www.aerosolutionsllc.com
Aero Solutions is a national leader in providing safe state-of-the-art monopole/tower structural reinforcing Systems, lightweight support structures and colocation services. All products and services are supported by licensed engineers and project managers. see ad on page 85

Hanson Pipe & Precast
300 E John Carpenter Freeway
Irving, TX 75062
Phone: (704) 752-4740
Email: info@hansontipeandprecast.com
www.hansontipeandprecast.com
Hanson’s Precast Chain Wall Foundation provides a structurally sound, on-grade or elevated foundation to support your prefabricated shelter or equipment building. The chain wall arrives at the job site ready to be installed, no forms, pouring or curing time and is not reliant on weather. see ad on page 63

Magnemount - Metal & Cable
9337 Ravenna Rd., Unit C
Twinsburg, OH 44087
Phone: (330) 963-7909
Email: david@metal-cable.com
www.metal-cable.com

Alltec Corporation
64 Catalyst Drive
Canton, NC 28716
Phone: (828) 646-9290
Email: marketing@allteccorp.com
www.allteccorp.com

Concepts To Operations
801 Compass Way, Ste. 217
Annapolis, MD 21401
Phone: (410) 224-8911
Email: a.calderon@concepts2ops.com
www.concepts2ops.com

Distributed Wireless Group
587 N Ventu Park Rd., Ste. E221
Newbury Park, CA 91320
Phone: (805) 768-4121
craig.stanziano@distributed-wireless.com
www.distributed-wireless.com

ExteNet Systems
3030 Warrenville Rd., Ste. 340
Lisle, IL 60532
Phone: (630) 505-3800
Email: jdavis@extenetsystems.com
www.extenetsystems.com

MCN Cabling
PO Box 209
Saskatoon, SK S7K 3K4
Phone: (306) 664-6262
Email: sales@mcncabling.com
www.mcncabling.com

Micronet Communications
720 F Ave., Ste. 100
Plano, TX 75074
Phone: (972) 422-7200
Email: brad@micronetcom.com
www.micronetcom.com
PierCon Solutions
63 Beaver Brook Rd.
Lincoln Park, NJ 07035
Phone: (201) 757-2778
Email: rich.conroy@piercon.net
www.piercon.net

Quanta Services
2800 Post Oak Blvd., Ste. 2600
Houston, TX 77056
Phone: (713) 629-7600
Email: questions@quantaservices.com
www.quantaservices.com

Sabre Integrated Services
800 E 96th St., Ste. 130
Indianapolis, IN 46240
Phone: (855) 747-7227
Email: dbaker@sabreindustries.com
www.sabreindustries.com
Sabre Integrated Services has experience in design, procurement, construction & maintenance of all aspects of your technical facilities. In addition we offer scheduled & demand repair & maintenance on such things as HVAC, CEV, electrical, plumbing & architectural repairs.
see ad on page 31

SCCI
7172 Regional St., Unit 260
Dublin, CA 94568
Phone: (925) 829-9337
Email: info@sccicom.com
www.sccicom.com

Telewave
660 Giguer Court
San Jose, CA 95133
Phone: (800) 331-3396
Email: sales@telewavecom
www.telewavecom
Telewave designs and manufactures infrastructure equipment for wireless communications, including antenna Systems, transmitter combiners, receiver multicopters, duplexers, and power measurement devices.
see ad on inside front cover

Waterford Consultants
PO Box 2090
Ashburn, VA 20146-2090
Phone: (703) 596-1022
Email: sales@waterfordconsultants.com
www.waterfordconsultants.com
Waterford Consultants offers a wide array of professional and regulatory consulting services with expertise in AM Detuning, RF Emissions Analysis (EME), Intermodulation studies, FAA certification & Bling, Site Audit / Third Party Inspection, and Structural (tower) and Appurtenance Mapping. Waterford’s nationwide team of highly respected and reputable experts are committed to providing superior, timely and budget-sensitive customer service. Let Waterford alleviate the burden and frustration of FCC compliance for you … together we will beat the competition every time.
see ad on page 43

AFL
PO Box 3127
Spartanburg, SC 29304
Phone: (615) 591-0098
Email: sales@afl global.com
www.afl global.com

Integer Wireless
4040 MacArthur Blvd., Ste. 250
Newport Beach, CA 92660
Phone: (949) 468-0836
Email: illores@integerwireless.com
www.integerwireless.com

MCN Cabling
PO Box 209
Saskatoon, SK S7K 3K4
Phone: (306) 664-6262
Email: sales@mcncabling.com
www.mcncabling.com

PATH ALIGN-R™
- Accurate microwave alignments in 20 minutes
- No power or radio required on site
- Full duplex communication
- Document and verify alignments
- New features: Dragonwave and Ceragon adaptors, cold pack battery, 15 GHz

SPECTRACOM
Synchronizing Critical Operations™
Phone: 585.321.5800
sales@spectracomcorp.com www.spectracomcorp.com
Millennium Wireless Services
121 Blackburn Rd.
Irmo, SC  29063
Phone: (803) 240-7500
Email: jim.anderson@mws.us.com
www.mws.us.com

NextG Networks
890 Tasman Drive
Milpitas, CA  95035-7439
Phone: (805) 499-9369
Email: dhilberman@nextgnetworks.net
www.nextgnetworks.net

NextG Networks is a leader in outdoor Small-Cell Solutions (SCS), using fiber-fed SCS to operate carrier-class wireless networks. NextG designs, permits, builds, operates, owns, and manages fiber-fed SCS. NextG deploys its SCS Systems by attaching aesthetic fiber-fed telecommunications equipment to existing public way infrastructure, such as utility poles and street light poles. NextG’s SCS are frequency- and protocol-neutral, enabling them to support multiple wireless carriers, services, and technologies.

Sabre Integrated Services
Integrated Services
800 E 96th St., Ste. 130
Indianapolis, IN  46240
Phone: (855) 747-7227
Email: dbaker@sabreindustries.com
www.sabreindustries.com

Sabre Integrated Services has experience in design, procurement, construction & maintenance of all aspects of your technical facilities. In addition we offer scheduled & demand repair & maintenance on such things as HVAC, CEV, electrical, plumbing & architectural repairs.

The Huber+Suhner group is a leading global supplier of components and Systems for electrical and optical connectivity. Our customers in communication appreciate that we are specialists with detailed knowledge of practical applications. We offer expertise in radio frequency, fiber optics and low frequency all under one roof, thus providing a unique basis for continual innovation which is focused on the FttA and PttA needs of our customers all over the world. Visit our new webpage www.wireless-infrastructure.com.

Huber + Suhner
19 Thompson Drive
Essex Junction, VT 05452
Phone: (866) 482-3778
Email: info@hubersuhner.com
www.hubersuhner.com

The Huber+Suhner group is a leading global supplier of components and Systems for electrical and optical connectivity. Our customers in communication appreciate that we are specialists with detailed knowledge of practical applications. We offer expertise in radio frequency, fiber optics and low frequency all under one roof, thus providing a unique basis for continual innovation which is focused on the FttA and PttA needs of our customers all over the world. Visit our new webpage www.wireless-infrastructure.com.

see ad on page 33

Quanta Services
2800 Post Oak Blvd., Ste.2600
Houston, TX  77056
Phone: (713) 629-7600
Email: questions@quantaservices.com
www.quantaservices.com

RF Connectors
7610 Miramar Rd.
San Diego, CA  92126
Phone: (858) 549-6340
Email: rfi@rfindustries.com
www.rfcoaxconnectors.com

Rosenberger Site Solutions
PO Box 4267
Lake Charles, LA  70606
Phone: (337) 598-5250
Email: rlss@rlss.us
www.rlss.us

FieldSENSE USA
PO Box 30014
Columbia, MO  65205
Phone: (312) 260-6055
Email: info@fieldsenseusa.com
www.fieldsense.com

FieldSENSE is a personal RF monitor designed specifically for the mobile industry. It’s a cost effective solution ideal for all personnel working in the vicinity of transmitting cellular antennas.

see ad on page 69

Anritsu
490 Jarvis Drive
Morgan Hill, CA  95037-2809
Phone: (800) 267-4878
Email: marcom@anritsu.com
www.anritsu.com

Anritsu operates, owns, and manages fiber-fed SCS to operate carrier-class wireless networks. Anritsu designs, permits, builds, operates, owns, and manages fiber-fed SCS. Anritsu deploys its SCS Systems by attaching aesthetic fiber-fed telecommunications equipment to existing public way infrastructure, such as utility poles and street light poles. Anritsu’s SCS are frequency- and protocol-neutral, enabling them to support multiple wireless carriers, services, and technologies.

AEMC Instruments
200 Foxborough Blvd.
Foxborough, MA  02035
Phone: (800) 343-1391
Email: sales@aemc.com
www.aemc.com

AEMC Instruments offers a wide range of testing & measurement equipment to wireless service providers, communities and in-building venues across the United States.

Bird Technologies Group / TX RX Systems
30303 Aurora Rd.
SOLON, OH  44139
Phone: (440) 248-1200
Email: sales@birdrf.com
www.birdrf.com

Bird Technologies Group offers a complete line of RF and microwave components, test equipment, systems & services.

Distributed Wireless Group
587 N Ventu Park Rd., Ste. E221
Newbury Park, CA  91320
Phone: (805) 768-4121
Email: craig_stanziano@distributed-wireless.com
www.distributed-wireless.com

Distributed Wireless Group’s equipment and services include the design, installation and operation of FttA and PttA wireless systems. Distributed Wireless Group specializes in radio frequency, fiber optics and low frequency all under one roof, thus providing a unique basis for continual innovation which is focused on the FttA and PttA needs of our customers all over the world. Visit our new webpage www.wireless-infrastructure.com.

Huber + Suhner
Spectracom
1565 Jefferson Rd., Ste. 460
Rochester, NY 14623
Phone: (585) 321-5800
Email: leisa.butler@spectracom.orolia.com
www.spectracomcorp.com
The Path Align-R is the complete test solution designed for fast, accurate microwave path alignment. Endorsed by leading wireless communications suppliers, it provides precise alignment results in about 20 minutes. No power or radios required on site. Provides proof of alignment with recorded and documented records.
see ad on page 75

Telewave
660 Giguere Court
San Jose, CA 95133
Phone: (800) 331-3396
Email: sales@telewavecom
www.telewavecom
Telewave designs and manufactures infrastructure equipment for wireless communications, including antenna Systems, transmitter combiners, receiver multicouplers, duplexers, and power measurement devices.
see ad on inside front cover

Tessco Technologies
11126 McCormick Rd.
Hunt Valley, MD 21031
Phone: (410) 229-1165
Email: borneman@tessco.com
www.tessco.com

Times MicrowaveSystems
358 Hall Ave.
Wallingford, CT 06492
Phone: (203) 949-8429
Email: cturner@timesmicrowavecom
www.timesmicrowavecom

3M Communication Markets Division
6801 River Place Blvd., A130-2N-14
Austin, TX 78726
Phone: (800) 426-8688
Email: commtech@3Mcom
www.mmm.com/telecom

Crystal Flash Energy
1754 Alpine NW
Grand Rapids, MI 49504
Phone: (616) 447-3572
Email: haroldc@crystalflash.com
www.crystalflash.com

Elk River
PO Box 1770
Cullman, AL 35056-1770
Phone: (800) 633-3954
Email: sherry@elkriver.com
www.elkriver.com

fieldSENSE USA
PO Box 30014
Columbia, MO 65205
Phone: (312) 260-6055
Email: info@fieldsenseusa.com
www.fieldsense.com

The fieldSENSE personal RF monitor is designed specifically for the mobile industry. It’s a cost effective solution ideal for all personnel working in the vicinity of transmitting cellular antennas.”
see ad on page 67

GME Supply
1805 Burlington St.
Columbia, MO 65202
Phone: (800) 940-6762
Email: info@gmesupply.com
www.gmesupply.com
GME Supply is your complete source for safety gear, rigging, grounding, tower coatings, professional tools, and industrial products for the tower industry.

UNIMAR
Leading the Industry in LED Lighting

Delivering FAA certified LED lighting systems since 1999
Knowledge and experience for robust designs
Systems in stock for immediate delivery

www.unimar.com

January 2012
tools and supplies - tower lights

Kenwood Telecom
3431 Novis Pointe NW
Acworth, GA 30101
Phone: (888) 439-0500
Email: www.kenwoodtelecom.com

Elk River
PO Box 1770
Cullman, AL 35056-1770
Phone: (800) 633-3954
Email: sherry@elkriver.com
www.elkriver.com

ERI - Electronics Research
7777 Gardner Rd.
Chandler, IN 47610
Phone: (812) 771-1961
Email: Sales@eriinc.com
www.eriinc.com

Excell Communications
6247 Amber Hills Rd.
Trussville, AL 35173
Phone: (919) 771-1961
scottsmith@excellcommunications.com
www.excellcommunications.com

Hill Radio Communications
2503 General Electric Rd.
Bloomington, IL 61704
Phone: (309) 663-2141
Email: wa9gck@aol.com
www.hillradio.net

Legacy Telecommunications
PO Box 360
Burley, WA 98322
Phone: (253) 858-0214
Email: info@legacytowers.com
www.legacytowers.com

Magnum Towers
9370 Elder Creek Rd.
Sacramento, CA 95829
Phone: (916) 381-5053
Email: brandon@magnumtowers.com
www.magnumtowers.com

Mikab
PO Box 36
Dumont, NJ 07628
Phone: (201) 387-7700
Email: bweis@mikabcorp.com
www.mikabcorp.com

Northern Tower Erection
6010 E. Traverse Highway
Traverse City, MI 49684
Phone: (231) 947-6048
Email: mstevenson@speedconnect.com
www.northerntowerco.com

Allstate Tower
PO Box 25
Henderson, KY 42419
Phone: (270) 830-8512
Email: kroth@allstatetower.com
www.allstatetower.com
see ad on page 94

Dietz Brothers
12185 51st St. NE
Spicer, MN 56288
Phone: (320) 796-2281
Email: alan@dietzbros.net
www.dietzbros.net

Allstate Tower Inc.

Pioneer Energy Products (PEPRO)
671 Colbert Ave.
Oil City, PA 16301
Phone: (814) 676-5688
Email: www.peprollc.com
see ad on page 83

SBA Communications
5900 Broken Sound Pkwy. NW
Boca Raton, FL 33487
Phone: (800) 487-SITE
Email: hopkins@sbasite.com
www.sbasite.com
As your first choice service provider of wireless infrastructure solutions, SBA continues to set the standard for customer satisfaction by “Building Better Wireless”. Clients depend on SBA to provide their wireless infrastructure needs at all stages. We focus on tower ownership, leasing, site management, site development, construction and technical services.
see ad on page 7

Stainless
1140 Welsh Rd., Ste. 250
North Wales, PA 19454
Phone: (215) 631-1323
Email: ed.deetscreek@stainlessllc.com
www.stainlessllc.com

WesTower Communications
9961 Sidney Hayes Rd.
Orlando, FL 32824
Phone: (602) 321-6476
Email: dadickes@westower.com
www.westower.com

Dietz Brothers
12185 51st St. NE
Spicer, MN 56288
Phone: (320) 796-2281
Email: alan@dietzbros.net
www.dietzbros.net

www.agl-mag.com
In an ever-expanding wireless world, EEI provides structure concealment solutions that keep environments looking natural. Our custom poles, panels and towers combine performance and function with discrete design elements so they blend with, and even beautify, their surroundings. Our ability to create solutions based on unique requirements puts us at the forefront of disguised structure engineering.
Southeastern Towers  
2910 Kerry Forest Pkwy., D4-109  
Tallahassee, FL 32309  
Phone: (850) 445-4564  
Email: todd@southeasterntowers.com  
www.southeasterntowers.com

Specialty Tower Lighting  
1630 Elmview Drive  
Houston, TX 77080  
Phone: (713) 722-8123  
Email: info@specialtytowerlighting.com  
www.specialtytowerlighting.com

Unimar  
3195 Vickery Rd.  
North Syracuse, NY 13212  
Phone: (315) 699-4400  
Email: mauria@unimar.com  
www.unimar.com

Unimar Lighting & Control Solutions  
Experience a new type of tower lighting company with a combined 90 years experience in FAA certified lighting. Experience our fully certified “best fit” custom integrated lighting Systems. Experience low energy consumption and reduced maintenance costs. Experience unmatched customer service and superior technical support. Experience Unimar Lighting & Control Solutions.  
see ad on page 77

Weatherex  
3457 Ringsby Court Ste. 108  
Denver, CO 80216  
Phone: (303) 522-4850  
Email: contact@weatherexcodebeacon.com  
www.weatherexcodebeacon.com

Weatherex Code Beacons and obstruction lamps are made to conform to the industry’s highest standards and engineered to meet and exceed FAA regulations. Weatherex has provided an on-line ordering system to allow you to access and order lamps anytime, anywhere in the world 24/7 to meet your needs. Register your company for access to current and past orders and to be included in promotions. Weatherex the Standard to Fly By.  
see ad on page 94

ITL  
PO Box 41875  
Nashville, TN 37204  
Phone: (615) 256-6030  
Email: info@itl-llc.com  
www.itl-llc.com

ITL International Tower Lighting, LLC  
see ad on page 65

Unimar

TWR Lighting, Inc.  
Enlightened Technology  
1630 Elmview Drive  
Houston, TX 77080  
Phone: (713) 722-8123  
Email: info@twrlighting.com  
www.twrlighting.com

TWR Lighting  
4300 Windfern Rd., Ste. 100  
Houston, TX 77041  
Phone: (713) 973-6905  
Email: sales@twrlighting.com  
www.twrlighting.com

TWR’s “One Source Solution” concept incorporates the most advanced optical engineering into its Dual LED and Dual LED/Strobe technology making these lights simple to install, enables them to operate reliably under the harshest conditions and minimizes capital costs and cost of ownership. TWR Lighting, Inc. 31-years of Enlightened Technology.  
see ad on page 47

Larson Camouflage  
1624 S Euclid Ave.  
Tucson, AZ 85713  
Phone: (520) 294-3900  
Email: info@larsoncamo.com  
www.larsoncamo.com

Slatercom-WCD  
7905 State St.  
Salem, OR 97317  
Phone: (503) 581-5550  
Email: info@slatercom.com  
www.slatercom.com

see ad on page 89

Allstate Tower  
PO Box 25  
Henderson, KY 42419  
Phone: (270) 830-8512  
Email: kroth@allstatetower.com  
www.allstatetower.com

see ad on page 94

American Tower Company  
5085 State Route 39W  
Shelby, OH 44875  
Phone: (419) 347-1185  
Email: info@amertower.com  
www.amertower.com

FWT  
5750 E I-20  
Fort Worth, TX 76119  
Phone: (817) 255-3060  
Email: info@fwtinc.com  
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 Power-Mount (cell on utility antenna mount). FWT has been a recognized leader in the steel fabrication industry since 1959.  
see ad on page 73

Tower lights - tower manufacturers

Unimar Lighting & Control Solutions

Weatherex Code Beacons and obstruction lamps are made to conform to the industry’s highest standards and engineered to meet and exceed FAA regulations. Weatherex has provided an on-line ordering system to allow you to access and order lamps anytime, anywhere in the world 24/7 to meet your needs. Register your company for access to current and past orders and to be included in promotions. Weatherex the Standard to Fly By.

see ad on page 77
Hi Tech Composite Structures
PO Box 609
Redmond, OR 97756
Phone: (541) 548-0812
Email: carrie@hitechcomposites.com
www.hitechcomposites.com
see ad on page 71

International Tower Lighting (ITL)
PO Box 41875
Nashville, TN 37204
Phone: (615) 256-6030
Email: jburden@itl-llc.com
www.itl-llc.com
see ad on page 65

Magnum Towers
9370 Elder Creek Rd.
Sacramento, CA 95829
Phone: (916) 381-5053
Email: brandon@magnumtowers.com
www.magnumtowers.com

Nello
211 W Washington St., Ste. 2000
South Bend, IN 46601
Phone: 80080Nello
Email: sales@nelloinc.com
www.nelloinc.com
A leading manufacturer of towers, monopoles, concealed structures and steel products world-wide. Nello designs and manufactures all tower types and steel site components in Bremen, IN including small wind turbine and meteorological (MET) Towers. Our monopole facility is located in Fort Worth, TX. www.nelloinc.com
see ad below

Phazar Antenna
101 SE 25th Ave.
Mineral Wells, TX 76067
Phone: (940) 325-3301
Email: sschueler@phazar.com
www.phazar.com
see ad on page 55

ROHN Products
1 Fairholm Ave.
Peoria, IL 61603
Phone: (309) 566-3022
Email: dave.ramsay@rohnnet.com
www.rohnnet.com
Sabre Towers and Poles
2101 Murray St.
Sioux City, IA 51111
Phone: (800) 369-6690
Email: mpcoghlan@sabreindustries.com
www.sabretowersandpoles.com
Sabre Towers and Poles designs and manufactures guyed and self-supporting towers, monopoles and concealment structures. We also offer complete turnkey tower and monopole modifications including structural analysis, modification design, fabrication and installation.
see ad on page 31

Stainless
1140 Welsh Rd., Ste. 250
North Wales, PA 19454
Phone: (215) 631-1323
Email: ed.deetscreek@stainlessllc.com
www.stainlessllc.com
Stainless provides design, engineering, fabrication, construction & installation for towers of any height to 2000 feet, as well as existing tower analysis, modifications, inspections, maintenance & repair, plus 24-hr emergency services when you need it.
see ad on page 35

Valmont Structures
7002 North 288th St./PO Box 358
Valley, NE 68064-0358
Phone: (503) 363-9267
Email: sean.gallagher@valmont.com
www.valmont.com
Valmont is a leading manufacturer of monopoles and towers and an expert supplier of tower analysis services. Our offering includes disguised wireless structures and portable bases. Building on a strong heritage of proven results, our superb brands include PiRod and Microflect products. We manufacture these products in Indiana, Nebraska, Oregon and Texas and all plants are AISC certified. Whatever your wireless tower application, we believe our engineers and manufacturing professionals can offer a solution which meets or exceeds your needs. Contact us today to learn more!
see ad on page 35

3M Communication Markets Division
6801 River Place Blvd., A130-2N-14
Austin, TX 78726
Phone: (800) 426-8688
Email: commtech@3M.com
www.mmm.com/telecom

American Tower Company
5085 State Route 39W
Shelby, OH 44875
Phone: (419) 347-1185
Email: info@amertower.com
www.amertower.com

Connect-It Wireless
210 Commerce Way, Ste. C
Jupiter, FL 33458
Phone: “
(866) 781-1300
Email: alisa@connectitwireless.net
www.connectitwireless.net
Connect-It Wireless manufactures and supplies the highest quality communication site hardware available. Our product line has set industry standards, and our customer service and industry knowledge are second to none. We have your site needs in stock, from antenna mounts, bridge kits, coax accessories, grounding products, and fall prevention, to custom fabrication. We’ll get it to you on time, so why wait? Get Connect-It!

Hill Radio Communications
2503 General Electric Rd.
Bloomington, IL 61704
Phone: (309) 663-2141
Email: wa9gck@aol.com
www.hillradio.net

International Tower Tower Lighting (ITL)
PO Box 41875
Nashville, TN 37204
Phone: (615) 256-6030
Email: jburden@itl-llc.com
www.itl-llc.com
see ad on page 65

Kenwood Telecom
3431 Novis Pointe NW
Acworth, GA 30101
Phone: (888) 439-0500
Email: sales@kenwoodtelecom.com
www.kenwoodtelecom.com
Driven by unparalleled service to our customers for over 30 years, Kenwood Telecom is the industry leader in tower site infrastructure manufacturing, supply, and design. We have acres of steel, accessories, grounding and electrical products available for immediate shipment.

Rohn Products
1 Fairholm Ave.
Peoria, IL 61603
Phone: (309) 566-3022
Email: dave.ramsay@rohnnet.com
www.rohnnet.com

Rosenberger Site Solutions
PO Box 4268
Lake Charles, LA 70606
Phone: (337) 598-5250
Email: rssi@rss.us
www.rss.us

Sabre Site Solutions
2101 Murray St.
Sioux City, IA 51111
Phone: (866) 255-7116
Email: jmpleiss@sabreindustries.com
www.sabresitesolutions.com
Sabre Site Solutions’ Wireless Components and Site Accessories catalog offers
everything from grounding lugs to antenna mounts to pre-engineered lightweight towers. Committed to providing the best in customer service, we offer quality products at competitive prices.

see ad on page 31

Tuftug Products
3434 Encrete Lane
Moraine, OH 45439
Phone: (937) 299-1213
Email: tuftug@aol.com
www.tuftug.com

Valmont Structures
7002 North 288th St/PO Box 358
Valley, NE 68064-0358
Phone: (503) 363-9267
Email: sean.gallagher@valmont.com
www.valmont.com

Valmont is a leading manufacturer of monopoles and towers and an expert supplier of tower analysis services. Our offering includes disguised wireless structures and portable bases. Building on a strong heritage of proven results, our superb brands include PiRod and Microflect products. We manufacture these products in Indiana, Nebraska, Oregon and Texas and all plants are AISC certified. Whatever your wireless tower application, we believe our engineers and manufacturing professionals can offer a solution which meets or exceeds your needs. Contact us today to learn more!

see ad on page 35

Wanho
137 Mattatuck Heights
Waterbury, CT 06705
Phone: (203) 759-3744
Email: sales@wanho.com
www.wanho.com

Wanho is a key supplier to all major OEMs throughout the world and is dedicated to serving these companies which build and maintain wireless Systems on a global basis. Today Wanho components are used extensively in communications Systems in all corners of the world including the Americas, Europe and Asia.

see ad on page 37

Micro Radio Site

- Patented Faraday cage technology protects against lightning, RFI and EMI
- All welded aluminum uni-body design can be towed or helicopter deployed
- Perfect for locations that are remote, hidden or restricted by zoning laws
- Available as a cabinet or complete site solution
- Does not require any excavation or a foundation

www.peprollc.com
P: (814) 676-5688 F: (814) 676-3729
671 Colbert Avenue, Oil City, PA 16301
Covered by patents 5,749,178; 7,046,521; 7,385,147 & 7,688,595. All patents pending.

Install secure remote communications sites in less than a day

Wanho is a key supplier to all major OEMs throughout the world and is dedicated to serving these companies which build and maintain wireless Systems on a global basis. Today Wanho components are used extensively in communications Systems in all corners of the world including the Americas, Europe and Asia.

see ad on page 37
tower parts & accessories - tower space rental

Winncom Technologies
30700 Carter St., Ste. A
Solon, OH 44139
Phone: (888) 946-6266
Email: sales@winncom.com
www.winncom.com

Aero Solutions
550 Flatiron Pkwy., Ste. 100
Boulder, CO 80301
Phone: (720) 304-6882
Email: jackwood@aerosolutionsllc.com
www.aerosolutionsllc.com
Aero Solutions is a national leader in providing safe state-of-the-art monopole/tower structural reinforcing Systems, lightweight support structures and colocation services. All products and services are supported by licensed engineers and project managers. see ad on page 85

Allstate Tower
PO Box 25
Henderson, KY 42419
Phone: (270) 830-8512
Email: kroth@allstatetower.com
www.allstatetower.com
see ad on page 94

AW Solutions
300 Crown Oak Centre Drive
Longwood, FL 32750
Phone: (407) 260-0231
Email: keith.hayter@aw solutionsinc.com
www.aw solutionsinc.com

Black & Veatch
10950 Grandview
Overland Park, KS 66210
Phone: (913) 458-7967
Email: bukatyk@bv.com
www.bv.com/telecommunications
see ad on page 9

Davidson Engineering
606 NE 312th Ave.
Washougal, WA 98671
Phone: (360) 210-4032
Email: wadavidson@tower-structures.com
www.tower-structures.com

Excell Communications
6247 Amber Hills Rd.
Trussville, AL 35173
Phone: (919) 771-1961
Email: scottsmith@excellcommunications.com
www.excellcommunications.com

Glen Martin
1205 W Broadway, Ste. B
Columbia, MO 65203
Phone: (800) 486-1223
Email: clint.ladouceur@glenmartin.com
www.glenmartin.com
Glen Martin’s core competencies include facility site design, through integrating structures to optimize network capabilities. Our rich history in structural design and fabrication coupled with construction engineering enable us to provide truly turn-key services especially in structural upgrade scenarios. With such diverse expertise, it has enabled us to provide solutions for a wide array of telecom industry leaders.
see ad on page 94

Malouf Engineering
17950 Preston Rd., Ste. 720
Dallas, TX 75252
Phone: (972) 783-2578
Email: info@maloufengineering.com
www.maloufengineering.com

MidAmerica Towers
PO Box 6556
Gainesville, GA 30504
Phone: (815) 693-1565
Email: jay@midamericatowers.com
www.midamericatowers.com

Valmont Structures
7002 North 288th St./PO Box 358
Valley, NE 68064-0358
Phone: (503) 363-9267
Email: sean.gallagher@valmont.com
www.valmont.com
Valmont is a leading manufacturer of monopoles and towers and an expert supplier of tower analysis services. Our offering includes disguised wireless structures and portable bases. Building on a strong heritage of proven results, our superb brands include PiRod and Microflect products. We manufacture these products in Indiana, Nebraska, Oregon and Texas and all plants are AISC certified. Whatever your wireless tower application, we believe our engineers and manufacturing professionals can offer a solution which meets or exceeds your needs. Contact us today to learn more!
see ad on page 35

Paul J. Ford and Company
250 E Broad St., Ste. 1500
Columbus, OH 43215
Phone: (614) 221-6679
Email: kbauman@pjfweb.com
www.pjfweb.com
PJF is a structural engineering firm that has earned a national reputation for designing and analyzing structures for the communications industry since 1966. We currently have professional engineers in all fifty states, the District of Columbia and Puerto Rico."

Sabre Towers and Poles
2101 Murray St.
Sioux City, IA 51111
Phone: (800) 369-6690
Email: mpcoghlan@sabreindustries.com
www.sabretowersandpoles.com
see ad on page 31

Stainless
1140 Welsh Rd., Ste. 250
North Wales, PA 19454
Phone: (215) 631-1323
Email: ed.deetscreek@stainlessllc.com
www.stainlessllc.com

Valmont Structures
7002 North 288th St./PO Box 358
Valley, NE 68064-0358
Phone: (503) 363-9267
Email: sean.gallagher@valmont.com
www.valmont.com
Valmont is a leading manufacturer of monopoles and towers and an expert supplier of tower analysis services. Our offering includes disguised wireless structures and portable bases. Building on a strong heritage of proven results, our superb brands include PiRod and Microflect products. We manufacture these products in Indiana, Nebraska, Oregon and Texas and all plants are AISC certified. Whatever your wireless tower application, we believe our engineers and manufacturing professionals can offer a solution which meets or exceeds your needs. Contact us today to learn more!
see ad on page 35

Stainless
1140 Welsh Rd., Ste. 250
North Wales, PA 19454
Phone: (215) 631-1323
Email: ed.deetscreek@stainlessllc.com
www.stainlessllc.com

Valmont Structures
7002 North 288th St./PO Box 358
Valley, NE 68064-0358
Phone: (503) 363-9267
Email: sean.gallagher@valmont.com
www.valmont.com
Valmont is a leading manufacturer of monopoles and towers and an expert supplier of tower analysis services. Our offering includes disguised wireless structures and portable bases. Building on a strong heritage of proven results, our superb brands include PiRod and Microflect products. We manufacture these products in Indiana, Nebraska, Oregon and Texas and all plants are AISC certified. Whatever your wireless tower application, we believe our engineers and manufacturing professionals can offer a solution which meets or exceeds your needs. Contact us today to learn more!
see ad on page 35

Stainless
1140 Welsh Rd., Ste. 250
North Wales, PA 19454
Phone: (215) 631-1323
Email: ed.deetscreek@stainlessllc.com
www.stainlessllc.com
The WOMEN’S WIRELESS LEADERSHIP FORUM (WWLF) is a volunteer association for professional women in the wireless communication industry. Learn how you can get involved; visit www.WWLF.org

Aero Solutions is consistently advancing the tower infrastructure industry with their tenacious dedication to the Aero speed to market model. We provide experienced house construction managers that are knowledgeable in all aspects of tower construction and will definitely give you the competitive edge. Aero Solutions delivers unparalleled dependability of products and services through thorough inspections and premium quality control.

AT&T Towers
5405 Windward Pkwy.
Alpharetta, GA 30004
Phone: (866) 593-1383
Email: atttowers@att.com
www.atttowers.com
AT&T Towers is the 3rd largest owned tower portfolio in the US with over 12,000 towers located in 50 states, the District of Columbia and Puerto Rico. The AT&T Towers portfolio consists of quality tower structures of all types; often with preferred elevations and excess tower capacity. The AT&T Towers team consists of highly experienced wireless site leasing professionals who understand the importance of speed and service to meet customer expectations. Additional information on the AT&T Towers group and its portfolio of towers can be found at our website; www.att.com/towers

see ad on page 11

Beacon Towers
3301 Salterbeck St., Ste. 200
Mount Pleasant, SC 29466-7165
Phone: (843) 324-9731
Email: martind@vitessewireless.com

CIS Communications
749 Old Ballas Rd.
Creve Coeur, MO 63141
Phone: (314) 569-2275
Email: brick@ciscomm.com
www.ciscomm.com

American Tower is a leading provider of wireless and broadcast communications infrastructure. Our solutions include over 21,000 wireless and broadcast towers, 3,500 managed properties, in-building and outdoor DAS networks and services that speed network deployment.

Antenna ID Products
22 Bryan Wynd
Glenmore, PA 19343
Phone: (610) 458-5575
Email: antennaiD@msn.com
www.antennaid.com

American Tower
116 Huntington Ave., 11th Floor
Boston, MA 02116
Phone: (877) ATC-SITE
customer.relations@americantower.com
www.americantower.com

American Tower is a leading provider of wireless and broadcast communications infrastructure. Our solutions include over 21,000 wireless and broadcast towers, 3,500 managed properties, in-building and outdoor DAS networks and services that speed network deployment.

Antenna ID Products
22 Bryan Wynd
Glenmore, PA 19343
Phone: (610) 458-5575
Email: antennaiD@msn.com
www.antennaid.com

Aero Solutions is consistently advancing the tower infrastructure industry with their tenacious dedication to the Aero speed to market model. We provide experienced house construction managers that are knowledgeable in all aspects of tower construction and will definitely give you the competitive edge. Aero Solutions delivers unparalleled dependability of products and services through thorough inspections and premium quality control.

Aero Solutions’ core business is tower infrastructure which allows us to focus strictly on optimizing infrastructure, creating innovative products, and providing turnkey services for our clients.

Visit www.aerosolutionslc.com or call 720.304.6882 for more information.

AeroSolutions LLC
Optimizing Your Tower Infrastructure

Connect the dots.

...featuring the Huck Bolt fastener – easy to use, economical and designed to last.
tower space rental - tower/mobile/portable

ComSites West
2555 Third St., Ste. 200
Sacramento, CA 95818
Phone: (530) 414-4376
Email: charlie@comsiteswest.com
www.comsiteswest.com

Crown Castle
2000 Corporate Drive
Canonsburg, PA 15317
Phone: (724) 416-2401
Email: paul.gannon@crowncastle.com
www.crowncastle.com

Crown Castle is a leader in the shared infrastructure industry and one of the country’s largest owners and operators of towers, rooftops and DAS networks. We have the local resources to provide comprehensive site development services - including site acquisition, engineering, zoning and permitting, and construction -designed to provide flexible solutions for customers.

Day Wireless Systems
4700 SE International Way
Milwaukee, OR 97222
Phone: (503) 659-1240
Email: sites@daywireless.com
www.daywireless.com

Founded in 1969 Day Wireless Systems has 26 offices and 190 towers in 7 Western states. We specialize in colocation, site management, tower construction, engineering, system design, sales, and service. We are the largest full service wireless integrator on the West coast.

Edison Carrier Solutions
4900 Rivergrade Rd., Bldg. 2B1,
First Floor
Irwindale, CA 91706
Phone: (800) 634-7999
Email: carriers@sce.com
www.edisonconnect.com

Heartland Tower
PO Box 5307
Topeka, KS 66605
Phone: (785) 266-3999
Email: agl@heartlandtower.com
www.heartlandtower.com

Lakeland Tower Leasing
5280 Cedar Run Rd.
Traverse City, MI 49684
Phone: (231) 947-6048
Email: tmartin@speedconnect.com

Liberty Towers
51 Monroe St., Plaza East 7
Rockville, MD 20850
Phone: (301) 667-0069
Email: fjenkins@libertytowers.com
www.libertytowers.com

Liberty Towers is a Washington D.C. based communications tower company formed to develop, acquire and manage wireless communications towers in the continental United States. 100% of Liberty’s tower infrastructure is designed under the standards of TIA/EIA-222 Revision G.

MidAmerica Towers
PO Box 6556
Gainesville, GA 30504
Phone: (815) 693-1565
Email: jay@midamericatowers.com
www.midamericatowers.com

Mobile Relay Associates
15330 Vermont Ave.
Paramount, CA 90723
Phone: (323) 636-5202
Email: joyce@mra-raycom.com
www.mra-raycom.com

Ohio Valley Management
2035 East Parrish Ave.
Owensboro, KY 42303
Phone: (270) 929-7196
Email: lbrown@brownsvalley.net
www.ovradio.com

RJR Wireless
23501 Park Sorrento, Ste. 218
Calabasas, CA 91302-1381
Phone: (818) 222-7483
Email: rjrwireles@aol.com
RJR Wireless provides (since 1998) consulting and special project services for antenna site managers, owners, and users. Contact Rich Reichler at RJRWireles@aol.com. Member of PCIA, EWA, and The Radio Club of America.

SBA Communications
5900 Broken Sound Pkwy. NW
Boca Raton, FL 33487
Phone: (800) 487-SITE
Email: lhopkins@sbasite.com
www.sbasite.com

As your first choice service provider of wireless infrastructure solutions, SBA continues to set the standard for customer satisfaction by “Building Better Wireless”. Clients depend on SBA to provide their wireless infrastructure needs at all stages. We focus on tower ownership, leasing, site management, site development, construction and technical services.

see ad on page 7

Subcarrier Communications
139 White Oak Lane
Old Bridge, NJ 08857
Phone: (732) 607-2828
Email: subcom1@subcarrier.com
www.subcarrier.com

Subcarrier Communications is a provider of telecommunications sites and services throughout the United States. The company’s primary business is leasing antenna space on its multi-tenant towers and exclusively managed building rooftops.

see ad on back cover

The Durst Organization
1 Bryant Park
New York, NY 10036
Phone: (212) 997-5508
Email: jlyons@durst.org
www.durst.org

Token Tower
2002 Millington Court
Henrico, VA 23238-3547
Phone: (804) 740-4431
Email: ken.brown@comcast.net

86 above ground level
www.agl-mag.com
Tower Economics
700 Route 130 North, Ste. 204
Cinnaminson, NJ 8077
Phone: (856) 786-7200
Email: len@towereconomics.com
www.towereconomics.com
Nobody can deliver one or a package of sites that fit better or that are more sensibly priced than Tower Economics
see ad on page 15

Tower Maps
38659 Bolington Rd.
Lovettsville, VA 20180
Phone: (540) 822-5092
Email: info@towermaps.com
www.towermaps.com
Tower and rooftop site location data in a convenient GIS format for marketing and mapping analysis. Find antenna sites from your desktop.

Utility Service Communications
535 Courtney Hodges Blvd.
Perry, GA 31069
Phone: (800) 679-7819
Email: www.utilityservice.com
Utility Service Communications specializes in Site Marketing and Management for wireless facilities on water tank sites. We provide Tech Services including tank mapping, structural analysis and A and E drawings.
see ad on page 57

Vasu Communications
2432 Ridgeland Drive
Avon, OH 44011
Phone: (440) 934-5268
Email: donnv@vasucom.com
www.vasucom.com

Bird Technologies Group / TX RX Systems
30303 Aurora Rd.
Solon, OH 44139
Phone: (440) 248-1200
Email: sales@birdrf.com
www.birdrf.com

dbSpectra
1590 E Highway 121 Business
Lewisville, TX 75056
Phone: (469) 322-0080
Email: sales@dbspectra.com
www.dbspectra.com

Champion Telecom
412 Kato Terrace
Fremont, CA 95035
Phone: (510) 226-8525
Email: sales@championtelecom.com
www.championtelecom.com

TowerCo
5000 ValleySt. one Drive
Cary, NC 27519
Phone: (919) 469-5559
Email: tboyer@towerco.com
www.towerco.com
TowerCo is the fifth largest independent tower company with over 3,200 towers nationwide. Our mission is to meet the infrastructure needs of wireless service providers and make collocating on towers as simple as possible. We “keep it simple” in many ways, including through our innovative website which provides valuable site details such as height, fiber access, zoning/permitting jurisdiction and much more.
see ad on inside back cover

January 2012
tower/mobile/portable - towers/monopoles

FWT
5750 E I-20
Fort Worth, TX 76119
Phone: (817) 255-3060
Email: info@ftwinc.com
www.ftwinc.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 Power-Mount (cell on utility antenna mount). FWT has been a recognized leader in the steel fabrication industry since 1959.

see ad on page 73

Liberty Towers
51 Monroe St., Plaza East 7
Rockville, MD 20850
Phone: (301) 667-0069
Email: fjenkins@libertytowers.com
www.libertytowers.com

Pioneer Energy Products
671 Colbert Ave.
Oil City, PA 16301
Phone: (814) 676-5688
Email: klander@yahoo.com
www.peprolinc.com

Pepro is the leading manufacturer of patented shielded enclosure Systems for remote communication and mission critical applications. Over 18 years in the industry without loss or upset of radio equipment due to lightning. Providing complete site solutions and installation.

see ad on page 83

Sabre Building Systems by CellXion
5031 Hazel Jones Rd.
Bossier City, LA 71111
Phone: (318) 213-2823
Email: dschoonover@sabreindustries.com
www.sabreindustries.com
see ad on page 31

Engineered Endeavors
10975 Kinsman Rd.
Newbury, OH 44065-9787
Phone: (440) 564-5484
Email: jysalo@engend.com
www.engend.com

Engineered Endeavors is a recognized leader in the design and supply of wireless antenna structures including monopoles, disguised structures, pine trees, flagpoles and all types of rooftop concealment. EEI offers in-house engineering services in all 50 states.

see ad on page 79

Hi Tech Composite Structures
PO Box 609
Redmond, OR 97756
Phone: (541) 548-0812
Email: carrie@hitechcomposites.com
www.hitechcomposites.com

We provide innovative custom designed RF friendly concealment Systems with professional service. HTCS can develop the best solution for your project based upon requirements, schedule, and budgeting. We have a full design, engineering, and manufacturing facility capable of accommodating any size or application. Call us today to learn more!

see ad on page 71

Kenwood Telecom
3431 Novis Pointe NW
Acworth, GA 30101
Phone: (888) 439-0500
Email: sales@kenwoodtelecom.com
www.kenwoodtelecom.com

www.agl-mag.com
Valmont Structures
7002 North 288th St./PO Box 358
Valley, NE 68064-0358
Phone: (503) 363-9267
Email: sean.gallagher@valmont.com
www.valmont.com
Valmont is a leading manufacturer of monopoles and towers and an expert supplier of tower analysis services. Our offering includes disguised wireless structures and portable bases. Building on a strong heritage of proven results, our superb brands include PiRod and Microflect products. We manufacture these products in Indiana, Nebraska, Oregon and Texas and all plants are AISC certified. Whatever your wireless tower application, we believe our engineers and manufacturing professionals can offer a solution which meets or exceeds your needs. Contact us today to learn more!

see ad on page 35

American Tower Company
5085 State Route 39W
Shelby, OH 44875
Phone: (419) 347-1185
Email: info@amertower.com
www.amertower.com

Antenna Products
101 SE 25th Ave.
Mineral Wells, TX 76067
Phone: (940) 325-3301
Email: sales@antennaproducts.com
www.antennaproducts.com

Atlas Tower
283 Columbine St., Ste. 33
Denver, CO 80206
Phone: (888) 609-9596
Email: trowe@atlastowers.com
www.atlastowers.com

Cell Blocks
277 Sumption Drive
Columbus, OH 43230
Phone: (614) 800-0534
Email: philcolflesh@cellblocksinc.com
www.cellblocksinc.com

CommScope
3 Westbrook Corporate Center, Ste. 900
Westchester, IL 60154
Phone: (708) 236-6586
Email: tania.patrone@commscope.com
www.commscope.com/andrew

Engineered Endeavors
10975 Kinsman Rd.
Newbury, OH 44065-9787
Phone: (440) 564-5484
Email: jsyslo@engend.com
www.engend.com

Engineered Endeavors is a recognized leader in the design and supply of wireless antenna structures including monopoles, disguised structures, pine trees, flagpoles and all types of rooftop concealment. EEI offers in-house engineering services in all 50 states.

see ad on page 79

ERI - Electronics Research
7777 Gardner Rd.
Chandler, IN 47610
Phone: (812) 925-6000
Email: Sales@erilinc.com
www.erilinc.com

SOLAR COMMUNICATIONS INTERNATIONAL
Solar Communications
8885 Rio San Diego Drive, Ste. 207
San Diego, CA 92108
Phone: (619) 243-2750
Email: renfro@rftransparent.com
www.rftransparent.com
Solar Communications International offers an array of concealment products and services for integrating wireless infrastructure into the community character. Making SCI products the ideal choice in any setting.

Stealth Concealment Solutions
6549 Fain Blvd.
North Charleston, SC 29406
Phone: (843) 207-8000
Email: cindywishart@stealthsite.com
www.stealthsite.com

Valmont Structures
7002 North 288th St./PO Box 358
Valley, NE 68064-0358
Phone: (503) 363-9267
Email: sean.gallagher@valmont.com
www.valmont.com
Valmont is a leading manufacturer of monopoles and towers and an expert supplier of tower analysis services. Our offering includes disguised wireless structures and portable bases. Building on a strong heritage of proven results, our superb brands include PiRod and Microflect products. We manufacture these products in Indiana, Nebraska, Oregon and Texas and all plants are AISC certified. Whatever your wireless tower application, we believe our engineers and manufacturing professionals can offer a solution which meets or exceeds your needs. Contact us today to learn more!

see ad on page 35

American Tower Company
5085 State Route 39W
Shelby, OH 44875
Phone: (419) 347-1185
Email: info@amertower.com
www.amertower.com

Antenna Products
101 SE 25th Ave.
Mineral Wells, TX 76067
Phone: (940) 325-3301
Email: sales@antennaproducts.com
www.antennaproducts.com

Atlas Tower
283 Columbine St., Ste. 33
Denver, CO 80206
Phone: (888) 609-9596
Email: trowe@atlastowers.com
www.atlastowers.com

Cell Blocks
277 Sumption Drive
Columbus, OH 43230
Phone: (614) 800-0534
Email: philcolflesh@cellblocksinc.com
www.cellblocksinc.com

CommScope
3 Westbrook Corporate Center, Ste. 900
Westchester, IL 60154
Phone: (708) 236-6586
Email: tania.patrone@commscope.com
www.commscope.com/andrew

Engineered Endeavors
10975 Kinsman Rd.
Newbury, OH 44065-9787
Phone: (440) 564-5484
Email: jsyslo@engend.com
www.engend.com

Engineered Endeavors is a recognized leader in the design and supply of wireless antenna structures including monopoles, disguised structures, pine trees, flagpoles and all types of rooftop concealment. EEI offers in-house engineering services in all 50 states.

see ad on page 79

ERI - Electronics Research
7777 Gardner Rd.
Chandler, IN 47610
Phone: (812) 925-6000
Email: Sales@erilinc.com
www.erilinc.com

SOLAR COMMUNICATIONS INTERNATIONAL
Solar Communications
8885 Rio San Diego Drive, Ste. 207
San Diego, CA 92108
Phone: (619) 243-2750
Email: renfro@rftransparent.com
www.rftransparent.com
Solar Communications International offers an array of concealment products and services for integrating wireless infrastructure into the community character. Making SCI products the ideal choice in any setting.

Stealth Concealment Solutions
6549 Fain Blvd.
North Charleston, SC 29406
Phone: (843) 207-8000
Email: cindywishart@stealthsite.com
www.stealthsite.com

Valmont Structures
7002 North 288th St./PO Box 358
Valley, NE 68064-0358
Phone: (503) 363-9267
Email: sean.gallagher@valmont.com
www.valmont.com
Valmont is a leading manufacturer of monopoles and towers and an expert supplier of tower analysis services. Our offering includes disguised wireless structures and portable bases. Building on a strong heritage of proven results, our superb brands include PiRod and Microflect products. We manufacture these products in Indiana, Nebraska, Oregon and Texas and all plants are AISC certified. Whatever your wireless tower application, we believe our engineers and manufacturing professionals can offer a solution which meets or exceeds your needs. Contact us today to learn more!

see ad on page 35

American Tower Company
5085 State Route 39W
Shelby, OH 44875
Phone: (419) 347-1185
Email: info@amertower.com
www.amertower.com

Antenna Products
101 SE 25th Ave.
Mineral Wells, TX 76067
Phone: (940) 325-3301
Email: sales@antennaproducts.com
www.antennaproducts.com

Atlas Tower
283 Columbine St., Ste. 33
Denver, CO 80206
Phone: (888) 609-9596
Email: trowe@atlastowers.com
www.atlastowers.com

Cell Blocks
277 Sumption Drive
Columbus, OH 43230
Phone: (614) 800-0534
Email: philcolflesh@cellblocksinc.com
www.cellblocksinc.com

CommScope
3 Westbrook Corporate Center, Ste. 900
Westchester, IL 60154
Phone: (708) 236-6586
Email: tania.patrone@commscope.com
www.commscope.com/andrew

Engineered Endeavors
10975 Kinsman Rd.
Newbury, OH 44065-9787
Phone: (440) 564-5484
Email: jsyslo@engend.com
www.engend.com

Engineered Endeavors is a recognized leader in the design and supply of wireless antenna structures including monopoles, disguised structures, pine trees, flagpoles and all types of rooftop concealment. EEI offers in-house engineering services in all 50 states.

see ad on page 79

ERI - Electronics Research
7777 Gardner Rd.
Chandler, IN 47610
Phone: (812) 925-6000
Email: Sales@erilinc.com
www.erilinc.com
towers/monopoles - turnkey systems

FWT
5750 E I-20
Fort Worth, TX 76119
Phone: (817) 255-3666
Email: info@fwtinc.com
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 73

Larson Camouflage
1624 S Euclid Ave.
Tucson, AZ 85713
Phone: (520) 294-3900
Email: info@larsoncamo.com
www.larsoncamo.com

Magnumtowers/Metal & Cable
9337 Ravenna Rd., Unit C
Twinsburg, OH 44087
Phone: (330) 963-7909
Email: david@metal-cable.com
www.metal-cable.com

Magnum Towers
9370 Elder Creek Rd.
Sacramento, CA 95829
Phone: (916) 381-5053
Email: brandon@magnumtowers.com
www.magnumtowers.com

Nello
211 W Washington St., Ste. 2000
South Bend, IN 46601
Phone: (800) 80Nelho
Email: sales@nelloinc.com
www.nelloinc.com

A leading manufacturer of towers, monopoles, concealed structures and steel products world-wide. Nello designs and manufactures all tower types and steel site components in Bremen, IN including small wind turbine and meteorological (MET) Towers. Our monopole facility is located in Fort Worth, TX. www.nelloinc.com

see ad on page 81

Rohn Products
1 Fairholm Ave.
Peoria, IL 61603
Phone: (309) 566-3022
Email: dave.ramsay@rohnnet.com
www.rohnnet.com

Sabre Towers and Poles
2101 Murray St.
Sioux City, IA 51111
Phone: (800) 369-6690
Email: mpcoghlan@sabreindustries.com
www.sabretowersandpoles.com

Sabre Towers and Poles designs and manufactures guyed and self-supporting towers, monopoles and concealment structures. We also offer complete turnkey tower and monopole modifications including structural analysis, modification design, fabrication and installation.

see ad on page 31

Stainless
1140 Welsh Rd., Ste. 250
North Wales, PA 19454
Phone: (215) 631-1323
Email: ed.deetscreek@stainlessllc.com
www.stainlessllc.com

T-Mobile Towers
12920 SE 38th St.
Bellevue, WA 98006
Phone: (602) 326-0088
Email: info@t-mobletowers.com
www.t-mobletowers.com

Valmont Structures
7002 North 288th St./PO Box 358
Valley, NE 68064-0358
Phone: (503) 363-9267
Email: sean.gallagher@valmont.com
www.valmont.com

Valmont is a leading manufacturer of monopoles and towers and an expert sup-plier of tower analysis services. Our offering includes disguised wireless structures and portable bases. Building on a strong heritage of proven results, our superb brands include PiRod and MicroReflect products. We manufacture these products in Indiana, Nebraska, Oregon and Texas and all plants are AISC certified. Whatever your wireless tower application, we believe our engineers and manufacturing professionals can offer a solution which meets or exceeds your needs. Contact us today to learn more!

see ad on page 35

Nello is a leading manufacturer of towers, monopoles, concealed structures and steel products world-wide. Nello designs and manufactures all tower types and steel site components in Bremen, IN including small wind turbine and meteorological (MET) Towers. Our monopole facility is located in Fort Worth, TX. www.nelloinc.com

see ad on page 81

Rohn Products
1 Fairholm Ave.
Peoria, IL 61603
Phone: (309) 566-3022
Email: dave.ramsay@rohnnet.com
www.rohnnet.com

Sabre Towers and Poles
2101 Murray St.
Sioux City, IA 51111
Phone: (800) 369-6690
Email: mpcoghlan@sabreindustries.com
www.sabretowersandpoles.com

Sabre Towers and Poles designs and manufactures guyed and self-supporting towers, monopoles and concealment structures. We also offer complete turnkey tower and monopole modifications including structural analysis, modification design, fabrication and installation.

see ad on page 31

Stainless
1140 Welsh Rd., Ste. 250
North Wales, PA 19454
Phone: (215) 631-1323
Email: ed.deetscreek@stainlessllc.com
www.stainlessllc.com

T-Mobile Towers
12920 SE 38th St.
Bellevue, WA 98006
Phone: (602) 326-0088
Email: info@t-mobletowers.com
www.t-mobletowers.com

Valmont Structures
7002 North 288th St./PO Box 358
Valley, NE 68064-0358
Phone: (503) 363-9267
Email: sean.gallagher@valmont.com
www.valmont.com

Valmont is a leading manufacturer of monopoles and towers and an expert suppl-
Tessco Technologies
11126 McCormick Rd.
Hunt Valley, MD 21031
Phone: (410) 229-1165
Email: borneman@tessco.com
www.tessco.com

Waterford Consultants
PO Box 2090
Ashburn, VA 20146-2090
Phone: (703) 596-1022
Email: sales@waterfordconsultants.com
www.waterfordconsultants.com

Waterford Consultants offers a wide array of professional and regulatory consulting services with expertise in AM Detuning, RF Emissions Analysis (EME), Intermodulation studies, FAA certification & filing, Site Audit / Third Party Inspection, and Structural (tower) and Appurtenance Mapping. Waterford’s nationwide team of highly respected and reputable experts are committed to providing superior, timely and budget-sensitive customer service. Let Waterford alleviate the burden and frustration of FCC compliance for you … together we will beat the competition every time.

see ad on page 43

Glen Martin
1205 W Broadway, Ste. B
Columbia, MO 65203
Phone: (800) 486-1223
Email: clint.ladouceur@glenmartin.com
www.glenmartin.com

GlenMartin’s core competencies include facility site design, through integrating structures to optimize network capabilities. Our rich history in structural design and fabrication coupled with construction engineering enable us to provide truly turn-key services especially in structural upgrade scenarios. With such diverse expertise, it has enabled us to provide solutions for a wide array of telecom industry leaders.

see ad on page 59

Quanta Services
2800 Post Oak Blvd., Ste. 2600
Houston, TX 77056
Phone: (713) 629-7600
Email: questions@quantaservices.com
www.quantaservices.com

Sabre Turnkey Solutions
555 Enterprise Drive
Edmond, OK 73013
Phone: (405) 216-0555
Email: lburns@sabreindustries.com
www.sabreturkeykeysolutions.com

Sabre Turnkey Solutions offers turnkey construction and site development services including real estate acquisition, zoning and permitting, engineering and project coordination, site construction, material procurement, and project warehousing and control.

see ad on page 31
Solis Energy  
907 Fern St., Ste. 1200  
Altamonte Springs, FL 32701  
Phone: (407) 339-6786  
Email: shawn.turner@solisenergy.com  
www.solisenergy.com

Subcarrier Communications  
139 White Oak Lane  
Old Bridge, NJ 8887  
Phone: (732) 607-2828  
Email: subcom1@subcarrier.com  
www.subcarrier.com  
Subcarrier Communications is a provider of telecommunications sites and services throughout the United States. The company’s primary business is leasing antenna space on its multi-tenant towers and exclusively managed building rooftops.  
see ad on back cover

Technical Associates of GA  
12276 San Jose Blvd., Ste. 427  
Jacksonville, FL 32223  
Phone: (904) 696-0779  
Email: jhoward@taeng.com  
www.technicalassociates.com/Page3372.aspx

Tempest Telecom Solutions  
5383 Hollister Ave., Ste. 130  
Santa Barbara, CA 93111  
Phone: (805) 879-4840  
Email: azamir@tempesttelecom.com  
www.tempesttelecom.com  
Tempest is a leading provider of infrastructure equipment and related services, helping telecom carriers and network operators build, expand and maintain their networks faster and more cost-effectively. Tempest’s solutions include: 4G deployment services and equipment, turnkey Microwave services, network expansion and upgrades, DAS and in-building wireless Systems and repair.

Velocitel  
2415 Campus Drive, Ste. 200  
Irvine, CA 92612  
Phone: (847) 778-0879  
Email: k.czosnowski@velocitel.com  
www.velocitel.com

Communication International Teleport  
12472 Lake Underhill Rd.  
Orlando, FL 32828  
Phone: (813) 600-1675  
Email: info@communicationteleport.com  
www.communicationteleport.com

Black & Veatch  
10950 Grandview  
Overland Park, KS 66210  
Phone: (913) 458-7967  
Email: bukatyk@bv.com  
www.bv.com/telecommunications  
see ad on page 9

CIS Communications  
749 Old Dallas Rd.  
Creve Coeur, MO 63141  
Phone: (314) 569-2275  
Email: brick@ciscomm.com  
www.ciscomm.com

Deborah Baker Site Acquisition Services  
1835 O’Hara Lane  
Middletown, PA 17057  
Phone: (717) 497-3197  
Email: baker.deborah@comcast.net

DMS Consulting Services  
65 Ramapo Valley Rd.  
Mawah, NJ 07430  
Phone: (201) 529-4101  
Email: contact@consultdms.com

Excell Communications  
6247 Amber Hills Rd.  
Trussville, AL 35173  
Phone: (919) 771-1961  
scottsmith@excellcommunications.com  
www.excellcommunications.com

Faulk & Foster Real Estate  
1811 Auburn Ave.  
Monroe, LA 71201  
Phone: (318) 376-0840  
Email: angela.hannon@faulkandfoster.com  
www.faulkandfoster.com

Graham B. Herring Commercial Real Estate  
8052 Grey Oak Drive  
Raleigh, NC 27615  
Phone: (919) 848-0698  
Email: gbherring1@aol.com

Isotrope  
505 Main St.  
Medfield, MA 02052  
Phone: (508) 359-8833  
Email: contact@isotrope.im  
www.isotrope.im

IVI Telecom Services  
55 West Red Oak Lane  
White Plains, NY 10604  
Phone: (914) 694-9600  
Email: telecom@ivi-intl.com  
www.ivi-telecom.com
featuring everybody who’s somebody in the tower industry

Phillips Lytle LLP

Phillips Lytle
3400 HSBC Center
Buffalo, NY 14203
Phone: (716) 847-5408
Email: ddimitroff@phillipslytle.com
www.phillipslytle.com

Phillips Lytle’s telecommunications attorneys handle a full range of matters including site development work, leasing, zoning and land use, tower and other infrastructure sales, construction and other financing, federal and state tax, and litigation. We represent some of the world’s largest telecommunications companies, tower companies, lenders and investors across the United States.

PM&A
30 Mansell Court, Ste. 103
Roswell, GA 30328
Phone: (678) 280-2325
Email: info@Pmass.com
www.pmass.com

Randy Whitehead
PO Box 402
Lexington, OK 73051
Phone: (405) 748-0257
Email: randy.whitehead@cebridge.net

Sabre Turnkey Solutions
555 Enterprise Drive
Edmond, OK 73013
Phone: (405) 216-6555
Email: lburns@sabreindustries.com
www.sabreturkeysolutions.com

see ad on page 31

SBA Communications
5900 Broken Sound Pkwy. NW
Boca Raton, FL 33487
Phone: (800) 487-SITE
Email: lhopkins@sbasite.com
www.sbasite.com

As your first choice service provider of wireless infrastructure solutions, SBA continues to set the standard for customer satisfaction by “Building Better Wireless”. Clients depend on SBA to provide their wireless infrastructure needs at all stages. We focus on tower ownership, leasing, site management, site development, construction and technical services.

see ad on page 7

SCCI
7172 Regional St., Unit 260
Dublin, CA 94568
Phone: (925) 829-9337
Email: info@sccicom.com
www.sccicom.com

Seidel Planning & Design
1240 E. Schuylkill Rd.
Pottstown, PA 19465
Phone: (610) 323-8752
Email: bseidel@seidelplanning.com
www.seidelplanning.com

SSC
8500 West 110th St., Ste. 300
Overland Park, KS 66210
Phone: (913) 438-7700
Email: info@ssc.us.com
www.ssc.us.com

SSC is a leading provider of services to the telecommunications, development, and construction industries. Our full range of in-house services and abilities make us uniquely capable of handling all aspects of the most challenging projects. We strive hard to serve our clients, solve their problems, and communicate effectively.

see ad on page 29

Wireless Edge
270 North Ave., Ste. 809
New Rochelle, NY 10801
Phone: (914) 712-0000
Email: arthur@wirelessedge.org
www.wirelessedge.com

Wireless EDGE is a premier provider of network implementation services & strategic tower sites. Nationwide services include: tower development, site management, development of cell sites & satellite terrestrial repeaters, special projects. We specialize in development & permitting of antenna sites on landmark & historic properties.

see ad on page 61
Sample Towers, Buildings, Water Tanks, Grain Elevators & Silos

“TIME measures by the picture” & creates a “no question” report.

EIA TIA RS-222 G CODE INSPECTIONS

27 Yrs Market Experience

TIME  Tower Inspection Maintenance Engineering

WEATHEREX  CODE BEACONS THE STANDARD TO FLY BY

Higgs Law Group LLC

Full-service telecommunications law firm with an emphasis on towers. Contact HLG for assistance with: Ground & Site Leases, FCC Enforcement & Licensing, Evaluation & Brokerage, Litigation & Insurance Claims, and all other tower-related transactions.

- Counseling clients to reach their best strategic advantage for a vibrant future

Ph. (301) 762-8992
Fax (301) 762-8993 www.higgslawgroup.com

Reliant Shelters

Manufacturer of Guyed & Self-Support Towers Complete Line of Tower Accessories Full Range of Maintenance & Installation Services

Kevin Roth

VP of Sales

270-830-8512 ext. 304
Email: kroth@allstatetower.com

Put the power of AGL to work for you with a professional card ad.

Call Mercy Contreras at (303) 988-3515
mcontreras@agl-mag.com
Our new Tower Finder.

Ready. Set. Find.

Such a simple way to locate towers: just visit towerco.com, enter your criteria in our amazing Tower Finder, and click “Find.” That’s it. And to get access to competitive data, the ability to save searches, and the option of setting user preferences, all you have to do is register. Ready? Go.
towerco.com/AGL
Towers That Mean Business

The art and science of tower management

SUBcarrier COMmunications

139 White Oak Lane
Old Bridge, NJ 08857
732-607-2828
www.subcarrier.com