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Although many business partnerships do not stand the test of time, such as Bill Gates and Paul Allen, others do, such as Warren Buffet and Charlie Munger, partners since the 1970s.

The best partnerships include partners equally committed to success yet complementary in their skills and interests.

The person with an interest in the product or service offered might be better off with a partner who instead has an interest in marketing, sales and business operations.

If one partner is available to spend full time with the business and the other isn’t, the full-time partner risks becoming distracted by the other partner’s absence, inattention or perceived lack of commitment. Distractions could be other business interests, family obligations, health problems and a desire to spend more time at leisure.

Maybe in an effort to cement a sales and purchasing relationship that otherwise would not have the hallmarks of a business partnership or maybe in a genuine effort to elevate such a relationship to a higher degree of information sharing and cooperation, some people call their customers their partners. I’m not certain customers think of their vendors as partners as often as their vendors do, but maybe so.

Some tower owners refer to their wireless carrier customers as partners. Their interests are complementary in that carriers operate communications networks and tower owners offer them places to put network equipment. I’ve heard industry leaders say wireless carriers and tower owners are all in the wireless broadband business together. I’ve also heard many tower owners say they are in the real estate business, and I’ve never heard a wireless carrier say it was in the real estate business.

Meanwhile, some suppliers to the tower owners and antenna-site developers want to be considered more as partners. There’s good reason. A supplier becoming involved early on with siting projects, as a partner might, could benefit both parties, as a partnership is supposed to do.

Whether you use this buyers guide issue of AGL to find a vendor to sell you a product or a service, or whether you use it to find a partner, the steps you take to qualify your counterparty should include evaluating quality, reliability, customer service and delivery.

If buyers guide helps you find just the right vendor or even a partner, let me know, won’t you?

Dan Bishop, Executive Editor
dbishop@aglmediagroup.com
Towers That Mean Business

The art and science of tower management

SUBcarrier COMmunications

139 White Oak Lane
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732-607-2828
www.subcarrier.com
Sometimes I’ve missed the benefit of picking the right partner. I’ve spent my professional life being the company/professional that another company has to pick to award business to.

I started out as a supplier of online radio coverage and database services, and in those early days it was about having the best products and marketing them. For me, as an engineer, it was always about the product. Perhaps the downfall of almost all engineers is to let the service stand above all else and forget to market, promote and sell. You may have the best thing going, but if no one knows about it, it will make no difference to your customers or to you.

I’ve always had success getting to know my customers/clients by having an opening dialog. “These are the things I know,” I say. “Is there anything I can do to help your process and to help your deployment?” Or turn that around, as we did in the early days of the industry: “Show me how you are doing things, and let me see if I can help improve the process and increase efficiency.”

For my particular skillset, I was able to make a big difference in the deployment of some early cellular and PCS systems and help a lot of companies make things more efficient. Of course, I did well at the same time. That is a good vendor. That is a partnership.

In some of the projects I’ve been successful at lately, I’ve only been able to be successful through the extraordinary efforts of my vendors. Because my company is just a vendor to another company, I’ve been A+. So I get more work. And I give more work to my vendors—those that do well for me.

And so we present our annual buyers guide to the industry. I know one thing: The right partner/vendor is in this issue, here for you. The right partner sometimes takes a little effort to find, but it sure is worth the effort in the end.

Rich Biby, Publisher
rbiby@aglmediagroup.com
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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 and filing, site audit and third-party inspection, and tower structural and appurtenance mapping. Waterford says it has a national team of highly respected and reputable experts who are committed to providing superior, timely and budget-sensitive customer service. Waterford says it understands regulatory requirements and can alleviate the burden of FCC compliance for its customers.

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Anritsu, a global provider of innovative test and measurement solutions, provides solutions for existing and next generation wired and wireless communication systems and operators. Products include wireless, optical, microwave/RF and digital instruments, together with operations support systems for R&D,
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CommScope says it has played a vital role in the world’s best communication networks. The company says its solutions span the entire RF landscape, helping wireless carriers manage ever-increasing cell site complexities. CommScope’s end-to-end RF solutions include critical infrastructure needed to build high-performance wireless networks.

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New York, NY 10016
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Gary Flanigan
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785.871.0010

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The Huber+Suhner group is a global supplier of components and systems for electrical and optical connectivity. The company says its communications customers appreciate that it has specialists with detailed knowledge of practical applications.

Metal & Cable Corp., Inc.
Metal & Cable
9337 Ravenna Road, Unit C
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David Klein
david@metal-cable.com
330.963.7909
metal-cable.com

Metal & Cable’s high-capacity Magnemount antenna mount and Magnemount cable/cable tray mount are non-penetrating magnetic mounts designed for use on steel water towers. Metal & Cable says that in eight years in service, it has never had a service failure.
Radio Frequency Systems
200 Pond View Drive
Meriden, CT 06450
Paula Mennone-Preisner
sales.americas@rfsworld.com
800.321.4700
rfsworld.com

Radio Frequency Systems (RFS) is a global designer and manufacturer of cable, antenna and tower systems, along with active and passive RF conditioning modules, providing total-package solutions for outdoor and indoor wireless infrastructure. RFS serves OEMs, distributors, system integrators, operators and installers. Its customers include the four largest wireless carriers, the majority of tier 2 and 3 wireless carriers in North America and many of the top wireless and microwave OEMs worldwide.

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Phazar says it is the largest supplier of oDAS antennas used on street lights, utility poles or structures. It offers multiple-frequency coverage for 700/850 MHz, AWS, PCS, WiMAX, and Wi-Fi on omni’s, tri-sector and quasi-omni styles. New antennas offer LTE/MIMO with low PIM and VSWR performance.

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301.444.2047
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Phazar Antenna
101 S.E. 25th Ave.
Mineral Wells, TX 76067
Steve Schueler
sschueler@phazar.com
940.325.3301
antennaproducts.com

Phazar Antenna
101 S.E. 25th Ave.
Mineral Wells, TX 76067
Steve Schueler
sschueler@phazar.com
940.325.3301
antennaproducts.com

Pulse Electronics/
Larsen Antennas
3611 N.E. 112th Ave.
Vancouver, WA 98682
Customer Service
antennas.us@pulseelectronics.com
800.426.1656
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RAD Data Communications
900 Corporate Drive
Mahwah, NJ 07430
Chris Fleming
market@radusa.com
201.529.1100
radusa.com

Spectracom
1565 Jefferson Road, Suite 460
Rochester, NY 14559
Wade Sober
wade.sober@spectracom.orliola.com
585.321.5810
spectracomcorp.com

The Path Align-R is a high-performance test solution designed for fast, accurate microwave path alignment. The manufacturer says the unit is endorsed by leading wireless communications suppliers, and it provides precise alignment results in about 20 minutes. No power or radios are required on-site. The Path Align-R provides proof of alignment with recorded and documented records.

See ads on pages 77 and 85

Spectracom
1565 Jefferson Road, Suite 460
Rochester, NY 14559
Wade Sober
wade.sober@spectracom.orliola.com
585.321.5810
spectracomcorp.com

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San Jose, CA 95131
Seri Yoon
seri.yoon@te.com
408.952.2400
te.com/DAS

Telewave
660 Giguere Court
San Jose, CA 95133
sales@telewave.com
800.331.3396
telewave.com

Telewave designs and manufactures RF infrastructure equipment for wireless communication systems and interoperability. Customers include public safety organizations; local, county and federal agencies; industry; and the military.

See ad on page 27

Tessco Technologies
11126 McCormick Road
Hunt Valley, MD 21031-1494
John Celentano
celentanoj@tessco.com
410.229.1186
tessco.com

Thin Air Construction
3500 Cannon St.
Hastings, MN 55033
Jules Fisher
lules.fisher@thinairconstruction.net
651.319.0152
thinairconstruction.net

Ventev
375 W. Padonia Road
Timonium, MD 21093
Ginny Gullett-Tawes
gulletttawes@ventev.com
800.759.9996
ventev.com

Wideband Antennas
43320 Business Park Drive,
Suite B105
Temecula, CA 92590
sales@widebandantennas.com
951.225.3704
widebandantennas.com

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Milestone Media
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Derrick Engel
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Lexington, KY 40503
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choch@acuta.org
859.278.3338
acuta.org

ACUTA is a 43-year-old nonprofit association that provides professional networking and educational resources such as conferences, seminars, and printed and electronic publications to the men and women responsible for collaboration technologies, including voice, data and video communications on college campuses.
The association says it has earned a reputation as the go-to source for information regarding campus networks, including Wi-Fi, fixed mobile convergence, VoIP, DAS and wireless security issues.

**National Association of Tower Erectors**
8 Second St. S.E.
Watertown, SD 57201
Todd Schlekeway
nate@natehome.com
605.882.5865
natehome.com

The National Association of Tower Erectors (NATE) is a nonprofit trade association in the wireless infrastructure industry providing a unified voice for tower erection, service and maintenance companies. The association has more than 600 member companies throughout the United States, Bahamas, Canada, Ghana, India, Jamaica, Romania, Saudi Arabia, South Africa, Trinidad and Tobago and the United Arab Emirates.

*See ad on inside front cover*

**PCIA - The Wireless Infrastructure Association** represents the companies that make up the wireless telecom infrastructure industry. Members are the carriers, infrastructure providers and professional services firms that own and manage more than 130,000 telecommunications facilities worldwide.

*See ad on page 50*

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fhhlaw.com

**Matthew J. Traiser**
8805 Tamiami Trail North
Naples, FL 34108
Matthew Traiser
matthew.traiser@gmail.com
612.414.3322

**Phillips Lytle LLP**

**Phillips Lytle**
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Buffalo, NY 14203
Douglas Dimitroff
716.847.5408
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, acquisitions, contract negotiations, construction and other financing, federal and state tax, and litigation. They represent some of the world’s largest telecommunications companies, infrastructure companies, lenders and investors across the United States.

**Shulman Rogers**
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Potomac, MD 20854
Michael Higgs
mhiggs@shulmanrogers.com
301.945.9244
shulmanrogers.com

Shulman Rogers is a full-service telecom and business law firm, providing brokerage services, contract negotiations, regulatory filings and dispute resolution, among other services, for tower owners, lessors and lessees. From rooftops to DAS and backhaul to insurance, Shulman Rogers says, “We stand ready to assist.”

*See ad on page 161*

**Tower Seekers**
3805 Shale Court
Carlsbad, CA 92010
Mike Ritter
mike@towerseekers.com
760.917.1123
towerseekers.com

**PCIA - The Wireless Infrastructure Association**
500 Montgomery St., Suite 500
Alexandria, VA 22314
Caitin Colligan
caitin.colligan@pcia.com
703.535.7424
pcia.com

The association says it has earned a reputation as the go-to source for information regarding campus networks, including Wi-Fi, fixed mobile convergence, VoIP, DAS and wireless security issues.

**National Association of Tower Erectors**
8 Second St. S.E.
Watertown, SD 57201
Todd Schlekeway
nate@natehome.com
605.882.5865
natehome.com

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*See ad on inside front cover*
Helping you build the top of the tower from the ground up... and everything in between

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Metal & Cable’s high-capacity Magnemount antenna mount and Magnemount cable/cable tray mount are nonpenetrating magnetic mounts designed for use on steel water towers. Metal & Cable says that in eight years in service, it has never had a service failure.

See ad on page 97

Radio Waves
495R Billerica Ave.
North Billerica, MA 01876
sales@radiowaveinc.com
978.459.8800
radiowavesinc.com

Sabre Site Solutions
2101 Murray St.
Sioux City, IA 51111
Michael Burnett
mjburnett@sabreindustries.com
800.369.6690
sabresitesolutions.com

See ad on page 99

Connect-It Wireless manufactures and supplies what it calls the highest-quality site hardware available. It says its customer service and industry knowledge are second to none. Connect-It Wireless has antenna site needs in stock, including antenna mounts, bridge kits, coax support, grounding and a huge safety line.

See ad on page 27

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Mobile Modular Express II / Reliant Shelters
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Littleton, CO 80120
John Albert
barbara.bogo@oldcastle.com
561.914.6584
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Oldcastle Precast Shelter Solutions and Services offers a single point of contact. The company offers a turnkey shelter solution. It specializes in head ends, data centers, OTNs and hubs, and any type of above and below ground equipment shelter. Whether it’s a concrete shelter, existing facility built out or new construction, Oldcastle Precast manages customers’ projects from beginning to end. Oldcastle Precast produces precast concrete products and has more than 70 manufacturing facilities in the United States.

Fibrebond
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Kevin McCann
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318.371.6361
fibrebond.com

Fiberbond says quality and service have earned it a reputation as a trusted partner in the telecommunications industry. The company’s shelters, equipment installations and field services offer a number of benefits that translate into cost savings, time savings and safer working conditions.

See ad on page 153

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wanho.com

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

See ad on page 137

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klander@peprollc.com
814.676.5688
peprollc.com

Pepro says it is the leading manufacturer of patented shielded enclosures for remote communication and mission-critical applications. Pepro has more than 20 years in the industry without loss or upset of radio equipment caused by lightning. Pepro provides complete site solutions and installation.

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jphillips@sabreindustries.com
770.301.8080
sabrebuildingsystems.com

Sabre Building Systems designs and manufactures concrete, structural steel and ultra-light aluminum shelters. The company also offers mobile, panelized and field-erectable products including COWs, mini-COWS, COLTs and tower trailers.

See ad on page 99

Thermo Bond Buildings
109 E. Pleasant St.
Elk Point, SD 57025
Jonathan Jansen
jon@thermobond.com
800.356.2686
thermobond.com

Thermo Bond Buildings is a manufacturer of equipment shelters and cabinets engineered and constructed to meet any project’s unique needs. Thermo Bond Buildings offers full electrical and integration capabilities so customers’ buildings are ready for power and equipment once they are offloaded.

See ad on page 161

American Tower
10 Presidential Way
Woburn, MA 01801
leasing@americantower.com
877.409.6966
americantower.com

American Tower is a wireless and broadcast communications infrastructure provider that offers access to more than 49,000 communications sites throughout the United States. Its solutions include wireless and broadcast towers, managed rooftops, in-building and outdoor distributed antenna system (DAS), small cell and Wi-Fi networks, and other right of way options and services that speed network deployment.

Antietam Wireless Services
103 Carnegie Center, Suite 300
Princeton, NJ 08540
Michael Shine
info@anteitam-wireless.com
973.454.0302
anteitam-wireless.com

Arcadia Communications
3814 West St., Suite 325
Cincinnati, OH 45227
Sam Johnston
sam@arcadiatowers.com
513.702.0628
arcadiatowers.com

AW Solutions
300 Crown Oak Centre Drive
Longwood, FL 32750
Keith Hayter
keith.hayter@aw solutionsinc.com
407.260.0231
aw solutionsinc.com

AW Solutions is licensed throughout the United States, Canada and Caribbean to provide turnkey site infrastructure development and build-to-suit services to the wireless, iDAS, oDAS, wireline and fiber industries.

See ad on page 143

Beacon Towers
3001 Salterbeck St., Suite 200
Mt. Pleasant, SC 29466
Martin Deputy
martind@vitessewireless.com
843.324.9731

See ad on page 99

Thermo Bond Buildings
109 E. Pleasant St.
Elk Point, SD 57025
Jonathan Jansen
jon@thermobond.com
800.356.2686
thermobond.com

Thermo Bond Buildings is a manufacturer of equipment shelters and cabinets engineered and constructed to meet any project’s unique needs. Thermo Bond Buildings offers full electrical and integration capabilities so customers’ buildings are ready for power and equipment once they are offloaded.

See ad on page 161

American Tower
10 Presidential Way
Woburn, MA 01801
leasing@americantower.com
877.409.6966
americantower.com

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Antietam Wireless Services
103 Carnegie Center, Suite 300
Princeton, NJ 08540
Michael Shine
info@anteitam-wireless.com
973.454.0302
anteitam-wireless.com

Arcadia Communications
3814 West St., Suite 325
Cincinnati, OH 45227
Sam Johnston
sam@arcadiatowers.com
513.702.0628
arcadiatowers.com

AW Solutions
300 Crown Oak Centre Drive
Longwood, FL 32750
Keith Hayter
keith.hayter@aw solutionsinc.com
407.260.0231
aw solutionsinc.com

AW Solutions is licensed throughout the United States, Canada and Caribbean to provide turnkey site infrastructure development and build-to-suit services to the wireless, iDAS, oDAS, wireline and fiber industries.

See ad on page 143

Beacon Towers
3001 Salterbeck St., Suite 200
Mt. Pleasant, SC 29466
Martin Deputy
martind@vitessewireless.com
843.324.9731

See ad on page 99
We've expanded our facility to deliver more poles faster.

Get your monopole, flagpole or disguised monopole project off the ground with structures from EE. Our new capabilities, equipment and personnel provides the quality and service that meets your needs. Give us a call and let's go... bigger.
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John Albert
barbara.bogo@oldcastle.com
561.914.6584
oldcastleprecast.com

Parallel Infrastructure
Parallel Infrastructure
4601 Touchton Road East,
Building 300, Suite 3200
Jacksonville, FL 32246
Edward Lee
eddy@parallelinfrastructure.com
904.565.4115
parallelinfrastructure.com

Parallel Infrastructure says it is the leader in right of way management and infrastructure development, focusing on maximizing the value of underutilized land assets for third-party clients. The firm’s capabilities include telecommunications infrastructure development.

See ad on page 117

SBA Communications
5900 Broken Sound Parkway N.W.
Boca Raton, FL 33487
Lynne Hopkins
request@sbasite.com
800.487.SITE
sbasite.com

As a service provider of wireless infrastructure solutions, SBA says it sets the standard for customer satisfaction by building better wireless. It says its clients depend on it to provide their wireless infrastructure needs at all stages. SBA focuses on tower ownership, leasing, site management, site development, construction and technical services.

See ad on back cover

BUSINESS BROKERS

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

Endeiro Capital Partners, LLC
Endeiro Capital Partners
741 Avignon, Suite B
Ridgeland, MS 39157
Jerry M. Sullivan
jmsullivan@endeiro.com
601.326.0525

Endeiro Capital Partners is a diversified management and investment firm providing private equity, debt and operating support services to entrepreneurs in both new and emerging businesses and to growth-stage companies seeking to expand their existing operations.

Media Capital Advisors
824 Topaz Drive
West Chester, PA 19382
Steve Bitner
steve@mediacapadvisors.com
610.701.0961
mediacapadvisors.com

Media Venture Partners
244 Jackson St., 4th Floor
San Francisco, CA 94111
info@mediaventurepartners.com
415.391.4877
mediaventurepartners.com
Media Venture Partners provides strategic counsel and financial services, mergers/acquisitions, private equity/debt raises, valuations and appraisals. Media Venture Partners has completed more than $14 billion in transactions and focuses on clients in the media, telecom, datacenter, renewables and technology industries. Founded in 1987, Media Venture Partners has offices in San Francisco; Kansas City, Mo.; Boston and Boulder, Colo.

See ad on page 87

**Milestone Media**  
848 N. Rainbow Blvd., #680  
Las Vegas, NV 89107  
Derrick Engel  
mmlc.com@gmail.com  
303.335.9843  
milestonemedianet.com

**RBC Capital Markets**  
3 World Financial Center,  
200 Vesey St., 11th Floor  
New York, NY 10281  
Nick Stevenson  
bruce.wilmsen@rbccm.com  
212.428.6405  
rbccm.com/communications

**Tower Advisors**  
2338 Messenger Circle  
Safety Harbor, FL 34695  
Steven L. Ouzts  
steve@toweradvisorsllc.com  
727.643.8907  
toweradvisorsllc.com

**Vertix Consulting**  
2961-A Hunter Mill Road, Suite 640  
Oakton, VA 22124  
Greg Weiner  
greg.weiner@vertixconsulting.com  
866.990.8378  
vertixconsulting.com

---

**CABINETS/ENCLOSURES**

**Alpha Technologies**  
7700 Riverfront Gate  
Burnaby, BC V5J 5M4  
Canada  
sales@alpha.ca  
800.667.8743  
alpha.ca

See ad on page 33

**Amphenol**  
Amphenol Fiber Optic Products  
2100 Western Court  
Lisle, IL 60532  
Anis Khemakhem  
sales@amphenol-fiberoptics.com  
630.432.5715

Amphenol provides interconnectivity. Founded in 1932, Amphenol designs, manufactures and markets fiber-optic, electrical and coaxial interconnect products, including antennas. Amphenol products are engineered and manufactured globally.

**Charles Industries**  
5600 Apollo Drive  
Rolling Meadows, IL 60008  
Dominic Imbrogno  
mktsserv@charlesindustries.com  
847.806.6300  
charlesindustries.com

Charles Industries manufactures innovative enclosed solutions including remote cabinets for wireless backhaul, small cell, DAS, AMI, site support, and BTS deployments; fiber distribution building terminals and hubs; and fiber cross-connect and distribution point pedestals. Charles is a U.S. based manufacturer and ISO 9001 TL 9000 registered company.

See ad on page 39

**Clearfield**  
5480 Nathan Lane  
Plymouth, MN 55442  
Johnny Hill  
sales@clfd.net  
763.476.6866  
clearfieldconnection.com

No matter whether the objective is to deliver fiber to the home, business or cell site, Clearfield delivers solutions that lower the cost of broadband deployment. Clearfield says its FieldSmart fiber management platform is the industry’s only fiber management solution based upon a single architecture. With the Clearview Cassette and Clearview xPAK at its heart, FieldSmart delivers a value proposition that scales from small towns to large enterprises.

See ad on page 109

**CommScope**  
4 Westbrook Corporate Center, Suite 400  
Westchester, IL 60154  
Tania Patrone  
tania.patrone@commscope.com  
708.236.6586  
commscope.com/andrew

See ad on page 17

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**Media Venture Partners**  
Provides strategic counsel and financial services, mergers/acquisitions, private equity/debt raises, valuations and appraisals. Founded in 1987, has completed more than $14 billion in transactions and focuses on clients in the media, telecom, datacenter, renewables and technology industries.
Eltek
2925 E. Plano Parkway
Plano, TX 75074
Sales
sales.us@eltek.com
469.330.9100
eltek.com

Fibrebond
1300 Davenport Drive
Minden, LA 71055
Kevin McCann
kevin.mccann@fibrebond.com
318.371.6361
fibrebond.com

Hanson Pipe & Precast
13201 Old Gentilly Road
New Orleans, LA 70129
Oliver Delery
heather.meiner@hanson.com
504.254.1596
hansonpipeandprecast.com

Mobile Modular Express II / Reliant Shelters
58120 County Road 3 South
Elkhart, IN 46517
Tim Fye
tfye@mobilemodular.com
574.295.1214
mobilemodular.com

Oldcastle Precast Shelter Solutions
7921 S. Park Plaza
Littleton, CO 80120
John Albert
barbara.bogo@oldcastle.com
561.914.6584
oldcastleprecast.com

Peabody Concealment
13435 Estelle St.
Corona, CA 92879
Sales RFTC
sales@peabodyconcealment.com
888.511.6828
peabodyconcealment.com

Pioneer Energy Products (Pepro)
671 Colbert Ave.
Oil City, PA 16301
Kelly Lander
klander@peprollc.com
814.676.5688
peprollc.com

Raycap
806 S. Clearwater Loop
Post Falls, ID 83854
Lisa Duckett
marketing@raycap.com
208.777.1166
raycapsurgeprotection.com

Sabre Building Systems by CellXion
5031 Hazel Jones Road
Bossier City, LA 71111
Jim Phillips
jphillips@sabreindustries.com
770.301.8080
sabrebuildingsystems.com

Talley
12976 Sandoval St.
Santa Fe Springs, CA 90670
Celina Frazier
sales@talleycom.com
562.906.8023
talleycom.com

Tessco Technologies
11126 McCormick Road
Hunt Valley, MD 21031-1494
John Celentano
celentanoj@tessco.com
410.229.1186
tessco.com

Valmont Site Pro 1
15 Oser Ave.
Hauppauge, NY 11788
Steve Hagee
steven.hagee@valmont.com
888.GETPRO1
sitepro1.com

Raycap says it is a world leader in lightning protection and cable management solutions for fiber-to-the-antenna (FTTA) networks. Its products connect and protect tens of thousands of 3G and 4G sites in the latest networks being built by the world’s largest operators.

See ad on page 69

Surround yourself with winners. Never forget —people win. —Bear Bryant
Clearfield
5480 Nathan Lane
Plymouth, MN 55442
Johnny Hill
sales@clfd.net
763.476.6866
clearfieldconnection.com

No matter whether the objective is to deliver fiber to the home, business or cell site, Clearfield delivers solutions that lower the cost of broadband deployment. Clearfield says its FieldSmart fiber management platform is the industry’s only fiber management solution based upon a single architecture. With the Clearview Cassette and Clearview xPAK at its heart, FieldSmart delivers a value proposition that scales from small towns to large enterprises.

See ad on page 109

CommScope
4 Westbrook Corporate Center, Suite 400
Westchester, IL 60154
Tania Patrone
tania.patrone@commscope.com
708.236.6586
commscope.com/andrew

CommScope says it has played a vital role in the world’s best communication networks. The company says its solutions span the entire RF landscape, helping

Amphenol Fiber Optics Products
Amphenol Fiber Optic Products
2100 Western Court
Lisle, IL 60532
Anis Khemakhem
sales@amphenol-fiberoptics.com
630.432.5715

Amphenol provides interconnectivity. Founded in 1932, Amphenol designs, manufactures and markets fiber-optic, electrical and coaxial interconnect products, including antennas. Amphenol products are engineered and manufactured globally.

Anritsu
1155 E. Collins Blvd., Suite 100
Richardson, TX 75081
Technical Support
marcom@anritsu.com
800.ANRITSU
anritsu.com

Anritsu, a global provider of innovative test and measurement solutions, provides solutions for existing and next-generation wired and wireless communication systems and operators. Products include wireless, optical, microwave/RF and digital instruments, together with operations support systems for R&D, manufacturing, installation and maintenance.

See ad on page 1
wireless carriers manage ever-increasing cell site complexities. CommScope’s end-to-end RF solutions includes critical infrastructure needed to build high-performance wireless networks.

See ad on page 17

**Corning**
800 17th St. NW
Hickory, NC 28601
Isolde Karro
karroi@corning.com
828.901.6406

**Electro-Wire**
933 E. Remington Road
Schaumburg, IL 60173
James Torok
sales@electrowire.com
847.944.1500
electrowire.com

**Huber+Suhner**
19 Thompson Drive
Essex Junction, VT 05452
Dick Schmidt
info@hubersuhner.com
630.816.4021
hubersuhner.com

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**Hutton Communications**
2520 Marsh Lane
Carrollton, TX 75006
Wendy DeLawder
sales@huttoncom.com
877.648.8866
huttononline.com

**Pasternack Enterprises**
17802 Fitch
Irvine, CA 92614
Shaun Gameroz
sales@pasternack.com
949.261.1920
pasternack.com

Radio Frequency Systems (RFS) is a global designer and manufacturer of cable, antenna and tower systems, along with active and passive RF conditioning modules, providing total-package solutions for outdoor and indoor wireless infrastructure. RFS serves OEMs, distributors, system integrators, operators and installers. Its customers include the four largest wireless carriers, the majority of

Telewave wideband yagi antennas are ideal for handheld or fixed use with many popular measurement devices. They are also well suited for link and booster operation. Front to back ratio of 20 dB or better enhances your ability to track down interference. These antennas weigh less than 3 lb and are fully coated to resist any adverse conditions. 7-16 DIN-F connectors and multiple fixed mounting options are available.
tier 2 and 3 wireless carriers in North America and many of the top wireless and microwave OEMs worldwide.

See ad on page 57

Radio Waves
495R Billerica Ave.
North Billerica, MA 01876
sales@radiowaveinc.com
978.459.8800
radiowaveinc.com

RF Industries
7610 Miramar Road
San Diego, CA 92126
Richard LaFay
rlafay@rfindustries.com
800.233.1728
rfindustries.com

Southwire
240 Chestnut St.
Warwick, RI 02888
Karen Lawrence
bruce.wasser@southwire.com
401.780.2035
southwire.com/industrial/telcoflex.htm

Southwire says its TelcoFlex cable the premier LSZH central office power cable used for all levels of telecom equipment installations and battery back-up in central offices and remote locations. TelcoFlex is compliant with Telcordia GR-347, and it is UL-listed and CSA-certified.

See ad on page 121

See ad on page 57

Times Microwave Systems
358 Hall Ave.
Wallingford, CT 06492
Carolyn Turner
sales@timesmicro.com
203.949.8400
timesmicrowave.com

Trilogy Communications
2910 Highway 80E
Pearl, MS 39208
Angela Lourenco
info@trilogycoax.com
601.932.4461
trilogycoax.com

Trilogy is a manufacturer of fully bonded air-dielectric coaxial cables. AirCell Transline, radiating and plenum cables eliminate water migration and offer the best attenuation. Trilogy offers LTE PIM-certified premade jumpers. AirCell cables have been 100 percent American-made since 1985.

See ads on pages 77 and 85

Superior Essex
6120 Powers Ferry Road,
Suite 150
Atlanta, GA 30339
Matt Wheeler
jamie.bailey@spsx.com
770.657.6000
ce.superioressex.com

Talley
12976 Sandoval St.
Santa Fe Springs, CA 90670
Celina Frazier
sales@talleycom.com
562.906.8023
talleycom.com

Tech Products
105 Willow Ave.
Staten Island, NY 10305
Daniel D. O’Connor
team@techproducts.com
718.442.4900
techproducts.com

Ventev
375 W. Padonia Road
Timonium, MD 21093
Ginny Gullett-Tawes
gulletttawes@ventev.com
800.759.9996
ventev.com
TAKE YOUR WIRELESS CONCEALMENT TO NEW HEIGHTS THIS YEAR WITH ROOFTOP INSTALLATIONS FROM STEALTH®.

Our designers and custom fabricators create seamless systems that pass the muster of municipal boards, landlords and other stakeholders. This San Diego academic building is a great example of how concealment can do more than just cover — it can enhance.

When it comes to wireless infrastructure, what have you got to hide?
WANHO MANUFACTURING, LLC

Wanho Manufacturing
137 Mattatuck Heights
Waterbury, CT 06705
sales@wanho.com
203.759.3744
wanho.com

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

See ad on page 137

CLIMATE CONTROL

Bard Manufacturing
1914 Randolph Drive
Bryan, OH 43506
Paul Quigley
bard@bardhvac.com
419.636.1194
bardhvac.com

Wall-mount air conditioners from Bard Manufacturing for telecommunication shelters feature 1-to 6-ton cooling capacity, left or right service access, economizer ventilation options and specific telecom control module options. Single-stage equipment is available up to 10.2 EER efficiencies, and two-stage equipment up to 15.2 IPLV is also offered for even greater efficiencies.

See ad on page 62

Dantherm

Dantherm
110 Corporate Drive, Suite K
Spartanburg, SC 29303
Lourdes Sisk
dantherm.usa@dantherm.com
864.699.1058
dantherm.com/us

Dantherm Solutions provides energy-efficient heat removal from telecom shelters, rooms, cabinets and enclosures. Dantherm also offers air conditioners, heat exchangers, free cooling and combo cooling designed to meet cooling requirements while reducing energy and operating costs.

Marvair

Marvair
156 Seedling Drive
Cordele, GA 31015
Kim Pate
marvarysales@airxcel.com
229.273.3636
marvair.com

Wall-mount air conditioners from Marvair for telecom shelters feature 1-to 6-ton cooling capacity, left or right service access, economizer ventilation options and specific telecom control module options. Single-stage equipment is available up to 10.2 EER efficiencies, and two-stage equipment up to 15.2 IPLV is also offered for even greater efficiencies.

See ad on page 62

COLLOCATION SERVICES

Allied Fiber
845 Third Ave., 8th Floor
New York, NY 10022
Hunter Newby
info@alliedfiber.com
631.285.1136
alliedfiber.com

Arcadia Communications
3814 W. Street, Ste. 325
Cincinnati, OH 45227
Sam Johnston
sam@arcadiatowers.com
513.702.0628
arcadiatowers.com

Blue Ridge Telecom
20 Cochran Oaks Lane
Dalls, TX 75220
Site Manager
info@BlueRidgeTelecom.com
469.366.4043
blueridgetelecom.com

Central States Tower
323 S. Hale St.
Wheaton, IL 60187
Liz Erbes
elizabethe@centralstatetower.com
630.221.8500
centralstatetower.com

CIS Communications
749 Old Ballas Road
Saint Louis, MO 63141
Brick P. Storts
brick@ciscomm.com
314.569.2275
ciscomm.com

ComSites West
2555 Third St., Suite 200
Sacramento, CA 95818

COMSITES WEST
Charlie Feick
charlie@comsiteswest.com
530.414.4376
comsiteswest.com

ComSites West develops, owns and operates wireless communications sites in Northern California and Nevada, including tower and rooftop communications facilities. The company develops towers jointly with landowners and acquires towers through purchases and through purchase-leaseback programs.

Look for signs of collaboration, innovation and problem solving skills in the interviewing process. These skills and attitudes are always welcome.

Dynamic Environmental Associates
P.O. Box 7058
Lake Worth, FL 33466
David Jermakian
djermakian@dynamicenvironmental.com
877.968.4787
dynamicenvironmental.com

See ad on page 65

Eco-Site
1414 Raleigh Road,
Suite 445

Chapel Hill, NC 27517
Mike Collins
mcollins@eco-site.com
919.636.6810
eco-site.com

EMF Telecom
328 Hill Ave.
Nashville, TN 37210
info@emftelecom.com
615.291.6279
emftelecom.com

Parallel Infrastructure
4601 Touchton Road East, Building 300, Suite 3200
Jacksonville, FL 32246
Edward Lee
eddy@parallelinfrastructure.com
904.565.4115
parallelinfrastructure.com

See ad on page 117

Charlie Feick
charlie@comsiteswest.com
530.414.4376
comsiteswest.com

ComSites West develops, owns and operates wireless communications sites in Northern California and Nevada, including tower and rooftop communications facilities. The company develops towers jointly with landowners and acquires towers through purchases and through purchase-leaseback programs.

LAB Development
Wallace Grove Lane
Milford, OH 45150
Doug Bartsch
dbartsch@labdevelopment.com
513.236.0356
labdevelopment.com

LBA Group
3400 Tupper Drive
Greenville, NC 27834
Jerry Brown
lbagrp@lbagroup.com
252.757.0279
lbagroup.com

Lyle
3140 Gold Camp Drive, Suite 30
Rancho Cordova, CA 95670
Matt Johnson
mjohnson@lyleco.com
916.804.7528
lyleco.com

Prime Tower Development
5755 N. Point Parkway, Suite 37
Alpharetta, GA 30022
Steve Handmaker
shandmaker
@primetowerdevelopment.com
770.335.1057

Founded in 1969, Day Wireless Systems has 26 offices and 190 towers in the seven western states. The company specializes in collocation, site management, tower construction, system design, sales and service. Day Wireless says it is the largest full-service wireless integrator on the West Coast.
Retel Services
5871 Glenridge Drive N.E., Suite 110
Atlanta, GA 30328
Kathy Kelly-Jacobs
kathy@retelservices.com
678.292.5723
retelservices.com

SBA Communications
5900 Broken Sound Parkway N.W.
Boca Raton, FL 33487
Lynne Hopkins
request@sbasite.com
800.487.SITE
sbasite.com

As a service provider of wireless infrastructure solutions, SBA says it sets the standard for customer satisfaction by building better wireless. It says its clients depend on it to provide their wireless infrastructure needs at all stages. SBA focuses on tower ownership, leasing, site management, site development, construction and technical services.

See ad on back cover

Spider Telecom Construction
P.O. Box 1960
Vega Alta, PR 00692
Carlos A. Rivera
crivera@stcpr.com
787.553.9636

Subcarrier Communications
139 White Oak Lane
Old Bridge, NJ 08887
John Paleski
subcom1@subcarrier.com
732.607.2828
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 multitenant towers and exclusively managed building rooftops.

See ad on page 5

Synergy Concepts
105 Ford Lane
Hazelwood, MO 63042
Ben White
benwhite@synergyconceptsncc.com
314.895.2800
synergyconceptsncc.com

Total Telecom Consulting
2218 Boustead St.
Pittsburgh, PA 15216
Robert Stevens
rstevesn@totaltelecomconsulting.com
412.450.0005
totaltelecomconsulting.com

Utility Service Communications
535 Courtney Hodges Blvd.
Perry, GA 31069
Kerri Wright
sitemanagement@utilityservice.com
800.679.7819
utilityservice.com

Utility Service Communications specializes in site marketing and management for wireless facilities on water tank sites. The company provides tech services including tank mapping, structural analysis, and architectural and engineering drawings.

See ad on page 133

Valmont Site Pro 1
15 Oser Ave.
Hauppauge, NY 11788
Steve Hagee
steven.hagee@valmont.com
888.GETPRO1
sitepro1.com

See ad on page 161

Spinne ICT
5126 South Royal Atlanta Drive
Tucker, GA 30084
Michael Horan
info-atlanta@spinner-group.com
770.263.6326
spinner-group.com/us

Spinner ICT says it is the leader in low-PIM performance for jumper
cables, coaxial connectors and passive components. The company says it provides the highest quality German-engineered design to meet and exceed industry requirements.

See ads on pages 77 and 85

Talley
12976 Sandoval St.
Santa Fe Springs, CA 90670
Celina Frazier
sales@talleycom.com
562.906.8023
talleycom.com

Telewave
660 Giguere Court
San Jose, CA 95133
sales@telewave.com
800.331.3396
 telewave.com

Telewave designs and manufactures RF infrastructure equipment for wireless communication systems and interoperability. Customers include public safety organizations; local, county and federal agencies; industry; and the military.

See ad on page 27

CONNECTORS

ACS Solutions
495 Horizon Drive, Suite 200
Suwanee, GA 30024
Bob Diehl
bdiehl@acssolutions.com
800.241.9881
acssolutions.com

Amphenol Fiber Optic Products
2100 Western Court
Lisle, IL 60532
Anis Khemakhem
sales@amphenol-fiberoptics.com
630.432.5715

Amphenol provides interconnectivity. Founded in 1932, Amphenol designs, manufactures and markets fiber-optic, electrical and coaxial interconnect products, including antennas. Amphenol products are engineered and manufactured globally.

Bird Technologies
30303 Aurora Road
Solon, OH 44139
Tom Boyle
sales@birdrf.com
440.519.2172
birdrf.com

See ad on page 161

CommScope
4 Westbrook Corporate Center,
Suite 400
Westchester, IL 60154
Tania Patrone
tania.patrone@commscope.com
708.236.6586
commscope.com/andrew

CommScope says it has played a vital role in the world’s best communication networks. The company says its solutions span the entire RF landscape, helping wireless carriers manage ever-increasing cell site complexities. CommScope’s end-to-end RF solutions includes critical infrastructure needed to build high-performance wireless networks.

See ad on page 17
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The Importance of Partners

Industry veteran Jim Innes recounts the importance of partners for his tower-building and tower-owning businesses

Jim Innes has seen many changes during his nearly 30 years in the telecom-infrastructure industry—including some changes that he himself pioneered. But he’s yet to employ a full-time purchasing manager for one of the tower-building or owning firms he’s headed. And he’s never hired a certified purchasing manager (CPM).

Innes says the trend toward tower builders employing CPMs on their staffs started to pick up steam around 2009 or 2010—just when he was leaving that business. “Before then, there were very few CPMs, or even full-time purchasing managers, in the small and medium portfolio tower development industry,” he said. “And very few wireless tower builders in my experience used supplier databases until very recently.”

For the past five years, Innes has run what he calls a “boutique wireless technical services and wireless real-estate firm.” He describes it as a half consulting/half management services business. “I don’t build or operate wireless towers now,” he said. “I manage tenant sites for others and provide advisory services to larger companies such as power utilities for specific wireless tenant and carrier backhaul provider issues.”

Innes is the chief executive officer of CarrierClass Group, the founder and president of CarrierClass Deployment Services (CCDS) and was formerly the CEO of CarrierClass Site Development. CCDS operates in several wireless infrastructure development areas: multitenant wireless antenna site development; wireless backhaul systems design, engineering, deployment, and operations; wireless infrastructure deployment technical services; and rooftop wireless site management.

Innes knows his way around the telecom infrastructure business because he’s been involved in almost every facet of it, starting in 1986 with his first job in the industry. His experience includes sales, marketing, management, and 14 years in developing, leasing, and operating every type of wireless site. He’s designed and deployed low and high-capacity wireless backhaul systems for cellular carriers in major metro area markets; he’s developed and operated high-density telecom real estate including income-generating antenna sites of all types.
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Innes spent the most amount of time choosing partners when he was in the microwave backhaul world. “I had a part-time purchasing manager who did purchasing, but not a full-time one,” he said. He used a tracking software program to keep tabs on project spending, products, suppliers and prices. “When I was a tower builder, we got advance notice if prices were expected to vary within the known ranges. We’ve delivered infrastructure to carriers. I hired all the individual vendors, and purchased most of the hardware pieces. I tended to use the same group of vendors, and the same group of contractors did the work,” he said.

These days, Innes often turns to distributors for purchasing smaller items. “Distributors, especially on a boutique basis, can really add value to a project,” he said. “As a smaller firm, we more often go to manufacturing reps for big items because distributors mostly serve large-scale tower builders on larger infrastructure items.”

Like many technical specialists who specify products for specific applications, Innes demands a particular quality. “Our industry specifies very sophisticated technical equipment,” he said. “While I don’t want to pay top price, quality is always more important in my business—this was especially true when I was building towers and implementing critical microwave facilities. Also, I like to build a good relationship with people I know I can trust. Vetting and quality control on vendors and subcontractors is an ongoing process. It is important to see how well they pay attention to quality and their overall level of ethics.

Innes said he was lucky during a period from 2002 to 2005 when all he did was microwave-backhaul work. “The firm I was involved with built 36 towers, and we had a really great team,” he said. “We were all good buddies. And we kept margins. Everyone’s expectations were well aligned.”

Another of Innes’s best practices was rigorous, pre-price quote or proposal profit-and-loss modeling of the overall job. He would do a practice markup pricing bid to allow a cushion for any of the many unforeseen problems that can plague a construction site. “I’d allow a normal prices markup, setting margins that allowed overages,” Innes said. “I would never charge them the maximum price and then would try to negotiate from there. I would try to find the highest prices I could get from a customer—that the customer would happily take—but on my models, I’d actually lower my profit by building in a contingency factor right from the start.”

Basically, Innes would build in a 10 percent contingency for overruns. “On a job where I wanted to get 35 percent, my model would say 25 percent or maybe 22 percent,” he said. “Vendors would say, ‘Why’s your margin so low?’ I’d say, ‘I’ve included a 5 percent contingency for cost overruns that I expect.’ Therefore, if everyone did a really good job, and nothing bad happened on the project, then the contractor got a 5 percent bonus. If the job didn’t go well, the contractor had margins.” Innes believes that this model may be going by the wayside with the pressures of the large-scale carrier build outs.

About the author:
Mike Harrington is a freelance writer in Prairie Village, KS.
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877.409.6966
americantower.com

American Tower is a wireless and broadcast communications infrastructure provider that offers access to more than 49,000 communications sites throughout the United States. Its solutions include wireless and broadcast towers, managed rooftops, in-building and outdoor distributed antenna system (DAS), small cell and Wi-Fi networks, and other right of way options and services that speed network deployment.

See ad on page 39

Amphenol Fiber Optic Products
2100 Western Court
Lisle, IL 60532
Anis Khemakhem
sales@amphenol-fiberoptics.com
630.432.5715

Amphenol provides interconnectivity. Founded in 1932, Amphenol designs, manufactures and markets fiber-optic, electrical and coaxial interconnect products, including antennas. Amphenol products are engineered and manufactured globally.

AW Solutions
300 Crown Oak Centre Drive
Longwood, FL 32750
Keith Hayter
keith.hayter@awsolutioninc.com
407.260.0231
awsolutioninc.com

AW Solutions is licensed throughout the United States, Canada and Caribbean to provide turnkey site infrastructure development and build-to-suit services to the wireless, iDAS, oDAS, wireline and fiber industries.

Axell Wireless
15950 N. Dallas Parkway,
Suite 400
Dallas, TX 75248
Matthew Thompson
info@axellwireless.com
972.361.8038
axellwireless.com
Black & Veatch network infrastructure deployment/upgrade solutions include program/project management, site acquisition, A&E engineering, zoning and permitting, tower structural analysis/mods, procurement, construction and construction management, DAS and small cell and decommissioning.

See ad on page 10

Black Box Network Services
1000 Park Drive
Lawrence, PA 15055-1018
Carly Burton
carly.burton@blackbox.com
724.746.5500
blackbox.com

BlueStream Professional Services
3305 Highway 60 West
Faribault, MN 55021
Sales
contactkgp@kgptel.com
800.755.1950
bluestreampro.com

CarrierClass Deployment Services
400 Stenton Ave., Suite 204
Plymouth Meeting, PA 19462
James Innes
james.innes@
carrierclassgroup.com
267.481.1461
carrierclassgroup.com

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New Rochelle, NY 10801
Tel: (914) 712-0000
Fax: (914) 712-9005
Email: Info@wirelessedge.com

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Proud to represent the carriers, infrastructure providers, equipment manufacturers and professional services firms that are building the networks of tomorrow and expanding wireless broadband everywhere. Find out more at www.pcia.com.
Electro-Wire says it is committed to providing the highest-quality wire and cable products and related services. The company says that through over 30 years of doing business, it has built strong relationships with leading manufacturers. Electro-Wire offers central office power cable and wireless solutions that enable its customers to build, maintain and operate their wireless networks. Electro-Wire offers DAS-related coax and connectors, RF jumpers, plenum-rated power cables, bulk fiber, terminated fiber and related accessories.
You win when you create mutually beneficial relationships. –Seth Godin

**Exalt Communications**
254 E Hacienda Ave.
Campbell, CA 95008
Pamela Valentine
pvalentine@exaltcom.com
408.688.0200
exaltcom.com

**ExteneNet Systems**
3030 Warrenville Road, Suite 340
Lisle, IL 60532
Manish Matta
mmatta@extenetsystems.com
630.505.3846
extenetsystems.com

**Fullerton Engineering Consultants**
9600 W. Bryn Mawr, Suite 200
Rosemont, IL 60018
Jeff Latzko
jlatzko@fullertonengineering.com
224.585.4430
fullertonengineering.com

**Galtronics**
1131 W. Warner Road
Tempe, AZ 85284
Robert Booth
sales@galtronics.com
866.206.9482
galtronics.com

Galtronics says it designs and manufactures in-building and outdoor DAS and small cell antennas of the highest quality and superior performance. The company’s Pear and Ethernet product lines include several omnidirectional and panel antennas that are low-PIM-certified and that offer what Galtronics calls innovative mounting flexibility.

**GPS Networking**
373 E. Industrial Blvd.
Pueblo West, CO 81007
Steve Vasquez
salestech@gpsnetworking.com
719.595.9880
gpsnetworking.com

**Henkels & McCoy**
985 Jolly Road
Blue Bell, PA 19422
Paul DeMara
pdemara@henkels.com
215.283.7578
henkels.com

**High Gain Wireless**
P.O. Box 308
Great Falls, VA 22066-0308
Tom Ferguson
tferguson@highgainwireless.com
717.592.9578
highgainwireless.com

**Huber+Suhner**
19 Thompson Drive
Essex Junction, VT 05452
Dick Schmidt
info@hubersuhner.com
630.816.4021
hubersuhner.com

The Huber+Suhner group is a global supplier of components and systems for electrical and optical connectivity. The company says its communications customers appreciate that it has specialists with detailed knowledge of practical applications. Huber+Suhner offers expertise in radio frequency, fiber optics and low frequency all under one roof, thus providing innovation for the in-building (DAS and small cell) and FttA/PttA macro site needs of customers all over the world.

**See ad on page 134**

**Hutton Communications**
2520 Marsh Lane
Carrollton, TX 75006
Wendy DeLawder
sales@huttoncom.com
877.648.8866
huttononline.com

**IBWave**
7075 Robert-Joncas, Suite 95
Montreal, QC H4M 2Z2
Canada
Juan Felipe Gonzalez
info@ibwave.com
514.397.0606
ibwave.com

**JDS Uniphase**
430 N. McCarthy Blvd.
Milpitas, CA 95035
Michael Tschirret
jdsu.quickpurchase@jdsu.com
919.388.5069

**KGP Logistics**
3305 Highway 60 West
Faribault, MN 55021
Chanel Cottengim
contactkgp@kgptel.com
800.755.1950
kgplogistics.com
Larson says it pioneered cellular camouflage with the first monopine in 1992 and that it has been leading the industry ever since. The company’s products include pines, palms, elms, cypress, cacti, rooftops and DAS towers. Larson also refurbishes trees with field-installed bark, branches and fronds.

See ad on page 37

Lawrence Behr Associates
3400 Tupper Drive
Greenville, NC 27834
Mike Britner
lbagrp@lbagroup.com
252.757.0279
lawrencebehrrassociates.com

Mercury Communications
1710 Larkin Williams Road
Fenton, MO 63026
Jeff Fischer
bmagee@mercurycom.net
636.717.2700
mercurycom.net

Network Building and Consulting
7380 Coca Cola Drive, Suite 106
Hanover, MD 21076
Jeff Ebihara
chelseas@marriner.com
616.218.9444
networkbuilding.com

NB+C (Network Building & Consulting) says customers can count on it for wireless infrastructure needs: architecture and engineering, construction and site development. From new site construction,
small cell installs or engineering, NB+C says it is the company to count on for results, not excuses.

See ad on pages 8–9

Optiglow Systems
380 Holly Trail
Crownsville, MD 21032
William Imperato
wimperato@optiglow.com
410.409.8061
optiglow.com

Optiglow provides wireless consulting, equipment provisioning, installation and commissioning services to its clients. Their wireless services include DAS, Wi-Fi and public safety systems. Optiglow’s clients are in real estate, health care, hospitality, education and government.

Pasternack Enterprises
17802 Fitch
Irvine, CA 92614
Shaun Gameroz
sales@pasternack.com
949.261.1920
pasternack.com

Phazar Antenna
101 S.E. 25th Ave.
Mineral Wells, TX 76067
Steve Schueler
sschueler@phazar.com
940.325.3301
antennaproducts.com

Piierson Wireless
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Lincoln, NE 68542
Ross Pierson
solutions@piersonwireless.com
402.730.8638
piersonwireless.com

Pulse Electronics/
Larsen Antennas
3611 N.E. 112th Ave.
Vancouver, WA 98682
Customer Service
antennas.us@pulseelectronics.com
800.426.1656
pulseelectronics.com/products/antennas

Radio Frequency Systems
200 Pond View Drive
Meriden, CT 06450
Paula Mennone-Preisner
sales.americas@rfsworld.com
800.321.4700
rfsworld.com

Radio Frequency Systems (RFS) is a global designer and manufacturer of cable, antenna and tower systems, along with active and passive RF conditioning modules, providing total-package solutions for outdoor and indoor wireless infrastructure. RFS serves OEMs, distributors, system integrators, operators and installers. Its customers include the four largest wireless carriers, the majority of tier 2 and 3 wireless carriers in North America and many of the top wireless and microwave OEMs worldwide.

See ad on page 57

RCC Consultants
100 Woodbridge Center Drive
Woodbridge, NJ 07095
Mike Hunter
info@rcc.com
732.404.2400
rcc.com

Solid
617 N. Mary Ave.
Sunnyvale, CA 94085
Matt Atkins
info@solid.com
888.409.9997
solid.com

Solid is a global wireless infrastructure company that enables indoor and outdoor cellular, public-safety and Wi-Fi communications at some of the world’s best-known venues.

See ad on page 129

Pctel
20410 Observation Drive, Suite 200
Germantown, MD 20876
Chintan Fafadia
chintan.fafadia@pctel.com
301.444.2047
pctel.com

Spinier ICT
5126 South Royal Atlanta Drive
Tucker, GA 30084
Michael Horan
info-atlanta@spinner-group.com
Spinner ICT says it is the leader in low-PIM performance for jumper cables, coaxial connectors and passive components. The company says it provides the highest quality German-engineered design to meet and exceed industry requirements.

See ads on pages 77 and 85

**Superior Essex**
6120 Powers Ferry Road, Suite 150
Atlanta, GA 30339
Matt Wheeler
jamie.bailey@spsx.com
770.657.6000
c.e.superioressex.com

**Talley**
12976 Sandoval St.
Santa Fe Springs, CA 90670
Celina Frazier

**Talana Wireless**
2953 Bunker Hill Lane, #100
Santa Clara, CA 95054
Luke Angelus
info@taranawireless.com
617.413.4373
taranawireless.com

Stealth Concealment Solutions
3034-A Ashley Phosphate Road
North Charleston, SC 29418
Cindy Wishart
cindywishart@stealthsite.com
800.755.0689
stealthconcealment.com

“Got something to hide?” Stealth Concealment Solutions asks. “Camouflage your antennas and improve the environmental landscape. Trust the experts who were here first.” Stealth Concealment Solutions says it has been the leader and master of quality antenna concealment solutions for the wireless industry since 1992.

See ad on page 29

aglmediagroup.com

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Vertix Consulting
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Oakton, VA 22124
Greg Weiner
greg.weiner@vertixconsulting.com
866.990.8378
vertixconsulting.com

Vision Technologies
530 G McCormick Drive
Glen Burnie, MD 20161
Al Saxon
asaxon@visiontech.biz
410.424.2183
visiontech.biz

Waterford Consultants
P.O. Box 2090
Ashburn, VA 20146-2090
Thomas Ferguson
sales@waterfordconsultants.com
703.910.5054
waterfordconsultants.com

See ad on page 42

Westell Technologies
750 N. Commons Drive
Aurora, IL 60504
contactsales@westell.com
800.377.8766
westell.com

Wideband Antennas
43320 Business Park Drive, Suite B105
Temecula, CA 92590
sales@widebandantennas.com
951.225.3704
widebandantennas.com

Tessco Technologies
11126 McCormick Road
Hunt Valley, MD 21031-1494
John Celentano
celentanoj@tessco.com
410.229.1186
tessco.com

Tessco Technologies says it is “your total source for making wireless work.” With more than 25,000 products, services and solutions from over 375 industry-leading manufacturers, Tessco says it has everything its customers need for building, using and maintaining wireless broadband, DAS and small cell systems.

See ad on page 42

Tectonic Engineering
70 Pleasant Hill Road, P.O. Box 37
Mountainville, NY 10953
Richard P. Kummerle
lskinner@tectonicengineering.com
800.829.6531
tectonicengineering.com

See ad on page 61

Tempest Telecom Solutions
136 W. Canon Perdido, Suite 100
Santa Barbara, CA 93101
Elda Rudd
erudd@tempestelecom.com
805.879.4829
tempestelecom.com

TE Connectivity
541 E. Trimble Road
San Jose, CA 95131
Seri Yoon
seri.yoon@te.com
408.952.2400
te.com/DAS

Times Microwave Systems
358 Hall Ave.
Wallingford, CT 06492
Carolyn Turner
sales@timesmicro.com
203.949.8400
timesmicrowave.com

See ad on page 104

Trilogy Communications
2910 Highway 80E
Pearl, MS 39208
Angela Lourenco
info@trilogycoax.com
601.932.4461
trilogycoax.com

TRM
7468 Candlewood Road
Hanover, MD 21076
Tom Napoli
tnapoli@trmcom.com
240.205.1588
trmcom.com

TRM
16 Chestnut St., Suite 220
Foxborough, MA 02035
Justin Leland
617.510.1115
trmcom.com

Tuf-Tug Products
3434 Encrete Lane
Moraine, OH 45439
Joey Deuer
tuftug@aol.com
937.299.1213
tuf-tug.com

UniTek Global Services
1777 Sentry Parkway West
Blue Bell, PA 19422
Mike Treger
mctreger@pinnaclewireless.com
201.249.8528
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Tessco Technologies says it is “your total source for making wireless work.” With more than 25,000 products, services and solutions from over 375 industry-leading manufacturers, Tessco says it has everything its customers need for building, using and maintaining wireless broadband, DAS and small cell systems.
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Tom Moyer
antennaid@msn.com
610.458.8418
antennaid.com

Connect-It Wireless
210 Commerce Way, Suite C
Jupiter, FL 33458
Alisa Whitacre
sales@connectitwireless.net
866.781.1300
connectitwireless.net

Electro-Wire
933 E. Remington Road
Schaumburg, IL 60173
James Torok
sales@electrowire.com
847.944.1500
electrowire.com

Hutton Communications
2520 Marsh Lane
Carrollton, TX 75006
Wendy DeLawder
sales@huttoncom.com
877.648.8866
huttononline.com

Ingenuity Industries
1114 G St.
Marysville, CA 95901
Matthew Younce
matthew@bondwasher.com
530.933.1522
bondwasher.com

KGP Logistics
3305 Highway 60 West
Faribault, MN 55021
Chanel Cottingham
contactkgp@kgptel.com
800.755.1950
kgplogistics.com

LBA Technology
3400 Tupper Drive
Greenville, NC 27834
Byron Johnson
lbagrp@lbagroup.com
252.757.0279
lbatechnology.com

Pinnacle Telecom Group
14 Ridgedale Ave., Suite 209
Cedar Knolls, NJ 07927
Dan Collins
dancollins@pinnacletelecomgroup.com
973.451.1630
pinnacletelecomgroup.com

UniTech Services Group
295 Parker St.
Springfield, MA 01151
Stephen Hofstatter
shofstatter@unitechus.com
413.304.2100
unitech-rf.com

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EMF MEASUREMENT

Electro Rent
6060 Sepulveda Blvd.
Van Nuys, CA 91411
Electro Rent
sales@electrorent.com
800.553.2255
electrorent.com

Global RF Solutions
1900 W. Chandler Blvd.,
Suite 15-228
Chandler, AZ 85226
Marv Wessel
marv@grfs.net
480.814.1393
grfs.net

Valmont Site Pro 1
15 Oser Ave.
Hauppauge, NY 11788
Steve Hagee
steven.hagee@valmont.com
888.GETPRO1
sitepro1.com

Valmont Site Pro1 says it is the industry’s leading manufacturer and distributor of high-quality wireless site components. The company’s broad product offering is available for same-day shipping from any one of its six distribution centers located in Atlanta; Los Angeles; New York; Dallas, Plymouth, Ind.; and Salem, Ore. Products include coax cable accessories,
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Minneapolis, MN 55427-4712
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763.355.2030
aecnonoise.com

**AW Solutions**
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Longwood, FL 32750
Keith Hayter
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407.260.0231
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AW Solutions is licensed throughout the United States, Canada and Caribbean to provide turnkey site infrastructure development and build-to-suit services to the wireless, iDAS, oDAS, wireline and fiber industries.

**Black & Veatch**
10950 Grandview Drive
Overland Park, KS 66210
Kristi Klohs
klohskm@bv.com
913.458.6271
bv.com

Black & Veatch network infrastructure deployment/upgrade solutions include program/project management, site acquisition, A&E engineering, zoning and permitting, tower structural analysis/mods, procurement, construction and construction management, DAS and small cell and decommissioning.

**Waterford Consultants**
P.O. Box 2090
Ashburn, VA 20146-2090
Thomas Ferguson
sales@waterfordconsultants.com
703.910.5054
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 and filing, site audit and third-party inspection, and tower structural and appurtenance mapping. Waterford says it has a national team of highly respected and reputable experts who are committed to providing superior, timely and budget-sensitive customer service. Waterford says it understands regulatory requirements and can alleviate the burden of FCC compliance for its customers.

See ad on page 73

**Aero Solutions**
5500 Flatiron Parkway,
Suite 100
Boulder, CO 80301
Jim Lockwood
info@aerosolutionsllc.com
720.304.6882
aerosolutionsllc.com

Aero Solutions optimizes the load carrying capacity of monopole and tower structures, with thousands of upgrades completed in the United States since 2002. The company’s innovative, nonwelded PoleMax reinforcing systems are supported by AeroSoft design software and technical field support.

See ad on page 42

**Sell Tower Consulting**
2925 Saint Charles Drive
Conway, AR 72034
Thomas Dolislager
thomasd@selltower.com
501.329.2114
selltower.com

See ad on page 10

**Advantage Engineers**
7070 Samuel Morse Drive,
Suite 150
Columbia, MD 21046
Matt Eveland
meveland@advantageengineers.com
443.367.0003
advantageengineers.com

Advantage Engineers provides consulting and engineering services to design, procure and deploy communications networks for commercial and government clients.

See ad on page 73

**EMPLOYMENT SERVICES**

**Sell Tower Consulting**
2925 Saint Charles Drive
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Thomas Dolislager
thomasd@selltower.com
501.329.2114
selltower.com

aglmediagroup.com
**Ehresmann Engineering** says that values and ethics are entrenched in the company’s daily activities. The company says it achieves performance with honesty in all aspects of its work. Whether it's managing a turnkey project or fabricating a custom-designed stealth structure, Ehresmann Engineering says it will compete aggressively on quality to provide its customers with what they need, and nothing less.

**See ad on page 113**

**Engineering Specialties Group**
8501 Turnpike Drive, Suite 106
Westminster, CO 80031
Joel Deis, P.E.
joeld@engineeringspecialtiesgroup.com
303.482.3186
engineeringspecialtiesgroup.com

**FDH**
6521 Meridien Drive
Raleigh, NC 27616
Christopher Ply
cply@fdh-inc.com
919.755.1012
fdh-inc.com

**Hariton Wireless Consulting**
12 Willowdale Road
Topsfield, MA 01983
Joel Hariton
jhariton@hotmail.com
978.887.3833
haritonwireless.com

**Henkels & McCoy**
985 Jolly Road
Blue Bell, PA 19422
Paul DeMara
pdemara@henkels.com
215.283.7578
henkels.com

**Kimley-Horn and Associates**
3001 Weston Parkway
Cary, NC 27513
Tony Dawson
tony.dawson@kimley-horn.com
813.635.5524
kimley-horn.com

As a consulting firm, Kimley-Horn has more than 15 years of experience.
in the telecom industry. Whether a project is local or national, Kimley-Horn says its staff is dedicated to finding solutions to its customers’ toughest problems while delivering high-quality results.

Lyncole XIT Grounding
3547 Voyager St.
Torrance, CA 90503
Leslie Provenzano
lprovenzano@lyncole.com
310.214.4000
lyncole.com

Malouf Engineering
17950 Preston Road, Suite 720
Dallas, TX 75252
Mark Malouf
mmalouf@maloufengineering.com
972.783.2578
maloufengineering.com

Malouf Engineering is a nationwide structural engineering consulting firm specializing in the inspection, analysis, design and strengthening modification of tower structures, water tanks, building rooftops, and other special structures including camouflaged designs and facility support buildings.

Noble Engineering Consultants
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Scottsdale, AZ 85258
Dale Gray
dgray@patriot-tower.com
480.421.0234
patriot-tower.com

Paul J. Ford and Company
250 E. Broad St., Suite 600
Columbus, OH 43215
Barb Tucker
btucker@pjfweb.com
614.221.6679
pjfweb.com

PJF is a structural engineering firm that says it has a national reputation for designing and analyzing communications structures since 1966. PJF offers high-volume capacity with quick turn times. PJF has professional engineer registrations in all 50 states, the District of Columbia, Puerto Rico and Canada.

Pctel
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Germantown, MD 20876
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301.444.2047
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Ramaker & Associates
1120 Dallas St.
Sauk City, WI 53583

Michael Pinske
sdoody@ramaker.com
608.643.4100
ramaker.com

Retel Services
5871 Glenridge Drive N.E., Suite 110
Atlanta, GA 30328
Kathy Kelly-Jacobs
kathy@retelservices.com
678.292.5723
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Retel Services, a certified Women's Business Enterprise, offers a self-performed turnkey solution. The company's experienced team delivers site acquisition, project management, environmental, engineering and construction services.

SSC
8500 W. 110th St., Suite 300
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David Blaha
info@ssc.us.com
913.438.7700
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SSC provides services to the telecommunications, development and construction industries. The company says its full range of in-house services and abilities makes it uniquely capable of handling all aspects of the most challenging projects. SSC says it strives hard to serve its clients, solve their problems and communicate effectively.

See ad on page 91

Tectonic Engineering & Surveying Consultants
70 Pleasant Hill Road, P.O. Box 37
Mountainville, NY 10953
Richard P. Kummerle
lskinner@tectonicengineering.com
800.829.6531
tectonicengineering.com

Tectonic provides a full spectrum of site acquisition, A/E professional services and program management. Tectonics' staff of 500 is located throughout offices nationally, providing site acquisition, permitting, zoning, due diligence, NEPA/SHPO, Phase I, civil, structural and geotechnical engineering and tower analysis.

See ad on page 61

V-Comm
2540 U.S. Highway 130, Suite 101
Cranbury, NJ 08512
Dominic Villecco
dominic.villecco@vcomm-eng.com
609.655.1200
vcomm-eng.com

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Korey Stickney
kstickney@verticalsolutions-inc.com
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Aarcher
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Jason Los
cboswell@aarcherinc.com
410.897.9100
aarcherinc.com

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

Advantage Engineers
7070 Samuel Morse Drive,
Suite 150
Columbia, MD 21046
Matt Eveland
cpely@fdh-inc.com
443.367.0003

Advantage Engineers 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. Advantage Engineers says it understands customers’ program and schedule constraints and uses its expertise to realize customers’ goals in a cost-effective and timely manner.

GSS
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Urbandale, IA 50322
Steve Blazenko
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515.205.6570
gssmidwest.com

International Climatic Evaluation
1110 Finch Ave. West, Suite 716
Toronto, ON M3J 2T2
Canada
Simon Weisman
simon@weisman-consultants.com
416.736.7453
weisman-consultants.com

IVI Telecom Services
55 W. Red Oak Lane
White Plains, NY 10604
Adrian Berezowsky
adrian.berezowsky@ivi-intl.com
914.310.8066
ivi-telecom.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. IVI says it understands customers’ program and schedule constraints and uses its expertise to realize customers’ goals in a cost-effective and timely manner.

LR Kimball
615 W. Highland Ave.
Ebensburg, PA 15931
Bill Waugaman
communications.technology@lrkimball.com
814.472.7700
lrkimball.com

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Aeroacoustic Engineering Consultants
8014 Olson Highway, Suite 210
Minneapolis, MN 55427-4712
Lawrence F. Hansen
larry.hansen@aecnonoise.com
763.355.2030
aecnonoise.com

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Dynamic Environmental Associates
P.O. Box 7058
Lake Worth, FL 33466
David Jermakian
djermakian@dynamicenvironmental.com
877.968.4787
dynamicenvironmental.com

Dynamic Environmental Associates says it is the industry-recognized source for NEPA compliance, environmental site assessments, permitting, auditing and reporting. The company says that by adhering to its core principles, DEA has achieved recognition from both the tower industry and peers as leading experts in environmental assessment and compliance. DEA says that for nearly 20 years, it has been providing the communications industry with expert professional environmental services.

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6521 Meridien Drive
Raleigh, NC 27616
Christopher Ply
ncpy@fdh-inc.com
919.755.1012
fdh-inc.com

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Waterford Consultants
P.O. Box 2090
Ashburn, VA 20146-2090
Thomas Ferguson
sales@waterfordconsultants.com
703.910.5054
waterfordconsultants.com
If we are together, nothing is impossible.
–Winston Churchill

Remote Monitoring Services
7732 County Road 150
Salida, CO 81201
Art Stone
hillary@stonetechnology.com
719.539.1222
stonetechnology.com

Retel Services
5871 Glenridge Drive N.E.,
Suite 110
Atlanta, GA 30328
Kathy Kelly-Jacobs
kathy@retelservices.com
678.292.5723
retelservices.com

Retel Services, a certified Women’s Business Enterprise, offers a self-performed turnkey solution. The company’s experienced team delivers site acquisition, project management, environmental, engineering and construction services.

Waterford Consultants
P.O. Box 2090
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Thomas Ferguson
sales@waterfordconsultants.com
703.910.5054
waterfordconsultants.com

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Survivability

Your towers are built to withstand tough conditions. Your Environmental Compliance and Reviews should withstand tough scrutiny.

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.

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8823 San Jose Blvd., Suite 103
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Tom Martin
contactmes@martinenviro.com
866.731.1034
martinenviro.com

Noble
Engineering Consultants
123 E. Railroad St.
Flora, IL 62839
Eric Seals
eseals@nbleng.com
618.662.5800
nbleng.com

Ramaker & Associates
1120 Dallas St.
Sauk City, WI 53583
Michael Pinske
sdoody@ramaker.com
608.643.4100
ramaker.com

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Remote Monitoring Services
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hillary@stonetechnology.com
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We don’t cut corners. We cut risk.

Nationwide Toll Free 877.968.4787 info@dynamicenvironmental.com www.DynamicEnvironmental.com

aglmediagroup.com
White Buffalo Environmental conducts Phase I, NEPA, EA, tribal and agency consults. The company says customers can count on it to meet timelines and budgets. The company says it has experienced telecommunications environmental professionals, and that since 1998, it has provided expert services to major projects and independents from single projects to large, multistory build outs.

See ad on page 161

FCC/FAA FILING

Advantage Communications
515 S. Highland Drive
Hollywood, FL 33021
Mark Lavallee
mark.lavallee@advantage-com.com
954.961.2642
advantage-com.com

Caldwell Compliance manages all aspects of the environmental regulatory process. Its experts oversee the process so its customers don’t have to. Caldwell Compliance says it provides peace of mind that site compliance is taken care of 100 percent. The company says it improves customers’ compliance experiences through its fresh approach.

Fletcher, Heald & Hildreth
1300 N. 17th St., Suite 1100
Arlington, VA 22209
Frank Jazz
office@fhhlaw.com
703.812.0400
fhhlaw.com

Radio Licensing Services
P.O. Box 22161
Milwaukie, OR 97222
Rick Mills
radiolicensing@cuaccess.net
800.304.8821
radiolicensing.com

SBA Communications
5900 Broken Sound Parkway N.W.
Boca Raton, FL 33487
Lynne Hopkins
request@sbasite.com
800.487.SITE
sbasite.com

As a service provider of wireless infrastructure solutions, SBA says it sets the standard for customer satisfaction by building better wireless. It says its clients depend on it to provide their wireless infrastructure needs at all stages. SBA focuses on tower ownership, leasing, site management, site development, construction and technical services.

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Shulman Rogers
12505 Park Potomac Ave.,
6th Floor
Potomac, MD 20854
Michael Higgs
mhiggs@shulmanrogers.com
301.945.9244
shulmanrogers.com

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Sitesafe
200 N. Glebe Road, Suite 1000
Arlington, VA 22203
Matt Butcher
m.langford@velocitel.com
703.558.0502
sitesafe.com

Tessco Technologies
11126 McCormick Road
Hunt Valley, MD 21031-1494
John Celentano
celentanoj@tessco.com
410.229.1186
tessco.com

Waterford Consultants
P.O. Box 2090
Ashburn, VA 20146-2090
Thomas Ferguson
sales@waterfordconsultants.com
703.910.5054
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 and filing, site audit and third-party inspection, and tower structural and appurtenance mapping. Waterford says it has a national team of highly respected and reputable experts who are committed to providing superior, timely and budget-sensitive customer service. Waterford says it understands regulatory requirements and can alleviate the burden of FCC compliance for its customers.

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FINANCIAL SERVICES

Advantage Funding
1000 Parkwood Circle
Atlanta, GA 30339
Jeff Farkas
info@advantagefunding.com
800.241.2274
advantagefunding.com

Advantage Funding converts its customers’ accounts receivables into instant cash at the time its customers are ready to bill their own clients. Customers can factor one invoice or as many as they want. AFC does not require audits, financial statements or term contracts. It eliminates the drawbacks of traditional funding methods and offers many more advantages. The company says that dealing with AFC is as simple as 1-2-3.

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Black Dot
27271 Las Ramblas
Mission Viejo, CA 92691
Phil Ackerman
packerman@blackdotwireless.com
949.502.3819
blackdotwireless.com

The key to a good RFTC Telecom Concealment System is the way it’s manufactured. Peabody RFTC Concealment has been doing this for over the last 2 decades, which means we have a lot of years of experience to rely upon. Working closely with carriers and providers gives us firsthand knowledge of what is wanted and needed in making a high quality concealment systems that are RF friendly and environmentally visually appealing. Our prefabricated concealment structures will save you thousands in installation costs compared to traditional build-on-site solutions.

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Endeiro Capital Partners is a diversified management and investment firm providing private equity, debt and operating support services to entrepreneurs in both new and emerging businesses and to growth-stage companies seeking to expand their existing operations.

**Cell Blocks**
277 Sumption Drive
Columbus, OH 43230
Phillip Colflesh
philcolflesh@cellblocksinc.com
614.800.0534
cellblocksinc.com

Cell Blocks is a nonpenetrating, engineered foundation made from individual precast concrete 7-foot-square blocks. The blocks are assembled in various configurations and post-tensioned, providing a foundation for poles, shelters and cabinets. Cell Blocks says predictability is key value.

**Peppertree Capital**
Peppertree Capital Management
86 West St.
Chagrin Falls, OH 44022
Howard Mandel
hmandel@peppertreecapital.com
440.528.0333
peppertreecapital.com

Peppertree Capital Management is a private equity fund manager focused on providing growth equity to telecommunications infrastructure companies in the United States and internationally. To date, Peppertree has sponsored 17 tower companies.

**Landmark Dividend**
2141 Rosecrans Ave., Suite 2100
El Segundo, CA 90245-4747
Stephanie Simmons
info@landmarkdividend.com
800.843.2024
landmarkdividend.com

Landmark Dividend says it is the national industry leader in ground lease transactions. Ground lease transactions are Landmark’s only focus. The company says this single-minded commitment enables it to better understand customer needs as landlords and to offer customized capital solutions.

**RBC Capital Markets**
RBC Capital Markets
3 World Financial Center,
200 Vesey St., 11th Floor
New York, NY 10281
Nick Stevenson
bruce.wilmsen@rbccm.com
212.428.6405
rbccm.com/communications

**Reltel Services**
5871 Glenridge Drive N.E., Suite 110
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When lightning strikes, will your radios keep working?

{They will if you have Strikesorb}

Raycap’s FTTA/PTTA connectivity and protection solutions for Remote Radio Head architectures enable distributed base station architectures and protect RRH systems from lightning damage. They provide unique weatherproof solutions that protect your radios, manage your cables, are field upgradable, fully customizable, and significantly enhance the reliability and availability of the RRH site. Raycap products are the only protection you’ll ever need for your valuable assets atop cell towers and inside base stations. We know our Strikesorb® surge protection technology works because it’s already protecting tens of thousands of RRH sites worldwide.

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**Southwire**
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Karen Lawrence
bruce.wasser@southwire.com
401.780.2035
southwire.com/industrial/telcoflex.htm

Southwire says its TelcoFlex cable is the premier LSZH central office power cable used for all levels of telecom equipment installations and battery back-up in central offices and remote locations. TelcoFlex is compliant with Telcordia GR-347, and it is UL-listed and CSA-certified.

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**Thermo Bond Buildings**
109 E. Pleasant St.
Elk Point, SD 57025
Jonathan Jansen
jon@thermobond.com
800.356.2686
thermobond.com

Ask your potential partners to identify their business strategies to see if you think your business is a good fit.

**Trojan Battery**
12380 Clark St.
Santa Fe Springs, CA 90670
Meryl Cook
kgarcia@trojanbattery.com
562.236.3165
trojanbattery.com

**MUTI-Sabre Industries Telecom Services**
2626 Midwest Court
Champaign, IL 61822
Scott Kisting
skisting@mutionline.com
217.819.3040
mutionline.com

MUTI-Sabre Industries Telecom Services provides a variety of services to the telecommunications industry including tower construction, modifications, maintenance, inspections, microwave design and deployment, equipment integration, generators and HVAC maintenance.

**ReliOn**
15913 E. Euclid Ave.
Spokane, WA 99216
Sandra Saathoff
fuel.cells@relion-inc.com
509.228.6553
relion-inc.com

ReliOn says its TelcoFlex cable is the premier LSZH central office power cable used for all levels of telecom equipment installations and battery back-up in central offices and remote locations. TelcoFlex is compliant with Telcordia GR-347, and it is UL-listed and CSA-certified.

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**Alltec**
64 Catalyst Drive
Canton, NC 28716
Eric Schilling
info@alltecglobal.com
828.646.9290
alltecglobal.com

Alltec is an international, full-service company specializing in engineered grounding/earthing and bonding, surge/transient protection and lightning protection systems. It provides risk-mitigation strategies and engineered solutions for today's infrastructure challenges.

**Comsite Hardware**
P.O. Box 3951
Incline Village, NV 89450
Steve Hopkins
sales@comsitehardware.com
775.832.2523
comsitehardware.com

**Harger Lightning & Grounding**
301 Zielger Drive
Grayslake, IL 60030
hargersales@harger.com
800.842.7437
harger.com

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**See ad on page 39**

**Legacy Power Systems**
P.O. Box 360
Burley, WA 98322
Jamie Tracy
jamiet@legacytowers.com
253.858.0214
legacypower.com

**See ad on page 161**

**Southwire**
240 Chestnut St.
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Karen Lawrence
bruce.wasser@southwire.com
401.780.2035
southwire.com/industrial/telcoflex.htm

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**Trojan Battery**
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Santa Fe Springs, CA 90670
Meryl Cook
kgarcia@trojanbattery.com
562.236.3165
trojanbattery.com

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**MUTI-Sabre Industries Telecom Services**
2626 Midwest Court
Champaign, IL 61822
Scott Kisting
skisting@mutionline.com
217.819.3040
mutionline.com

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Spokane, WA 99216
Sandra Saathoff
fuel.cells@relion-inc.com
509.228.6553
relion-inc.com

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**Alltec**
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Canton, NC 28716
Eric Schilling
info@alltecglobal.com
828.646.9290
alltecglobal.com

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**Comsite Hardware**
P.O. Box 3951
Incline Village, NV 89450
Steve Hopkins
sales@comsitehardware.com
775.832.2523
comsitehardware.com

**Harger Lightning & Grounding**
301 Zielger Drive
Grayslake, IL 60030
hargersales@harger.com
800.842.7437
harger.com
Wall-mount air conditioners from Bard Manufacturing for telecommunication shelters feature 1- to 6-ton cooling capacity, left or right service access, economizer ventilation options and specific telecom control module options. Single-stage equipment is available up to 10.2 EER efficiencies, and two-stage equipment up to 15.2 IPLV is also offered for even greater efficiencies.

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Southwire
240 Chestnut St.
Warwick, RI 02888
Karen Lawrence
bruce.wasser@southwire.com
401.780.2035
southwire.com/industrial/telcoflex.htm

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Talley
12976 Sandoval St.
Santa Fe Springs, CA 90670
Celina Frazier
sales@talleycom.com
562.906.8023
talleycom.com

Tessco Technologies
11126 McCormick Road
Hunt Valley, MD 21031-1494

John Celentano
celentanoj@tessco.com
410.229.1186
tessco.com

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Dantherm
110 Corporate Drive, Suite K
Spartanburg, SC 29303
Lourdes Sisk
dantherm.usa@dantherm.com
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Dantherm Solutions provides energy-efficient heat removal from telecom shelters, rooms, cabinets
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6037 S. Industrial Road
Chelsea, OK 74016
Richard Bell
rose-btc@sbcglobal.net
918.789.9020
belltowercorp.com

For 22 years, Bell Tower has been designing, manufacturing and installing towers throughout the United States from 100-foot self-supporters to 2,000-foot broadcast towers. The company’s experienced staff offers customers what Bell Tower says is finest safety record in the industry and fair pricing on challenging projects.

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Longwood, FL 32750
Keith Hayter
keith.hayter@awsolutionsinc.com
407.260.0231
awsolutionsinc.com

AW Solutions is licensed throughout the United States, Canada and Caribbean to provide turnkey site infrastructure development and build-to-suit services to the wireless, iDAS, oDAS, wireline and fiber industries.

BuzB
129 W. Official Road
Addison, IL 60101
Jack Busby
info@buzbcorp.com
630.543.5560
buzbcorp.com

BuzB offers detailed field mapping services for all tower structures and water tanks. Services include full structural, post modification inspections and platform audits. The areas served by BuzB include the Midwest and mid-South states from Minnesota to Arkansas and from Kansas to Ohio.

Tempest Telecom Solutions
136 W. Canon Perdido, Suite 100
Santa Barbara, CA 93101
Elda Rudd
erudd@tempesttelecom.com
805.879.4829
tempesttelecom.com

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EMF Telecom
328 Hill Ave.
Nashville, TN 37210
info@emftelecom.com
615.291.6279
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919.755.1012
fdh-inc.com

Matco Services
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Pittsburgh, PA 15205
Dan Witt
dan.witt@matcoinc.com
402.359.6753
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MidSouth Towers
P.O. Box 6556

Dynamic Environmental Associates, Inc.
P.O. Box 7058
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Antenna Alignment Tool

(AAT)

• Eliminates Re-Trips
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• Light at only 8 pounds
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Measures
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and each antenna
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Tilt +/- 0.25 degree
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Field-proven, High-quality
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240.205.1588
trmcom.com

Valmont Structures
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Plymouth, IN 46563
Sean Gallagher
sean.gallagher@valmont.com
503.589.6616
valmontstructures.com

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Vertical Solution
2002 Production Drive
Apex, NC 27539
Korey Stickney
kstickney@verticalsolutions-inc.com
919.321.6167
verticalsolutions-inc.com

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Ashburn, VA 20146-2090
Thomas Ferguson
sales@waterfordconsultants.com
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waterfordconsultants.com

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Lenexa, KS 66215
Tom Oren
toren@AerialIServices.com
913.549.4545

Aero Solutions
Optimizing Your Tower Infrastructure

Aero Solutions
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Boulder, CO 80301
Jim Lockwood
info@aerosolutionsllc.com
720.304.6882
aerosolutionsllc.com

Aero Solutions optimizes the load carrying capacity of monopole and tower structures, with thousands of upgrades completed in the United States since 2002. The company’s innovative, nonwelded PoleMax reinforcing systems are supported by AeroSoft design software and technical field support.

AFL
170 Ridgeview Center Drive
Duncan, SC 29334
Dennis Beck
sales@aflglobal.com
678.576.7641
aflglobal.com

AW Solutions
300 Crown Oak Centre Drive
Longwood, FL 32750
Keith Hayter
keith.hayter@awsolutionsinc.com
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awsolutionsinc.com

AW Solutions is licensed throughout the United States, Canada and Caribbean to provide turnkey site infrastructure development and build-to-suit services to the wire-

less, iADAS, oDAS, wireline and fiber industries.

Black Box Network Services
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Carly Burton
carly.burton@blackbox.com
724.746.5500
blackbox.com

BlueStream Professional Services
3305 Highway 60 West
Faribault, MN 55021
contactkgp@kgptel.com
800.755.1950
bluestreampro.com

Coleman Global Telecommunications
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Clifton, NJ 07012-1622
Marty Coleman
marty@colemanglobal.com
973.519.6416
colemanglobal.com

Day Wireless Systems
4700 S.E. International Way
Milwaukie, OR 97222
Dean Ballew
dwssites@daywireless.com
503.659.1240
daywireless.com

Founded in 1969, Day Wireless Systems has 26 offices and 190 towers in the seven western states. The company specializes in collocation, site management, tower construction, system design, sales and service. Day Wireless says it is the largest full-service wireless integrator on the West Coast.
SBA Communications
5900 Broken Sound Parkway N.W.
Boca Raton, FL 33487
Lynne Hopkins
request@sbasite.com
800.487.SITE
sbasite.com

As a service provider of wireless infrastructure solutions, SBA says it sets the standard for customer satisfaction by building better wireless. It says its clients depend on it to provide their wireless infrastructure needs at all stages. SBA focuses on tower ownership, leasing, site management, site development, construction and technical services.

The Path Align-R is a high-performance test solution designed for fast, accurate microwave path alignment. The manufacturer says the unit is endorsed by leading wireless communications suppliers, and it provides precise alignment results in about 20 minutes. No power or radios are required on-site. The Path Align-R provides proof of alignment with recorded and documented records.

See ad on page 103

SBA Communications
5900 Broken Sound Parkway N.W.
Boca Raton, FL 33487
Lynne Hopkins
request@sbasite.com
800.487.SITE
sbasite.com

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Shenandoah Tower Service
P.O. Box 956
Staunton, VA 24402-0956
Dave Anthony
davea@shensvc.com
540.569.6890
shenandoahtower.com

SPAA05.com
Kleiweg 24
Waalwijk, FL 5145NB
Hans Le Sage
hans@spaa05.com
003.141.6565005
spaa05.com

Synergy Concepts
105 Ford Lane
Hazelwood, MO 63042
Ben White
benwhite@synergyconceptsinc.com
314.895.2800
synergyconceptsinc.com

TE Connectivity
541 E. Trimble Road
San Jose, CA 95131
Seri Yoon
seri.yoon@te.com
408.952.2400
tel.com/DAS

585.321.5810
spectracomcorp.com

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Spider Telecom Construction
P.O. Box 1960
Vega Alta, PR 00692
Carlos A. Rivera
crivera@stcpr.com
787.553.9636

Stainless
100 W. Main St., Suite 400
Lansdale, PA 19446
Ed Deetscreek
ed.deetscreek@stainlessllc.com
215.631.1323
stainlessllc.com

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Hazelwood, MO 63042
Ben White
benwhite@synergyconceptsinc.com
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PICKING YOUR PARTNERS

With supplier partners, product quality tends to trump price, while superior customer service tends to trump everything.

By Mike Harrington

So much depends upon having the right partners for your business. The overall operation of any business—whether contractor, manufacturer, facility, or operational site—is only as good as the people, products and supplier partners it has. If employees are the heart and soul of your business, then your partners for products and services are the lifeblood. Picking the right partners can be just as important as choosing the right employees—particularly you’re your partners provide big-ticket-item goods and services.

During the past decade or so, an increasing number of smaller businesses, including wireless infrastructure industry firms, have hired dedicated purchasing managers to help them track and choose partners to supply them with products. Smaller businesses also increasingly buy project management and tracking software to help them track project spending, quality products, good suppliers and low prices.
Purchasing products and services for a business is a specialized task that can be a daunting endeavor. For many industries, the purchasing management profession is no day at the beach—or shopping spree at the mall. Rather, it’s a hydra-headed, shape-shifting monster rife with provisions, promises, factors, fears, options, negotiations and many other details. At least one professional likens purchasing management to spending each workday negotiating with tire sellers in an effort to buy the absolute best set of tires at the best price for a different car driven in a different climate—all while trying to capitalize on every special offer and discount.

Like selecting a new set of tires, choosing a product or service partner based on price alone is seldom the best way to go. For one thing, quality tends to trump price for both contractors and customers alike. More likely your supplier choice will depend on a wide range of factors including value, quality, reliability and service. Making the mistake of picking the wrong partners can quickly turn into a nightmare.

Still, some businesses in some industries are lucky to have formed long-term relationships with their suppliers and don’t need to look for new ones. “There isn’t one supplier that I found needed to be replaced,” said John Paleski, owner and president Subcarrier Communications, a tower site management and telecommunications infrastructure development company with headquarters in Old Bridge, N.J.

Of course, for most companies purchasing doesn’t always work so smoothly, or else there would be no need for purchasing managers. Because purchasing products and services is so complicated, and especially because mistakes can be expensive, most corporations have purchasing managers. Many of these procurement professionals have certified purchasing manager (CPM) credentials.

Most corporations have long employed computerized purchasing and procurement systems and order-management software to facilitate purchasing management systems that can also manage a tender process and ad hoc purchasing activities. These programs are tailored to help the purchasing department with everything from what is in the inventory and what needs to be ordered to when things need to arrive. Therefore, most procedures for purchasing agents are centered on the use of software to perform many of the daily functions.

**LIFE OF A PURCHASING MANAGER**

The fundamental job of a purchasing manager is to ensure that goods are purchased at the best price and terms to deliver the best profit for the company. This means that strong, clear purchasing procedures, including purchase orders and purchase requisitions, need to be in place.

According to eHow, an online how-to guide with more than 1 million articles and 170,000 videos, purchasing managers strive to make the best deals for their companies, while considering product cost, quality, availability, reliability and support when choosing supplies and suppliers. They dedicate endless hours to studying sales records, evaluating
inventory levels, projecting demand, researching foreign and domestic suppliers and staying abreast of financial and political changes that could potentially affect the supply of, and demand for, necessary materials.

CareerBuilder.com, the online employment website, defines purchasing manager duties as follows:

- Maintain records of goods ordered and received
- Locate vendors of materials, equipment or supplies and interview them to determine product availability and terms of sales
- Prepare and process requisitions and purchase orders for supplies and equipment
- Control purchasing department budgets
- Interview and hire staff, and oversee staff training procedures
- Review purchase order claims and contracts for conformance to company policy

These days, it’s only natural that most consumers, including purchasing managers, start their search for suppliers on the Internet. But most purchasing managers begin their days looking through reports, checking production schedules and noting any changes that might have happened from since the previous day. Purchasing managers within a company are usually each given a set responsibility for specialized items that the company uses on a regular basis—anything from purchasing office supplies to importing electronics from overseas. Each set of items has its place in the company, but some are easier to obtain than others and often take a great deal of planning to procure, especially if the products come from overseas supplies. These procurements typically are handled by the most experienced purchasing managers. In addition to negotiating skills, they need in-depth knowledge of specific products and market conditions.

WHAT TO LOOK FOR IN A SUPPLIER

“When choosing suppliers, one should consider quality, reliability, and service, as well as value for money,” said Business Gateway, a business consulting firm with locations throughout Scotland. “How you weigh the importance of these different factors will depend on your business priorities and strategy. There are a number of key characteristics that you should look for when identifying and short-listing possible suppliers. Good suppliers should be able to demonstrate that they can offer the following benefits.” Business Gateway prepared this checklist of supplier attributes:

**Quality and Reliability:** The quality of your supplies needs to be consistent—your customers will associate poor quality with you, not your suppliers. Equally, if your supplier lets you down with a late delivery or poor quality supplies, you may let your customer down.

**Speed and Flexibility:** Being able to place frequent, small orders lets you avoid tying up too much working capital in stock. Flexible suppliers help you respond quickly to changing customer demands and sudden emergencies.

**Value:** The lowest price is not always the best value. If you want reliability and quality from your suppliers, you’ll have to decide how much you’re willing to pay for your supplies and the balance you want to strike between cost, reliability, quality and service.

**Strong Service and Clear Communication:** You need your suppliers to deliver on time or give you plenty of warning if they can’t. The best will want to talk with you regularly about what needs you have now and how they can better serve you the future.

Like selecting a new set of tires, choosing a product or service partner based on price alone is seldom the best way to go.
Finally, according to Business Gateway, it’s only common sense to focus your efforts on choosing and managing strategic suppliers who provide goods or services that are essential to your business. “A strong relationship between buyer and supplier will benefit both sides,” according to the consulting firm. “You want your suppliers to make every effort to provide the best service possible. Don’t be afraid to remind your suppliers how important they are to your business.

Experts agree that the best way to deal with supplier partners is to acquire products in the right quantity, of the right quality, at the right cost, and at the right time and place. Avoid over-dependence on one partner. Cultivate good relationships with several partners, so that when one is unable to come through, you will always have a backup.

It pays to promote closer cooperation with all of your key partners. For instance, you may need to pay a higher premium for specific assurances or reward good service by paying more to certain suppliers who are prepared to go over and above what is usually expected of them. These actions can foster a special relationship, which ironically may save you money in the long run. Your partners and vendors can give you detailed specifications regarding products you have purchased and products you are considering purchasing.

**SUPPLIERS FOR CONSTRUCTION SITES**

Contractors that perform construction work at sites all over the country typically develop relationships with partners they trust. The secret to success for some companies is simple: Treat your supplier partners well, and you’ll be well treated. “Some organizations are net 30 or net 60 (a credit term, in which a client has either 30 or 60 days to pay the bill),” said Subcarrier’s John Paleski. “We pay for all of our supplies right away. That really benefits both parties. It especially benefits me, because we don’t have a list of payables that we have to worry about. And it benefits the supplier because they get paid right away.

“Our business requires that we work in faraway locations, including California or Hawaii, so we have to trust the contractors we hire are doing a good job for us,” Paleski continued. “But, in the same vein, they have to trust us as well if they’re going to get paid. So it helps to have very long-standing relationships with all the different contractors and suppliers because they trust you. And if they trust you, they’re going to do the work. If they don’t trust you, you’re not going to get your work done. Or, you’re going to have to hire someone who may not be as qualified—a contractor who needs the work. That’s why relationships in our industry are more important than in most industries — because I can’t go to every site to supervise every little thing.”

According to MonsterFm.com, a website founded to help FM start-ups, the best tower supplier partners will be those who share the following attributes:

**In-house engineering support:** Look for a supplier who has the in-house capability to design a tower to meet the particular criteria of your location and usage. Beware of suppliers who sell ready-made solutions to your tower needs.

**Professional, registered engineers:** Be sure that professional, registered engineering in your state is available through the tower manufacturer. This certification assures you that the manufacturer has the credentials and capability to design a tower that will provide the required performance, and that the documentation will be timely and certified.

**Tower experience:** As with nearly any industry, the best, most-qualified suppliers are those who have been in the business the longest. Look for a supplier with at least 20 years’ experience. Be sure to ask for a list of references.
**Responsiveness:** Look for a tower supplier with the ability to quickly give you the right answers to your tower design questions. During the design construction process, prompt response to design changes and modifications of documentation can be key. A timely response to your questions can be a valuable benefit of selecting the right manufacturer.

**FACTORS IN PICKING THE RIGHT PARTNER**

What’s the best way to find suppliers in a very specialized industry? Meyer Tool & Manufacturing, Oak Lawn, Ill., which specializes in the design and manufacture of cryogenic, vacuum and pressure technologies for scientific and commercial applications, puts it this way: “We make buying decisions all the time. Most are trivial, and some are important. The selection of the supplier for the vacuum vessel, dewar, etc., will make the difference between real ‘plug and play’ integration vs. a more complicated process to integrate the component.

From our yearly customer surveys we see five factors that influence buying decisions: price, quality, schedule, experience and responsiveness. Each customer values these factors differently. The evaluation of these factors based on the bid responses leads to the determination of the best cost.”

**MEYER DETAILS THE FACTORS**

**Price:** This factor is easiest to evaluate, but the lowest price is not always your best choice.

**Quality:** This is hard to quantify. Use the supplied references. Ask for more if you are not sure. Anyone you are asking to bid should be able to supply three good references, but what about six or 10?

**Schedule:** Be up front with the supplier about schedule. Tight schedules often can lead to higher prices. If the schedule is important, indicate it in the request document. Ask the references about delivery.

**Experience:** Who are the supplier’s customers? What value contracts do they give them? Are the references enthusiastic or lukewarm about the supplier?

**Responsiveness:** Again, what do the references say? How were you treated during the bid? What sort of information/feedback did you get in the quotation? Did you get a price or a reasonable explanation of what to expect?

Meyer recommends asking a supplier straight out: Have you built X before? What project? When? What size/shape were the parts? If you’re not satisfied with the answers, move on to the next supplier.

It’s important to ask for references. “Explore possible mutual connections with the supplier,” Meyer said. “Follow up and contact the references. How do you decide to whom to tender a request? If their references don’t check out, skip them. Follow your instinct. You’re sending out the request, not an order. If you’ve received good reference feedback and had a good conversation, try them out.

If you want to be analytical about it, look at your checklist. Assign a weight (0 to 5) to each item. Add up the scores—voila—pick your winners.”

**About the author:**

Mike Harrington is a freelance writer in Prairie Village, KS.
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Telewave designs and manufactures RF infrastructure equipment for wireless communication systems and interoperability. Customers include public safety organizations; local, county and federal agencies; industry; and the military.

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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 and filing, site audit and third-party inspection, and tower structural and appurtenance mapping. Waterford says it has a national team of highly respected and reputable experts who are committed to providing superior, timely and budget-sensitive customer service. Waterford says it understands regulatory requirements and can alleviate the burden of FCC compliance for its customers.

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3195 Vickery Road
North Syracuse, NY 13212-4574
Christopher Phelps
maurita@unimar.com
315.699.4400
unimar.com

As a provider of lighting solutions designed specifically to meet customers’ needs, Unimar says it learns every aspect of its customers’ business and regulatory needs, provides expertise in designing and building their lighting systems, and follows up with customer support. Unimar says the result is greater reliability, economy and performance.

See ad on page 53

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chuck.erickson@asentria.com
206.344.8800
asentria.com

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Suite 400

birdrf.com

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jlochner@twrlighting.com
713.973.6905
twrlighting.com

TWR says it is “your one-source solution for LED lighting and wireless monitoring.” With more than 100,000 systems installed worldwide, TWR says its field-proven, proprietary technology provides the lowest power consumption and community-friendly narrow beam optics, and it allows for a single controller and cable installation even with multiple flash heads. TWR says it has the most comprehensive five-year complete system warranty, and that it had the first FCC/FAA avian-compliant lighting system. Paired with its wireless monitoring systems, TWR’s systems allow for yearly light inspections, which saves customers thousands of dollars over the system life.

Unimar
3195 Vickery Road
North Syracuse, NY 13212-4574
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maurita@unimar.com
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unimar.com

Unimar says it offers component-level training and a 24/7/365 national operations center. Its product solutions enable customers to obtain QLI waivers. Flash Technology’s slogan is: “Simply the Best!”

Flash Technology
332 Nichol Mill Lane
Franklin, TN 37067
Technical Sales
gaye.mason@spx.com
615.503.2025
flashtechnology.com

Flash says it is the world leader in FAA-approved aviation obstruction lighting, designed for easy installation, low power consumption and reduced maintenance with the latest in LED technology. Flash also offers

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Sunsight says it is the industry leader in the development and manufacturing of antenna alignment sensors, monitoring systems and tools. Their products will help you build your network and keep your signal strong. Contractors and carriers will benefit from eliminating re-trips and site level closeouts.

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750 N. Commons Drive
Aurora, IL 60504
Sales
contactsales@westell.com
800.377.8766
westell.com

GME Supply
1801 Westfall Drive
Columbia, MO 65202
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GME Supply says it is America’s premier outfitter of equipment and supplies. It says its mission is to keep workers safe and productive while on the job. The company asks customers to “climb higher with GME Supply, your trusted resource for expert advice and superior service.”

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Pamela Valentine
pvalentine@exaltcom.com
408.688.0200
exaltcom.com

PierCon Solutions
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Rich Conroy
rich.conroy@piercon.net
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DragonWave
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Canada
Bill Paulsen
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613.599.9991
dragonwaveinc.com

EBlink
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Pleasanton, CA 94566
Frederic Leroudier
frederic.leroudier@e-blink.com
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DuraComm is a source of ultra-reliable AC-to-DC switch mode power supplies, DC-to-DC power converters, battery management and charging systems, DC power distribution equipment, and complementary accessories.

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Alpha Technologies designs and manufactures powering solutions for evolving wireless networks. With over 35 years of expertise, Alpha offers superior AC, DC and renewable energy powering solutions.

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888.476.4752
intelligentpowermgmt.com

**Eltek**
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Black & Veatch network infrastructure deployment/upgrade solutions include program/project management, site acquisition, A&E engineering, zoning and permitting, tower structural analysis/mods, procurement, construction and construction management, DAS and small cell and decommissioning.

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klohskm@bv.com  
913.458.6271  
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**Caldwell Compliance**  
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410.897.9100  
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Caldwell Compliance manages all aspects of the environmental regulatory process. Its experts oversee the process so its customers don’t have to. Caldwell Compliance says it provides peace of mind that site compliance is taken care of 100 percent. The company says it improves customers’ compliance experiences through its fresh approach.

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877.968.4787
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1620 Central Ave.
Cheyenne, WY 80021
Randy Whitehead
manager@infrastructurerealty.com
307.213.9720
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Ken Kozyra
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kkjwireless.com

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Matt Johnson
mjohnson@lyleco.com
916.804.7528
lyleco.com

**MasTec Network Solutions**
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Shauncey Mashia
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404.541.1300
mastec.com/communications

**Matthew J. Traiser**
8805 Tamiami Trail North
Naples, FL 34108
Matthew Traiser
matthew.traiser@gmail.com
612.414.3322

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Roswell, GA 30076
Greg Hazlehurst
info@pmass.com
678.280.2325
pmass.com

**Parallel Infrastructure**
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Edward Lee
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Parallel Infrastructure says it is the leader in right of way management and infrastructure development, focusing on maximizing the value of underutilized land assets for third-party clients. The firm’s capabilities include telecommunications infrastructure development.

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Understand the benefits your supplier candidates expect to receive from your business to estimate the value you expect them to place on your business.

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c.schmidt@sure-site.com
216.593.0400
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SBA
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Boca Raton, FL 33487
Lynne Hopkins
request@sbasite.com
800.487.SITE
sbasite.com

As a service provider of wireless infrastructure solutions, SBA says it sets the standard for customer satisfaction by building better wireless. It says its clients depend on it to provide their wireless infrastructure needs at all stages. SBA focuses on tower ownership, leasing, site management, site development, construction and technical services.

See ad on back cover

RF COMPLIANCE/MONITORING

Antenna ID Products
22 Bryan Wynd
Glenmoore, PA 19343
Tom Moyer
antennaid@msn.com
610.458.8418
antennaid.com

TRM
16 Chestnut St., Suite 220
Foxborough, MA 02035
Justin Leland
617.510.1115
trmcom.com
RFSigns.com says it is the leading provider of RF safety signage. Signs are durable and compliant with ANSI/OSHA standards. Signs are available in bilingual versions (English/Spanish). RFSigns offers tower registration signs, RF safety decals and innovative, tamper-resistant sign mounting hardware.

Sitesafe
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Suite 1000
Arlington, VA 22203
Matt Butcher
m.langford@velocitel.com
703.558.0502
sitesafe.com

Solid
617 N. Mary Ave.
Sunnyvale, CA 94085
Matt Atkins
info@solid.com
888.409.9997
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Solid is a global wireless infrastructure company that enables indoor and outdoor cellular, public-safety and Wi-Fi communications at some of the world’s best-known venues.

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RFSigns.com
503 Main St.

FieldSense USA
P.O. Box 30014
Columbia, MO 65205
Max Birch
info@fieldsenseusa.com
312.260.6055
fieldsense.com

FieldSense says its personal RF monitor is a cost-effective solution for mobile network operators and professionals searching for a way to ensure safety for all personnel working in the vicinity of base station antennas. The unit is compact and has a durable design intended for everyday use.

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Sunsight Instruments
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Marla Riggs
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team@techproducts.com
718.442.4900
techproducts.com

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Thomas Ferguson
sales@waterfordconsultants.com
703.910.5054
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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 and filing, site audit and third-party inspection, and tower structural and appurtenance mapping. Waterford says it has a national team of highly respected and reputable experts who are committed to providing superior, timely and budget-sensitive customer service. Waterford says it understands regulatory requirements and can alleviate the burden of FCC compliance for its customers.

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RF Management

Advanced Frequency Engineering
10482 Almond St.
Rancho Cucamonga, CA 91737
Dana Dulabone
dana@rfawareness.com
813.495.0038
rfawareness.com

Ameen Communications
2 Enfield Circle
Princeton Junction, NJ 08550
Damian Ameen
dameen5086@aol.com
609.716.7699
ameencommunicationscompany.com

Distributed Wireless Group
587 N. Ventu Park Road,
Suite E221
Newbury Park, CA 91320
Craig J. Stanziano
craig.stanziano@distributed-wireless.com
805.768.4121
distributed-wireless.com

FieldSense USA
P.O. Box 30014
Columbia, MO 65205
Max Birch
info@fieldsenseusa.com
312.260.6055
fieldsense.com

FieldSense says its personal RF monitor is a cost-effective solution for mobile network operators and professionals searching for a way to ensure safety for all personnel working in the vicinity of base
Amphenol provides interconnectivity. Founded in 1932, Amphenol designs, manufactures and markets fiber-optic, electrical and coaxial interconnect products, including antennas. Amphenol products are engineered and manufactured globally.

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steeple@cvilleindustries.com
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Amphenol Fiber Optic Products
2100 Western Court
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Anis Khemakhem
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630.432.5715

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jhariton@hotmail.com
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RF Management — Rooftop Enclosures

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**NO** lightning protector trapeze inside
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**TRUE** lightning protection for your valuable equipment

How do we do it?

Campbellsville Industries, whose nickname is “the Steeple People,” says it is the oldest and largest steeple/cupola company in the United States with more than 18,000 installations throughout the world. The company uses traditional architectural styling and historic reproduction to conceal antennas inside the steeple/cupola.

See ad on page 151

Charles Industries
5600 Apollo Drive
Rolling Meadows, IL 60008
Dominic Imbrogno
mktserve@charlesindustries.com
847.806.6300
charlesindustries.com

Charles Industries manufactures innovative enclosed solutions including remote cabinets for wireless backhaul, small cell, DAS, AMI, site support, and BTS deployments; fiber distribution building terminals and hubs; and fiber cross-connect and distribution point pedestals. Charles is a U.S. based manufacturer and ISO 9001/TL 9000 registered company.

See ad on page 33

Comsite Hardware
P.O. Box 3951
Incline Village, NV 89450
Steve Hopkins
sales@comsitehardware.com
775.832.2523
comsitehardware.com

Engineered Endeavors
10975 Kinsman Road
Newbury, OH 44065-9787
Jeff Syslo
jsyslo@engend.com
440.564.5484
engend.com

See ad on page 21

Environmental Integration
18 Chase Court
Orange, MA 01364
Thor Holbek
info@environmentalintegration.com
978.544.1900
environmentalintegration.com

Environmental Integration designs and manufactures concealment products for monopole, rooftop and steeple applications. Branch canopy systems, including refurbish projects, are engineered for durability and longevity. The company specializes in realistic reproductions for concealment.

Hi Tech Composite Structures
P.O. Box 609
Redmond, OR 97756
David Ullrich
sales@hitechcomposites.com
541.548.0812
hitechcomposites.com

Larson Camouflage
1501 S. Euclid Ave
Tucson, AZ 85713

Tom Feddersen
feddersen@larsoncamo.com
520.294.3900
larsoncamo.com

Larson says it pioneered cellular camouflage with the first monopine in 1992 and that it has been leading the industry ever since. The company’s products include pines, palms, elms, cypress, cacti, rooftops and DAS towers. Larson also refurbishes trees with field-installed bark, branches and fronds.

See ad on page 67

Mobile Modular Express II / Reliant Shelters
58120 County Road 3 South
Elkhart, IN 46517
Tim Fye
tfy@mobilemodular.com
574.295.1214
mobilemodular.com

Peabody Concealment
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Corona, CA 92879
Sales RFTC
sales@peabodyconcealment.com
888.511.6828
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Peabody Concealment offers prefabricated cell site RFTC concealment enclosure design, engineering and fabrication. Large prefab sections are built to match architecture to help pass zoning and siting regulations for easy permit approval, and they install in hours, saving thousands of dollars in costs.

See ad on page 37
Solar Communications offers an array of concealment products and services for integrating wireless infrastructure into the community character, making SCI products what the company calls the ideal choice in any setting.

See ad on page 45

Deus Rescue
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Boulder, CO 80301
Jeff Wild
Info@deusrescue.com
866-405-3461
deusrescue.com

French Creek Production
100 N. 13th St.
Franklin, PA 16323
Jeff Greksa
marketing@frenchcreekproduction.com
814.437.1808
frenchcreekproduction.com

GME Supply says it is America’s premier outfitter of equipment and supplies. It says its mission is to keep workers safe and productive while on the job. The company asks customers to “climb higher with GME Supply, your trusted resource for expert advice and superior service.”

See ad on inside back cover

LBA University
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Bryan Dixon
lbaue@lbagroup.com
252.757.0279
lbauniversity.org

SOLAR COMMUNICATIONS INTERNATIONAL

Solar Communications
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San Diego, CA 92108
Steve Holborn
sholborn@rftransparent.com
619.243.2750
rftransparent.com

Solar Communications offers an array of concealment products and services for integrating wireless infrastructure into the community character, making SCI products what the company calls the ideal choice in any setting.

See ad on page 29

Valmont Site Pro 1
15 Oser Ave.
Hauppauge, NY 11788
Steve Hagee
steven.hagee@valmont.com
888.GETPRO1
sitepro1.com

WANHO MANUFACTURING, LLC

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137 Mattatuck Heights
Waterbury, CT 06705
Sales
sales@wanho.com
203.759.3744
wanho.com

See ad on page 137

SAFETY

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22 Bryan Wynd
Glenmoore, PA 19343
Tom Moyer
antennaid@msn.com
610.458.8418
antennaid.com

Connect-It Wireless
210 Commerce Way, Suite C
Jupiter, FL 33458
Alisa Whitacre
sales@connectitwireless.net
866.781.1300
connectitwireless.net

“Got something to hide?” Stealth Concealment Solutions asks. “Camouflage your antennas and improve the environmental landscape. Trust the experts who were here first.” Stealth Concealment Solutions says it has been the leader and master of quality antenna concealment solutions for the wireless industry since 1992.

See ad on page 45

GME Supply
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Columbia, MO 65202
Jim Zepp
info@gmesupply.com
718.210.3913
gmesupply.com

GME Supply says it is America’s premier outfitter of equipment and supplies. It says its mission is to keep workers safe and productive while on the job. The company asks customers to “climb higher with GME Supply, your trusted resource for expert advice and superior service.”

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natehome.com

The National Association of Tower Erectors (NATE) is a nonprofit trade association in the wireless infrastructure industry providing a unified voice for tower erection, service and maintenance companies. The association has more than 600 member companies throughout the United States, Bahamas, Canada, Ghana, India, Jamaica, Romania, Saudi Arabia, South Africa, Trinidad and Tobago and the United Arab Emirates.

See ad on inside front cover

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508.359.8833
rfsigns.com

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info@safetyoneinc.com
303.734.0772
safetyoneinc.com

Smarter Security
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Austin, TX 78746
Jessi Eidem
bmarsales@smartersecurity.com
512.328.7277
smartersecurity.com

aglmediagroup.com

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562.906.8023
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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 and filing, site audit and third-party inspection, and tower structural and appurtenance mapping. Waterford says it has a national team of highly respected and reputable experts who are committed to providing superior, timely and budget-sensitive customer service. Waterford says it understands regulatory requirements and can alleviate the burden of FCC compliance for its customers.

See ad on page 131

Valmont Site Pro 1
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Hauppauge, NY 11788
Steve Hagee
steven.hagee@valmont.com
888.GETPRO1
sitepro1.com

Valmont Site Pro 1 says it is the industry’s leading manufacturer and distributor of high-quality wireless site components. The company’s broad product offering is available for same-day shipping from any one of its six distribution centers located in Atlanta; Los Angeles; New York; Dallas, Plymouth, IN.; and Salem, OR. Products include coax cable accessories, grounding components, ice bridges, antenna mounts and platforms, guy material, fiber components and safety products.

See ad on page 42

UniTech Services Group
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UniTech, which says it is a 50-year pioneer in radiation protection, wants customers to choose it for their RF protection compliance. UniTech’s RF garment system uses patented, proven Naptex and can be purchased or rented. Its rugged, FCC-compliant signs are offered in many materials and may be customized at no additional charge.

See ad on page 139

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Western Iowa Tech Corporate College offers what it calls unsurpassed customized training, combining classroom instruction reinforced with actual hands-on techniques. Training is available on-site at its campus or in its state-of-the-art mobile classroom.

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Trust in Partnerships

How Subcarrier Communications’ trust in its partners helps the tower building and maintenance firm hit all the high points.

Just hearing the tone of his voice in his first few words over the telephone, you sense that John Paleksi’s story will be a successful one. Paleksi, owner and president Subcarrier Communications, a company that owns more than 300 towers, speaks in a clear, positive pitch. It sounds like a voice you can trust. Subcarrier also manages sites and develops telecommunications infrastructure. The company headquarters is in Old Bridge, N.J.

When Paleksi speaks about the wireless tower industry he makes the secret to success seem as simple as the Golden Rule: Treat your customers and partners well, and you’ll be well-treated in return.

“I have to say I am thoroughly satisfied with all of my suppliers,” said Paleksi. “There isn’t one supplier that I found needed to be replaced. I think the suppliers in this industry are generally top-notch. Even the suppliers that we don’t deal with are almost as good or just as good as the ones we do deal with. The ones we deal with have a relationship with us. I happen to know that there are products out there that we don’t use that are every bit as good as the products we do use.”

When the company’s wireless infrastructure development projects are in its northeastern service area—including New York, New Jersey, Connecticut, Pennsylvania and Virginia—Subcarrier performs as its own general contractor, choosing supplier partners. When working on projects in a faraway state, Subcarrier hires a local general contractor. The company also leases antenna space to wireless service providers towers it owns or manages. It engages in third-party marketing and offers management services for leasing antenna space on rooftops and other suitable structures throughout the United States.

Subcarrier owns 315 towers. During his 29-year career, Paleksi estimates he has built more than 800 towers. He said his firm can build a monopole from beginning to end in 30 days, but the bigger self-supporting towers take a few months. “Towers take a lot of different contractors, and the monopoles do as well,” he said. “You need more lead time and more specialty-type contractors for bigger sites.”

Unlike many companies of its size, Subcarrier doesn’t employ a dedicated purchasing manager.
Paleski selects most of the partners himself, or he delegates the task to one of his administrative assistants. Sometimes he relinquishes project control to one of his two vice presidents, C.J. Manolescu and Kerri Sullivan. However, in a fashion similar to many contractors its size, Subcarrier uses a software program to help keep tabs on project spending, products, partners and prices.

“We’ve been dealing with the same suppliers for a long time, and we’ve only added new ones when a supplier went out of business,” Paleski said. “That makes my life so much easier because once you start having issues with your supply chain it bogs down the whole process. But we haven’t experienced that; in fact, the only problems we’ve had are in planning and zoning. There are wonderful suppliers in this industry—very proactive—whether we’re dealing with an OEM or with a product distributor, they always get our orders right.”

Paleski attributes much of Subcarrier’s success to its financial policy: “We pay for all of our supplies right away; we don’t run any net on our suppliers at all,” he said. “Some organizations are net 30 or net 60 (in which a client has either 30 or 60 days to pay the bill), but we don’t do that. It certainly helps that, financially, we’re prequalified everywhere because our credit is excellent. We just need to pick up the phone to place orders. That’s the way I like it. It especially benefits me, because we don’t have a list of payables that we have to worry about. And it benefits the supplier because they get paid right away.”

When asked what attribute of a supplier partners is most important, Paleski didn’t hesitate: “Quality is the most important thing for me,” he said. “When we build a tower, we build the biggest, heaviest-duty tower we possibly can in each location. We do that for two reasons. One: We don’t want to keep going back, making modifications to the original structure. And two: We’re going to build a heavy-duty structure to survive any storm thrown at it. And because we pay extra for higher-quality, heavier-duty steel, we don’t have to worry about overloading on our structures. So the quality of the tower that we build is the most important thing. That’s the way we’ve always conducted our business here.”

“Our business requires that we work in faraway locations. So, if we have projects out in California or Hawaii, we trust the contractors we hire are doing a good job for us. In the same vein, they have to trust us to get paid. So it helps to have long-standing relationships with all the different contractors and suppliers because they trust you.

Subcarrier has 40 employees right now, but the real strength of our organization is in our contractors and in our third-party independent contractors. We have many of them—probably hundreds of independent third-party contractors that transact business for us in states around the country.”

About the author:
Mike Harrington is a freelance writer in Prairie Village, KS.
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See ad on page 111

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Kathy Kelly-Jacobs
kathy@retelservices.com
678.292.5723
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**Rinkers Communications**
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Karl A. Rinker
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802.479.0121
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**Site Management Services**
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Chuck Burton
cburton@siteacqservices.com
865.659.7001

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**Subcarrier Communications**
139 White Oak Lane
Old Bridge, NJ 08877
John Paleski
subcom1@subcarrier.com
732.607.2828
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 multitenant towers and exclusively managed building rooftops.

**See ad on page 5**

**SureSite Consulting Group**
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Cleveland, OH 44122
Courtney Schmidt
c.schmidt@sure-site.com
216.593.0400
sure-site.com

**Tectonic Engineering & Surveying Consultants**
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**See ad on page 61**

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913.449.4774

**Tower Innovations**
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**Utility Service Communications**
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Perry, GA 31069
Kerri Wright
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800.679.7819
utilityservice.com
Utility Service Communications specializes in site marketing and management for wireless facilities on water tank sites. The company provides tech services including tank mapping, structural analysis, and architectural and engineering drawings.

See ad on page 133

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Sioux Falls, SD 57104
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AW Solutions
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Day Wireless Systems
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Founded in 1969, Day Wireless Systems has 26 offices and 190 towers in the seven western states. The company specializes in collocation, site management, tower construction, system design, sales and service. Day Wireless says it is the largest full-service wireless integrator on the West Coast.

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MUTI-Sabre Industries Telecom Services provides a variety of services to the telecommunications industry including tower construction, modifications, maintenance, inspections, microwave design and deployment, equipment integration, generators and HVAC maintenance.

**Network Building and Consulting**
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Tectonic provides a full spectrum of site acquisition, A/E professional services and program management. Tectonics’ staff of 500 is located throughout offices nationally, providing site acquisition, permitting, zoning, due diligence, NEPA/SHPO, Phase I, civil, structural and geotechnical engineering and tower analysis.

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Mike Ritter
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wirelessedge.org

Wireless Edge is a provider of network implementation services and strategic tower sites. Nationwide services include tower development, site management, development of cell sites and satellite terrestrial repeaters and special projects. The company specializes in development and permitting of antenna sites on landmark and historic properties.

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Raycap says it is a world leader in lightning protection and cable management solutions for fiber-to-the-antenna (FTTA) networks. Its products connect and protect tens of thousands of 3G and 4G sites in the latest networks being built by the world’s largest operators.

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Pctel
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Spinners ICT says it is the leader in low-PIM performance for jumper cables, coaxial connectors and passive components. The company says it provides the highest-quality German-engineered design to meet and exceed industry requirements.

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VIA Echo 2500 vector network analyzer, spectrum analyzer and FDR in one lightweight, compact package includes PC software. The E20/20 step TDR accurately documents coax or twisted-pair cable quality and impedance. Contact the company for details, competitive pricing and local representatives.

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gpsnetworking.com

Isotrope
503 Main St.
Medfield, MA 02052
Steve Rigs
contact@isotrope.im
508.359.8833
isotrope.im

Isotrope offers what it calls total support in design, specification, evaluation and construction of wireless facilities. Services provided include RF design, project management, coverage mapping, drive testing, zoning compliance, RF interference remediation and RF safety compliance.

JDS Uniphase
430 N. McCarthy Blvd.
Milpitas, CA 95035
Michael Tschirret
jdsu.quickpurchase@jdsu.com
919.388.5069
jdsu.com/en-us/test-and-

LBA Group
3400 Tupper Drive
Greenville, NC 27834
Jerry Brown
lbagrp@lbagroup.com
252.757.0279
lbagroup.com

Matco Services
100 Business Center Drive
Pittsburgh, PA 15205
Dan Witt
dan.witt@matcoinc.com
402.359.6753
matcoinc.com

PCTEL
20410 Observation Drive,
Suite 200
Germantown, MD 20876
Chintan Fafadia
chintan.fafadia@pctel.com
301.444.2047
pctel.com

Positron
5101 Buchan St., Suite 220
Montreal, QC H4P 2R9
Canada
Salvatore Carbonaro
scohen@positron.ca
514.345.2214
positronpower.com

Shared visions and principles support long term partnerships so take the time to understand the motivations and values of your potential suppliers.
The Path Align-R is a high-performance test solution designed for fast, accurate microwave path alignment. The manufacturer says the unit is endorsed by leading wireless communications suppliers, and it provides precise alignment results in about 20 minutes. No power or radios are required on-site. The Path Align-R provides proof of alignment with recorded and documented records.

See ad on page 103

**SAF Tehnika JSC**
10500 E. 54th Ave., Unit D
Denver, CO 80239
Daniel White
salesna@saftehnika.com
720.502.0724
saftehnika.com/en/
spectrumanalyzer

SAF’s spectrum compact is a handheld analyzer for the 6-GHz to 40-GHz spectrum. It has a multimeter’s form factor and comes at what SAF says is only a fraction of a portable spectrum analyzer’s price. The LCD touchscreen ensures intuitive use, and onboard memory allows saving the data on a PC.

**Spirent Communications**
5126 South Royal Atlanta Drive
Tucker, GA 30084
Michael Horan
info-atlanta@spinner-group.com
770.263.6326

**SPAA05.com**
Kleiweg 24
Waalwijk, FL 5145NB
Hans Le Sage
hans@spaa05.com
003.141.6565005
spaa05.com

**Spectracom**
1565 Jefferson Road, Suite 460
Rochester, NY 14559
Wade Sober
wade.sober@spectracom.orolia.com
585.321.5810
spectracomcorp.com

The Path Align-R is a high-performance test solution designed for fast, accurate microwave path alignment. The manufacturer says the unit is endorsed by leading wireless communications suppliers, and it provides precise alignment results in about 20 minutes. No power or radios are required on-site. The Path Align-R provides proof of alignment with recorded and documented records.

**Spinner ICT**
5126 South Royal Atlanta Drive
Tucker, GA 30084
Michael Horan
info-atlanta@spinner-group.com
770.263.6326

**Spectracom**
1565 Jefferson Road, Suite 460
Rochester, NY 14559
Wade Sober
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See ad on page 103
**Penn-Tech International**
3 S. Bacton Hill Road, Unit 2
Frazer, PA 19355
Thomas Hedberg
pti@ptii.net
484.395.0145
ptii.net

**TOOLS & SUPPLIES**

**Black Box Network Services**
1000 Park Drive
Lawrence, PA 15055-1018
Carly Burton
carly.burton@blackbox.com
724.746.5500
blackbox.com

**Connect-It Wireless**
210 Commerce Way, Suite C
Jupiter, FL 33458
Alisa Whitacre
sales@connectitwireless.net
866.781.1300
connectitwireless.net

**Deus Rescue**
3012 Sterling Circle, Suite 100
Boulder, CO 80301
Jeff Wild
Info@deusrescue.com
866-405-3461
deusrescue.com

**FieldSense USA**
P.O. Box 30014
Columbia, MO 65205
Max Birch
info@fieldsenseusa.com
312.260.6055
fieldsense.com

**Sunsight Instruments**
125 Candace Drive
Maitland, FL 32751
Marla Riggs
sales@sunsight.com
321.244.9443
sunsight.com

Sunsight says it is the industry leader in the development and manufacturing of antenna alignment sensors, monitoring systems and tools. Their products will help you build your network and keep your signal strong. Contractors and carriers will benefit from eliminating re-trips and site level closeouts.

**See ad on page 74**

**Talley**
12976 Sandoval St.
Santa Fe Springs, CA 90670
Celina Frazier
sales@talleycom.com
562.906.8023
talleycom.com

**Telewave**
660 Giguere Court
San Jose, CA 95133
sales@telewave.com
800.331.3396

Telewave.com

**See ad on page 27**

**TRM**
7468 Candlewood Road
Hanover, MD 21076
Tom Napoli
tnапoli@trmcom.com
240.205.1588
trmcom.com

**Valmont Structures**
1545 Pidco Drive
Plymouth, IN 46563
Sean Gallagher
sean.gallagher@valmont.com
503.589.6616
valmontstructures.com

**See ad on page 135**

**Waterford Consultants**
P.O. Box 2090
Ashburn, VA 20146-2090
Thomas Ferguson
sales@waterfordconsultants.com
703.910.5054
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 and filing, site audit and third-party inspection, and tower structural and appurtenance mapping. Waterford says it has a national team of highly respected and reputable experts who are committed to providing superior, timely and budget-sensitive customer service. Waterford says it understands regulatory requirements and can alleviate the burden of FCC compliance for its customers.

**See ad on page 42**

Spinner ICT says it is the leader in low-PIM performance for jumper cables, coaxial connectors and passive components. The company says it provides the highest-quality German-engineered design to meet and exceed industry requirements.

**See ads on pages 77 and 85**

**Valmont Structures**
1545 Pidco Drive
Plymouth, IN 46563
Sean Gallagher
sean.gallagher@valmont.com
503.589.6616
valmontstructures.com

**See ad on page 135**

**Telewave**
660 Giguere Court
San Jose, CA 95133
sales@telewave.com
800.331.3396

Telewave.com

**See ad on page 27**

**TRM**
7468 Candlewood Road
Hanover, MD 21076
Tom Napoli
tnапoli@trmcom.com
240.205.1588
trmcom.com

**Valmont Structures**
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Plymouth, IN 46563
Sean Gallagher
sean.gallagher@valmont.com
503.589.6616
valmontstructures.com

**See ad on page 135**

**Waterford Consultants**
P.O. Box 2090
Ashburn, VA 20146-2090
Thomas Ferguson
sales@waterfordconsultants.com
703.910.5054
waterfordconsultants.com

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**See ads on pages 77 and 85**
FieldSense says its personal RF monitor is a cost-effective solution for mobile network operators and professionals searching for a way to ensure safety for all personnel working in the vicinity of base station antennas. The unit is compact and has a durable design intended for everyday use.

See ad on page 7

H&H Industries is supplies incandescent code beacon and obstruction lamps. The company’s Task-Master lamps are independently tested to meet or exceed all FAA regulations. The company offers products for tower, shop and office lighting applications. H&H is a member of the National Association of Tower Erectors.

See ad on page 161

KGP Logistics
3305 Highway 60 West
Faribault, MN 55021
Chanel Cottengim
contactkgp@kgptel.com
800.755.1950
gplogistics.com

Landmark Dividend
2141 Rosecrans Ave., Suite 2100
El Segundo, CA 90245-4747

GME Supply
1801 Westfall Drive
Columbia, MO 65202
Jim Zepp
info@gmesupply.com
718.210.3913
gmesupply.com

GME Supply says it is America’s premier outfitter of equipment and supplies. It says its mission is to keep workers safe and productive while on the job. The company asks customers to “climb higher with GME Supply, your trusted resource for expert advice and superior service.”

See ad on inside back cover

Lights
By H&H

Go Green!

H&H Industries
110 W. Main St.
Elmwood, IL 61529
Rick Howerton
sales@lightsbyhh.com
800.637.3853
lightsbyhh.com

gmesupply.com

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

Phone (413) 304-2100
Web: www.unitech-rf.com
E-mail solutions@unitech-rf.com
For 22 years, Bell Tower has been designing, manufacturing and installing towers throughout the United States from 100-foot self-supporters to 2,000-foot broadcast towers. The company’s experienced staff offers customers what Bell Tower says is finest safety record in the industry and fair pricing on challenging projects.

**SAF Tehnika JSC**
10500 E. 54th Ave., Unit D Denver, CO 80239
Daniel White
salesna@saftehnika.com
720.502.0724
saftehnika.com/en/spectrumanalyzer

**Valmont Site Pro 1**
15 Oser Ave.
Hauppauge, NY 11788
Steve Hagee
steven.hagee@valmont.com
888.GETPRO1
sitepro1.com

Valmont Site Pro1 says it is the industry’s leading manufacturer and distributor of high-quality wireless site components. The company’s broad product offering is available for same-day shipping from any one of its six distribution centers located in Atlanta; Los Angeles; New York; Dallas, Plymouth, Ind.; and Salem, Ore. Products include coax cable accessories, grounding components, ice bridges, antenna mounts and platforms, guy material, fiber components and safety products.

**Sunsight Instruments**
125 Candace Drive
Maitland, FL 32751
Marla Riggs
sales@sunsight.com
321.244.9443
sunsight.com

Sunsight says it is the industry leader in the development and manufacturing of antenna alignment sensors, monitoring systems and tools. Their products will help you build your network and keep your signal strong. Contractors and carriers will benefit from eliminating re-trips and site level closeouts.

See ad on page 147

**UniTech Services Group**
295 Parker St.
Springfield, MA 01151
Stephen Hofstatter
shofstatter@unitechus.com
413.304.2100
unitech-rf.com

See ad on page 131

**TOWER ERECTORS**

**Allstate Tower**
P.O. Box 25
Henderson, KY 42419
Kevin Roth
Kroth@allstatetower.com
270.830.8512
allstatetower.com

See ad on page 161

**Bell Tower**
6037 S. Industrial Road
Chelsea, OK 74016
Richard Bell
rose-btc@sbcglobal.net
918.789.9020
belltowercorp.com

**My-te Products**
9880 E. 30th St.
Indianapolis, IN 46229
Sales Department
sales@myte.com
800.840.9880
myte.com

See ad on page 147

**SAF Tehnika JSC**
10500 E. 54th Ave., Unit D
Denver, CO 80239
Daniel White
salesna@saftehnika.com
720.502.0724
saftehnika.com/en/spectrumanalyzer

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15 Oser Ave.
Hauppauge, NY 11788
Steve Hagee
steven.hagee@valmont.com
888.GETPRO1
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321.244.9443
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shofstatter@unitechus.com
413.304.2100
unitech-rf.com

See ad on page 131

**TOWER ERECTORS**

**Allstate Tower**
P.O. Box 25
Henderson, KY 42419
Kevin Roth
Kroth@allstatetower.com
270.830.8512
allstatetower.com

See ad on page 161

**Bell Tower**
6037 S. Industrial Road
Chelsea, OK 74016
Richard Bell
rose-btc@sbcglobal.net
918.789.9020
belltowercorp.com

For 22 years, Bell Tower has been designing, manufacturing and installing towers throughout the United States from 100-foot self-supporters to 2,000-foot broadcast towers. The company’s experienced staff offers customers what Bell Tower says is finest safety record in the industry and fair pricing on challenging projects.

**Branch Communications**
1516 S. Boston,
Suite 215
Tulsa, OK 74119
Johnie Johnson
jj@branchcomm.net
918.404.9289
branchcomm.net
Campbellsville Industries
P.O. Box 278
Campbellsville, KY 42718
David England
steeple@cvilleindustries.com
270.465.8135
cvilleindustries.com

Campbellsville Industries, whose nickname is “the Steeple People,” says it is the oldest and largest steeple/cupola company in the United States with more than 18,000 installations throughout the world. The company uses traditional architectural styling and historic reproduction to conceal antennas inside the steeple/cupola.

See ad on page 151

CommStructures
101 E. Roberts Road
Pensacola, FL 32534
Jim Hobbs
jjobbs@commstructures.com
850.968.9293
commstructures.com

Founded in 1969, Day Wireless Systems has 26 offices and 190 towers in the seven western states. The company specializes in collocation, site management, tower construction, system design, sales and service. Day Wireless says it is the largest full-service wireless integrator on the West Coast.

Electronics Research
7777 Gardner Road
Chandler, IN 47610
David White
sales@eriinc.com
812.925.6000
eriinc.com

Day Wireless Systems
4700 S.E. International Way
Milwaukie, OR 97222

Dean Ballew
dwssites@daywireless.com
503.659.1240
daywireless.com

Location, Location, Location...
over 1,800 and counting

• Over 1,800 Water Tower Sites Available for Co-Location
• Site Management Services Ensure: Fast Turnaround Times - Expert Design

For more information please contact: Utility Service Communications • 1-800-673-7819 • Email: sitemangement@utilityservice.com • www.utilityservice.com
Coaxial connectors 4.3-10

Features
- Three different installation plug type options (hand wrench, hand screw and push-pull)
- Excellent electrical performance
  - Low stable PIM
  - Low RF leakage
  - Very good RL/IL performance
- Compactness: Connector fitting in 1 inch flange (25.4 mm)
- Lightweight: Up to 60% lighter compared to bigger RF interfaces

Benefits
- High density design
- Lightweight modules
- Flexibility and fast installation
- Reliable electrical performance
- DAS indoor and outdoor applications
FDH
6521 Meridien Drive
Raleigh, NC 27616
Dan Sammartano
dsammartano@fdh-inc.com
919.755.1012
fdh-inc.com

J.W. Project Management
1206 5th St., Bay 4
Nisku, AB T9E8B6
Canada
Jim Wannamaker
wmaker@telus.net
780.955.2122
jwpm.ca

J.W. Project Management says it endeavors to establish lasting relationships with customers by exceeding their expectations and gaining their trust through exceptional performance by every member of its construction and management team.

Parallel Infrastructure
Parallel Infrastructure
4601 Touchton Road East,
Building 300, Suite 3200
Jacksonville, FL 32246
Edward Lee
eddy@parallelinfrastructure.com
904.565.4115
parallelinfrastructure.com

Parallel Infrastructure says it is the leader in right of way management and infrastructure development, focusing on maximizing the value of underutilized land assets for third-party clients. The firm’s capabilities include telecommunications infrastructure development.

See ad on page 117

Penn-Tech International
3 S. Bacton Hill Road, Unit 2
Frazer, PA 19355
Thomas Hedberg

Penn-Tech International says it is the leader in right of way management and infrastructure development, focusing on maximizing the value of underutilized land assets for third-party clients. The firm’s capabilities include telecommunications infrastructure development.

Retel Services
5871 Glenridge Drive N.E., Suite 110
Atlanta, GA 30328
Kathy Kelly-Jacobs
kathy@retelservices.com
678.292.5723
retelservices.com

Retel Services

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5871 Glenridge Drive N.E., Suite 110
Atlanta, GA 30328
Kathy Kelly-Jacobs
kathy@retelservices.com
678.292.5723
retelservices.com

Retel Services

Dialight
1501 State Route 34
Farmingdale, NJ 07727-3932
info@dialight.com
732.919.3119
dialight.com

Dialight offers the Vigilant line of obstruction LED lighting, controls and monitoring systems. With FAA certification for all tower and obstruction types and heights, Dialight says the new Vigilant obstruction line provides worry-free operation, lower power consumption, smaller size, less wind load and lighter weight.

See ad on page 118

EMF Telecom
328 Hill Ave.
Nashville, TN 37210
info@emftelecom.com
615.291.6279
emftelecom.com

Farlight
846 Watson Ave.
Wilmington, CA 90744
Robert Wolfenden
info@farlight.com
800.741.1545
farlight.com

Farlight has designed and manufactured compact and efficient LED obstruction lights and controllers in California. The company’s LED obstruction lights combine the cost-saving benefits of LEDs with advanced technology to ensure reliable operation in
H&H Industries is supplies incandescent code beacon and obstruction lamps. The company's Task-Master lamps are independently tested to meet or exceed all FAA regulations. The company offers products for tower, shop and office lighting applications. H&H is a member of the National Association of Tower Erectors.

See ad on page 161

Flash says it is the world leader in FAA-approved aviation obstruction lighting, designed for easy install, low power consumption and reduced maintenance with the latest in LED technology. Flash also offers component-level training and a 24/7/365 national operations center. Its solutions enable customers to obtain QLI waivers. Flash Technology’s slogan is: “Simply the Best!”

See ad on page 92

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See ad on page 92
TWR says it is "your one-source solution for LED lighting and wireless monitoring." With more than 100,000 systems installed worldwide, TWR says its field-proven, proprietary technology provides the lowest power consumption and high-intensity obstruction lighting technology. H&P manufactures all of its products in the United States.

If you do not seek out allies and helpers, then you will be isolated and weak. —Sun Tzu
customer support. Unimar says the result is greater reliability, economy and performance.

See ad on page 53

**TOWER LIGHTS/CONCEALMENT**

**Dialight**
1501 State Route 34
Farmingdale, NJ 07727-3932
info@dialight.com
732.919.3119
dialight.com

See ad on page 118

**Environmental Integration**
18 Chase Court
Orange, MA 01364
Thor Holbek
info@environmentalintegration.com
978.544.1900
environmentalintegration.com

Environmental Integration designs and manufactures concealment products for monopole, rooftop and steeple applications. Branch canopy systems, including refurbish projects, are engineered for durability and longevity. The company specializes in realistic reproductions for concealment.

**Farlight**
846 Watson Ave.
Wilmington, CA 90744
Robert Wolfenden
info@farlight.com
800.741.1545
farlight.com

Farlight has designed and manufactured compact and efficient LED obstruction lights and controllers in California. The company’s LED obstruction lights combine the cost-saving benefits of LEDs with advanced technology to ensure reliable operation in all environments.

All Farlight obstruction lights are backed by a five-year warranty.

See ad on page 107

**International Tower Lighting**
P.O. Box 41875
Nashville, TN 37204
Jack Burden
jburden@itl-llc.com
615.256.6030
itl-llc.com

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**Farlight**
846 Watson Ave.
Wilmington, CA 90744
Robert Wolfenden
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800.741.1545
farlight.com

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Nashville, TN 37204
Jack Burden
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615.256.6030
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Skytec
23 Inland Farm Road
Windham, ME 04062
Richard Sullivan
skytectinc@hotmail.com
207.893.1700
skytectInc.com

Slatercom-WCD
7905 State St.
Salem, OR 97317
Al Slater
info@slatercom.com
503.581.5550
slatercom.com

See ad on page 155

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Campbellsville Industries
P.O. Box 278
Campbellsville, KY 42718
David England
steeple@cvilleindustries.com
270.465.8135
cvilleindustries.com

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101 E. Roberts Road
Pensacola, FL 32534
Jim Hobbs
jhobbs@commstructures.com
850.968.9293
commstructures.com

ConcealFab
3265 Fillmore Ridge Heights
Colorado Springs, CO 80907
Mike Slattery
mslattery@concealfab.com
719.599.3400
concealfab.com

Ehresmann Engineering
4400 W. 31st St.
Yankton, SD 57078
Eric Taylor
e.taylor@ehresmannengineering.com
605.665.7532
ehresmannengineering.com

Ehresmann Engineering says that values and ethics are entrenched in the company’s daily activities. The company says it achieves performance with honesty in all aspects of its work. Whether it’s managing a turnkey project or fabricating a custom-designed stealth structure, Ehresmann Engineering says it will compete
aggressively on quality to provide its customers with what they need, and nothing less.

See ad on page 113

Electronics Research
7777 Gardner Road
Chandler, IN 47610
David White
sales@eriinc.com
812.925.6000
eriinc.com

FWT
5750 E. I-20
Fort Worth, TX 76119
Ashley Glenn
aglenn@fwtlc.com
817.255.3022
fwtlc.com

Hi Tech Composite Structures
P.O. Box 609
Redmond, OR 97756
David Ullrich
sales@hitechcomposites.com
541.548.0812
hitechcomposites.com

International Tower Lighting
P.O. Box 41875
Nashville, TN 37204
Jack Burden
jburden@itl-llc.com
615.256.6030
itl-llc.com

Sabre Industries
Towers and Poles
2101 Murray St.
Sioux City, IA 51111
Mike Coghlan
mpcoghlan@sabreindustries.com
800.369.6690
sabretowersandpoles.com

Sabre Towers and Poles designs and manufactures guyed and self-supporting towers, mono-
poles and concealment structures. In addition, it designs, fabricates and installs tower and monopole upgrade components.

See ad on page 99

Stainless
100 W. Main St., Suite 400
Lansdale, PA 19446
Ed Deetscreek
ed.deetscreek@stainlessllc.com
215.631.1323
stainlessllc.com

Peppertree Capital Management, Inc.
Is pleased to announce that

Peppertree Capital
Fund IV, LP

has been oversubscribed.

$280,000,000 under management with
a focus on communication infrastructure

Rohn Products
1 Fairholm Ave.
Peoria, IL 61603
Tim Rohn
sales@rohnnet.com
309.566.3000
rohnnet.com

aglmediagroup.com
GME Supply says it is America’s premier outfitter of equipment and supplies. It says its mission is to keep workers safe and productive while on the job. The company asks customers to “climb higher with GME Supply, your trusted resource for expert advice and superior service.”

See ad on page 161

Birdbusters
707 S. Gulfstream Ave., Suite 405
Sarasota, FL 34236
Jack Wagner
jackwagner@birdbusters.com
866.915.8225
birdbusters.com

Connect-It Wireless
210 Commerce Way, Suite C
Jupiter, FL 33458
Alisa Whitacre
sales@connectitwireless.net
866.781.1300
connectitwireless.net

Connect-It Wireless manufactures and supplies what it calls the highest-quality site hardware available. It says its customer service and industry knowledge are second to none. Connect-It Wireless has antenna site needs in stock, including antenna mounts, bridge kits, coax support, grounding and a huge safety line.

GME Supply
1801 Westfall Drive

Columbia, MO 65202
Jim Zepp
info@gmesupply.com
718.210.3913
gmesupply.com

GME Supply says it is America’s premier outfitter of equipment and supplies. It says its mission is to keep workers safe and productive while on the job. The company asks customers to “climb higher with GME Supply, your trusted resource for expert advice and superior service.”

See ad on inside back cover

Hill Radio Communications
2503 General Electric Road
Bloomington, IL 61704
Steve Larkin
wa9gck@aol.com
309.663.2141
hillradio.net

International Tower Lighting
P.O. Box 41875
Nashville, TN 37204
Jack Burden
jburden@itl-llc.com
615.256.6030
itl-llc.com

Kenwood Telecom
3431 Novis Pointe
Acworth, GA 30101
Paul Novis
pauln@kenwoodtelecom.com
888.439.0500
kenwoodtelecom.com

See ad on page 135

Allstate Tower
P.O. Box 25
Henderson, KY 42419
Kevin Roth
Kroth@allstatetower.com
270.830.8512
allstatetower.com

Allstate Tower fabricates a line of self-supporting, guyed, agriculture and steel structures engineered specifically for its customers’ requirements. Allstate Tower offers turnkey installation services, tower maintenance and inspection services for any tower. The company has served the broadcast, wireless, CATV, agriculture, government, utility market for more than 10 years.

See ad on page 135

ACS Solutions
495 Horizon Drive, Suite 200
Suwanee, GA 30024
Bob Diehl
bdiehl@acssolutions.com
800.241.9881
acssolutions.com

Valmont Structures
1545 Pidco Drive
Plymouth, IN 46563
Sean Gallagher
sean.gallagher@valmont.com
503.589.6616
valmontstructures.com

Valmont Structures is a supplier of towers, poles, engineering and inspection services. Valmont’s brands include Matco, Microflect and PiRod. Valmont says whatever a customer’s wireless tower application may be, it can offer a solution that meets or exceeds the customer’s needs.
Sabre Site Solutions
2101 Murray St.
Sioux City, IA 51111
Michael Burnett
mjburnett@sabreindustries.com
800.369.6690
sabresitesolutions.com

Sabre Site Solutions’ wireless components and site accessories catalog offers everything from grounding lugs to pre-engineered lightweight towers. The company’s antenna mounts are designed to provide the strength and capacity needed for LTE/4G upgrades.

See ad on page 99

Skytec
23 Inland Farm Road
Windham, ME 04062
Richard Sullivan
skytecinc@hotmail.com
207.893.1700
skytecinc.com

Talley
12976 Sandoval St.
Santa Fe Springs, CA 90670
Celina Frazier
sales@talleycom.com
562.906.8023
talleycom.com

Tessco Technologies
11126 McCormick Road
Hunt Valley, MD 21031-1494
John Celentano
celentanoj@tessco.com
410.229.1186
tessco.com

Tuf-Tug Products
3434 Encrete Lane
Moraine, OH 45439

tuf-tug.com

Valmont Site Pro1 says it is the industry’s leading manufacturer and distributor of high-quality wireless site components. The company’s broad product offering is available for same-day shipping from any one of its six distribution centers located in Atlanta; Los Angeles; New York; Dallas, Plymouth, Ind.; and Salem, Ore. Products include coax cable accessories, grounding components, ice bridges, antenna mounts and platforms, guy material, fiber components and safety products.

Pepro Pan & Tilt 300
The Pepro Pan & Tilt 300 is specifically designed for the wireless communication industry; providing speed, precision and reliability for the positioning of a variety of antennas.

► Engineered to withstand 120 mph wind speeds and extreme weather conditions
► 60° of pan and 10° of tilt adjustment
► Positive positioning via electric motor
► Lightweight (15 lbs.) all-aluminum design
► AC or DC operation
► Water and dust resistant (IP67) electrical connections

www.peprollc.com
**SITE NAME**

**POP'S PARKING LOT**

**Monsanto Avenue**

**LOCATION**

SAUGET, ILL.

**TOWER TYPE**

SELF-SUPPORTING LATTICE

**TOWER OWNER**

CROWN CASTLE

---

Photo © Copyright 2014 by Don Bishop
Ehresmann Engineering says that values and ethics are entrenched in the company’s daily activities. The company says it achieves performance with honesty in all aspects of its work. Whether it’s managing a turnkey project or fabricating a custom-designed stealth structure, Ehresmann Engineering says it will compete aggressively on quality to provide its customers with what they need, and nothing less.

See ad on page 113

FDH
6521 Meridien Drive
Raleigh, NC 27616

Valmont Structures
1545 Pidco Drive
Plymouth, IN 46563
Sean Gallagher
sean.gallagher@valmont.com
503.589.6616
valmontstructures.com

See ad on page 135

Wanho Manufacturing
137 Mattatuck Heights
Waterbury, CT 06705
sales@wanho.com
203.759.3744
wanho.com

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

See ad on page 137

TOWER REINFORCEMENT

Aero Solutions
5500 Flatiron Parkway, Suite 100
Boulder, CO 80301
Jim Lockwood
info@aerosolutionsllc.com

720.304.6882
aerosolutionsllc.com

Aero Solutions optimizes the load carrying capacity of monopole and tower structures, with thousands of upgrades completed in the United States since 2002. The company’s innovative, nonwelded PoleMax reinforcing systems are supported by AeroSoft design software and technical field support.

See ad on page 10

CommStructures
101 E. Roberts Road
Pensacola, FL 32534
Jim Hobbs
jhobbs@commstructures.com
850.968.9293
commstructures.com

Doty-Moore Tower Services
100 W. Main St., Suite 400
Lansdale, PA 19446
Ed Deetscreek
ed.deetscreek@stainlessllc.com
215.631.1323
stainlessllc.com

Ehresmann Engineering
4400 W. 31st St.
Yankton, SD 57078
Eric Taylor
e.taylor@ehresmannengineering.com
605.665.7532
ehresmannengineering.com

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FDH
6521 Meridien Drive
Raleigh, NC 27616

Allstate Tower
P.O. Box 25
Henderson, KY 42419
Kevin Roth
Kroth@allstatetower.com
270.830.8512
allstatetower.com

Allstate Tower fabricates a line of self-supporting, guys, agriculture and specialized steel structures engineered specifically for its customers’ demanding requirements. Allstate Tower offers turnkey installation services, tower maintenance and inspection services for any type of tower. The company has served the broadcast, wireless, CATV, agriculture, government, utility and general contracting market for more than 10 years.

See ad on page 161

Black & Veatch
10950 Grandview Drive
Overland Park, KS 66210
Kristi Klohs
klohskm@bv.com
913.458.6271
bv.com

See ad on page 10
PJF is a structural engineering firm that says it has a national reputation for designing and analyzing communications structures since 1966. PJF offers high-volume capacity with quick turn times. PJF has professional engineer registrations in all 50 states, the District of Columbia, Puerto Rico and Canada.

Rohn Products
1 Fairholm Ave.
Peoria, IL 61603

Tim Rohn
sales@rohnnet.com
309.566.3000
rohnnet.com

Sabre Industries
Towers and Poles
2101 Murray St.
Sioux City, IA 51111
Mike Coghlan
mpcoghlan@sabreindustries.com
800.369.6690

International Climatic Evaluation
1110 Finch Ave. West, Suite 716
Toronto, ON M3J 2T2
Canada
Simon Weisman
simon@weisman-consultants.com
416.736.7453
weisman-consultants.com

Malouf Engineering
17950 Preston Road, Suite 720
Dallas, TX 75252
Mark Malouf
mmalouf@maloufengineering.com
972.783.2578
maloufengineering.com

MidAmerica Towers
P.O. Box 6556
Gainesville, GA 30504
Jay Panozzo
jay@midamericatowers.com
815.693.1565
midamericatowers.com

Mikab
P.O. Box 36
Dumont, NJ 07628
brian weis
bweis@mikabcorp.com
201.387.7700
mikabcorp.com

Paul J. Ford and Company
250 E. Broad St., Suite 600
Columbus, OH 43215
Barb Tucker
btucker@pjfweb.com
614.221.6679
pjfweb.com

aglmediagroup.com

Dan Sammartano
dsammartano@fdh-inc.com
919.755.1012
fdh-inc.com

International Climatic Evaluation
1110 Finch Ave. West, Suite 716
Toronto, ON M3J 2T2
Canada
Simon Weisman
simon@weisman-consultants.com
416.736.7453
weisman-consultants.com

Malouf Engineering
17950 Preston Road, Suite 720
Dallas, TX 75252
Mark Malouf
mmalouf@maloufengineering.com
972.783.2578
maloufengineering.com

MidAmerica Towers
P.O. Box 6556
Gainesville, GA 30504
Jay Panozzo
jay@midamericatowers.com
815.693.1565
midamericatowers.com

Mikab
P.O. Box 36
Dumont, NJ 07628
brian weis
bweis@mikabcorp.com
201.387.7700
mikabcorp.com

Paul J. Ford and Company
250 E. Broad St., Suite 600
Columbus, OH 43215
Barb Tucker
btucker@pjfweb.com
614.221.6679
pjfweb.com

aglmediagroup.com
Sabre Towers and Poles designs and manufactures guyed and self-supporting towers, monopoles and concealment structures. In addition, it designs, fabricates and installs tower and monopole upgrade components.

See ad on page 99

**TowerMRL**
2851 Capitol Drive
Sun Prairie, WI 53590
Chris Mallon
cmallon@towermrl.com
608.244.1855
towermrl.com

Valmont Site Pro 1 says it is the industry’s leading manufacturer and distributor of high-quality wireless site components. The company’s broad product offering is available for same-day shipping from any one of its six distribution centers located in Atlanta; Los Angeles; New York; Dallas; Plymouth, Ind.; and Salem, Ore. Products include coax cable accessories, grounding components, ice bridges, antenna mounts and platforms, guy material, fiber components and safety products.

**WestTower Communications**
2460 Sand Lake Road
Orlando, FL 32804
Angeliqec Stephens
carlisle@westower.com
818.309.5163
westower.com

**Bird Technologies**
30303 Aurora Road
Solon, OH 44139
Tom Boyle
sales@birdrf.com
440.519.2172
birdrf.com

Valmont Site Pro 1 says it is the industry’s leading manufacturer and distributor of high-quality wireless site components. The company’s broad product offering is available for same-day shipping from any one of its six distribution centers located in Atlanta; Los Angeles; New York; Dallas; Plymouth, Ind.; and Salem, Ore. Products include coax cable accessories, grounding components, ice bridges, antenna mounts and platforms, guy material, fiber components and safety products.

**Telewave**
660 Giguere Court
San Jose, CA 95133
sales@telewave.com
800.331.3396
telewave.com

Telewave designs and manufactures RF infrastructure equipment for wireless communication systems and interoperability. Customers include public safety organizations; local, county and federal agencies; industry; and the military.

See ad on page 161

**WesTower Communications**
2460 Sand Lake Road
Orlando, FL 32804
Angeliqec Stephens
carlisle@westower.com
818.309.5163
westower.com

**Westell Technologies**
750 N. Commons Drive
Aurora, IL 60504
Sales
do@westell.com
800.377.8766
westell.com

**Allied Fiber**
845 Third Ave., 8th Floor
New York, NY 10022
Hunter Newby
info@alliedfiber.com
631.285.1136
alliedfiber.com

**High Gain Wireless**
P.O. Box 308
Great Falls, VA 22066-0308
Tom Ferguson
tferguson@highgainwireless.com
717.592.9578
highgainwireless.com

**Discuss and agree on specific performance criteria to evaluate the success of the supplier’s performance.**
**Nello**
211 W. Washington St., Suite 2000
South Bend, IN 46601
Kevin Goggins
sales@nelloinc.com
574.288.3632
nelloinc.com

**Pctel**
20410 Observation Drive,
Suite 200
Germantown, MD 20876
Chintan Fafadia
chintan.fafadia@pctel.com
301.444.2047
pctel.com

**Peak Industries**
1408 E. Stutler Road
Spangle, WA 99031
Rick Covey
contact@peakindustriesinc.com
509.443.0479
peakindustriesinc.com

Peak Industries offers the strongest towers in the market. The company has a large variety of mobile towers and can modify to suit customers’ specific needs. Its towers have a small footprint, multicarrier capacity, and excellent wind and tower loading with quick and easy set up. The towers are available nationwide for lease or sale.

**Pioneer Energy Products (Pepro)**
671 Colbert Ave.
Oil City, PA 16301
Kelly Lander
klander@peprollc.com
814.676.5688
peprollc.com

Pepro says it is the leading manufacturer of patented shielded enclosures for remote communication and mission-critical applications. Pepro has more than 20 years in the industry without loss or upset of radio equipment caused by lightning. Pepro provides complete site solutions and installation.

**Sabre Building Systems by CellXion**
5031 Hazel Jones Road
Bossier City, LA 71111
Jim Phillips
jphillips@sabreindustries.com
770.301.8080
sabrebuildingsystems.com

**See ad on page 99**

**Viking Communications**
1421 S. 62nd St.
Milwaukee, WI 53214
Sal Dragotta

---

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At Specialty Tower Lighting, you can rely on our world-wide reputation. Call us today!

713.722.8123 specialtytowerlighting.com

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aglmediagroup.com
Valmont Structures is a supplier of towers, poles, engineering and inspection services. Valmont’s brands include Matco, Microflect and PiRod. Valmont says whatever a customer’s wireless tower application may be, it can offer a solution that meets or exceeds the customer’s needs.

See ad on page 135

American Tower is a wireless and broadcast communications infrastructure provider that offers access to more than 49,000 communications sites throughout the United States. Its solutions include wireless and broadcast towers, managed rooftops, in-building and outdoor distributed antenna system (DAS), small cell and Wi-Fi networks, and other right of way options and services that speed network deployment.

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Valmont Structures
1545 Pidco Drive
Plymouth, IN 46563
Sean Gallagher
sean.gallagher@valmont.com
503.589.6616
valmontstructures.com

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See ad on page 135

American Tower
10 Presidential Way
Woburn, MA 01801
leasing@americantower.com
877.409.6966
americantower.com

American Tower is a wireless and broadcast communications infrastructure provider that offers access to more than 49,000 communications sites throughout the United States. Its solutions include wireless and broadcast towers, managed rooftops, in-building and outdoor distributed antenna system (DAS), small cell and Wi-Fi networks, and other right of way options and services that speed network deployment.

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See ad on page 113

Hill Radio Communications
2503 General Electric Road
Bloomington, IL 61704
Steve Larkin
wa9gck@aol.com
309.663.2141
hillradio.net

Sabre Towers and Poles
2101 Murray St.
Sioux City, IA 51111
Mike Coghlan
mpcoghlan@sabreindustries.com
800.369.6690
sabretowersandpoles.com

Sabre Towers and Poles designs and manufactures guyed and self-supporting towers, monopoles and concealment structures. In addition,
it designs, fabricates and installs tower and monopole upgrade components.

See ad on page 99

**Tower Systems**
17226 447th Ave.
Watertown, SD 57201
Chuck Erickson
chucke@towersystems.com
605.886.0930
towersystems.com

**Valmont Structures**
1545 Pidco Drive
Plymouth, IN 46563
Sean Gallagher
sean.gallagher@valmont.com
503.589.6616
valmontstructures.com

Valmont Structures is a supplier of towers, poles, engineering and inspection services. Valmont’s brands include Matco, Microflect and PiRod. Valmont says whatever a customer’s wireless tower application may be, it can offer a solution that meets or exceeds the customer’s needs.

See ad on page 135

**ConcealFab**
3265 Fillmore Ridge Heights
Colorado Springs, CO 80907
Mike Slattery
mslattery@concealfab.com
719.599.3400
concealfab.com

American Tower is a wireless and broadcast communications infrastructure provider that offers access to more than 49,000 communications sites throughout the United States. Its solutions include wireless and broadcast towers, managed rooftops, in-building and outdoor distributed antenna system (DAS), small cell and Wi-Fi networks, and other right of way options and services that speed network deployment.

**Ehresmann Engineering**
4400 W. 31st St.
Yankton, SD 57078
Eric Taylor
e.taylor@ehresmannengineering.com
605.665.7532
ehresmannengineering.com

See ad on page 113

**Engineered Endeavors**
10975 Kinsman Road
Newbury, OH 44065-9787
Jeff Syslo
jsyslo@engend.com
440.564.5484
engend.com

Engineered Endeavors offers monopoles, disguised slim-line monopoles, flagpoles and custom concealment products. The company also specializes in retrofits of existing monopoles such as antenna/equipment upgrades. Engineered Endeavors has in-house engineering/drafting and P.E. certification in all 50 states.

See ad on page 21

**Campbellsville Industries**
P.O. Box 278
Campbellsville, KY 42718
David England
steeple@cvilleindustries.com
270.465.8135
cvilleindustries.com

Campbellsville Industries, whose nickname is “the Steeple People,” says it is the oldest and largest steeple/cupola company in the United States with more than 18,000 installations throughout the world. The company uses traditional architectural styling and historic reproduction to conceal antennas inside the steeple/cupola.

See ad on page 151
Environmental Integration
18 Chase Court
Orange, MA 01364
Thor Holbek
info@environmentalintegration.com
978.544.1900
environmentalintegration.com

Environmental Integration designs and manufactures concealment products for monopole, rooftop and steeple applications. Branch canopy systems, including refurbish projects, are engineered for durability and longevity. The company specializes in realistic reproductions for concealment.

Hi Tech Composite Structures
P.O. Box 609
Redmond, OR 97756
David Ullrich
sales@hitechcomposites.com
541.548.0812
hitechcomposites.com

Larson says it pioneered cellular camouflage with the first monopine in 1992 and that it has been leading the industry ever since. The company’s products include pines, palms, elms, cypress, cacti, rooftops and DAS towers. Larson also refurbishes trees with field-installed bark, branches and fronds.

See ad on page 37

Peabody Concealment
13435 Estelle St.
Corona, CA 92879
Sales RTC
sales@peabodyconcealment.com
888.511.6828
peabodyconcealment.com

Peabody Concealment offers prefabricated cell site RTC concealment enclosure design, engineering and fabrication. Large prefab sections are built to match architecture to help pass zoning and siting regulations for easy permit approval, and they install in hours, saving thousands of dollars in costs.

See ad on page 67

Larson
1501 S. Euclid Ave
Tucson, AZ 85713
Tom Feddersen
feddersen@larsoncamo.com
520.294.3900
larsoncamo.com

Larson says it pioneered cellular camouflage with the first monopine in 1992 and that it has been leading the industry ever since. The company’s products include pines, palms, elms, cypress, cacti, rooftops and DAS towers. Larson also refurbishes trees with field-installed bark, branches and fronds.

See ad on page 67

Peabody Towers and Poles
2101 Murray St.
Sioux City, IA 51111
Mike Coghlan
mpcoghlan@sabreindustries.com
800.369.6690
sabretowersandpoles.com

SOLAR COMMUNICATIONS INTERNATIONAL
Solar Communications
8885 Rio San Diego Drive,
Suite 207
San Diego, CA 92108
Steve Holborn
sholborn@rftransparent.com
Solar Communications offers an array of concealment products and services for integrating wireless infrastructure into the community character, making SCI products what the company calls the ideal choice in any setting.

See ad on page 45

STEALTH®
FIRST IN CONCEALMENT™
Stealth Concealment Solutions
3034-A Ashley Phosphate Road
North Charleston, SC 29418
Cindy Wishart
cindywishart@stealthsite.com
800.755.0689
stealthconcealment.com

“Got something to hide?” Stealth Concealment Solutions asks. “Camouflage your antennas and improve the environmental landscape. Trust the experts who were here first.” Stealth Concealment Solutions says it has been the leader and master of quality antenna concealment solutions for the wireless industry since 1992.

See ad on page 29

Valmont Structures
1545 Pidco Drive
Plymouth, IN 46563
Sean Gallagher
sean.gallagher@valmont.com
503.589.6616
valmontstructures.com

See ad on page 135

619.243.2750
rftransparent.com

Solar Communications offers an array of concealment products and services for integrating wireless infrastructure into the community character, making SCI products what the company calls the ideal choice in any setting.

See ad on page 45

Campbellsville Industries, whose nickname is “the Steeple People,” says it is the oldest and largest steeple/cupola company in the United States with more than 18,000 installations throughout the world. The company uses traditional architectural styling and historic reproduction to conceal antennas inside the steeple/cupola.

See ad on page 151

CommScope says it has played a vital role in the world’s best communication networks. The company says its solutions span the entire RF landscape, helping wireless carriers manage ever-in-
creasing cell site complexities. CommScope’s end-to-end RF solutions includes critical infrastructure needed to build high-performance wireless networks.

See ad on page 17

ConcealFab
3265 Fillmore Ridge Heights
Colorado Springs, CO 80907
Mike Slattery
mslattery@concealfab.com
719.599.3400
concealfab.com

Edison Carrier Solutions
4900 Rivergrade Road, 2B-1,
First Floor
Irwindale, CA 91706
Brian Ryan
carriers@sce.com
800.634.7999
edisoncarriersolutions.com

Engineered Endeavors
10975 Kinsman Road
Newbury, OH 44065-9787
Jeff Syslo
jsyslo@engend.com
440.564.5484
engend.com

Engineered Endeavors offers monopoles, disguised slim-line monopoles, flagpoles and custom concealment products. The company also specializes in retrofits of existing monopoles such as antenna/equipment upgrades. Engineered Endeavors has in-house engineering/drafting and P.E. certification in all 50 states.

See ad on page 21

Understanding your critical performance issues is the baseline for supplier selection.

FWT
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fwtllc.com

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678.292.5723
retelservices.com

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Peoria, IL 61603

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Brian Weis
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Tim Rohn
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Sabre Towers and Poles
2101 Murray St.
Sioux City, IA 51111
Mike Coghlan
mpcoghlan@sabreindustries.com
800.369.6690
sabretowersandpoles.com

Nello
211 W. Washington St., Suite 2000
South Bend, IN 46601
Kevin Goggins
sales@nelloinc.com
574.288.3632
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Sabre Towers and Poles designs and manufactures guyed and self-supporting towers, monopoles and concealment structures. In addition, it designs, fabricates

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• UNBEATABLE PRICING

SALEM, OR. (503) 581-5550 www.slatercom.com

Engineered Endeavors
and installs tower and monopole upgrade components.

**See ad on page 99**

**Tower Systems**
17226 447th Ave.
Watertown, SD 57201
Chuck Erickson
chucke@towersystems.com
605.886.0930
towersystems.com

Valmont Structures is a supplier of towers, poles, engineering and inspection services. Valmont’s brands include Matco, Microflect and PiRod. Valmont says whatever a customer’s wireless tower application may be, it can offer a solution that meets or exceeds the customer’s needs.

**See ad on page 135**

**Valmont Structures**
1545 Pidco Drive
Plymouth, IN 46563
Sean Gallagher
sean.gallagher@valmont.com
503.589.6616
valmontstructures.com

Valmont Structures is a supplier of towers, poles, engineering and inspection services. Valmont’s brands include Matco, Microflect and PiRod. Valmont says whatever a customer’s wireless tower application may be, it can offer a solution that meets or exceeds the customer’s needs.

**See ad on page 135**

**Wireless Edge**
270 North Ave., Suite 809
New Rochelle, NY 10801
John Arthur
arthur@wirelessedge.org
914.712.0000
wirelessedge.org

Wireless Edge is a provider of network implementation services and strategic tower sites. Nationwide services include tower development, site management, development of cell sites and satellite terrestrial repeaters and special projects. The company specializes in development and permitting of antenna sites on landmark and historic properties.

**See ad on page 49**

**ACUTA**
152 W. Zandale Drive
Lexington, KY 40503
Corinne Hoch
choch@acuta.org
859.278.3338
acuta.org

ACUTA is a 43-year-old nonprofit association that provides professional networking and educational resources such as conferences, seminars, and printed and electronic publications to the men and women responsible for collaboration technologies, including voice, data and video communications on college campuses. The association says it has earned a reputation as the go-to source for information regarding campus networks, including Wi-Fi, fixed mobile convergence, VoIP, DAS and wireless security issues.

**See ad on inside front cover**

**National Association of Tower Erectors**
8 Second St. S.E.
Watertown, SD 57201
Todd Schlekeway
nate@natehome.com
605.882.5865
natehome.com

The National Association of Tower Erectors (NATE) is a nonprofit trade association in the wireless infrastructure industry providing a unified voice for tower erection, service and maintenance companies. The association has more than 600 member companies throughout the United States, Bahamas, Canada, Ghana, India, Jamaica, Romania, Saudi Arabia, South Africa, Trinidad and Tobago and the United Arab Emirates.

**See ad on inside front cover**
PCIA says its 2014 Wireless Infrastructure Show, to be conducted May 19–22 in Orlando, Fla., is the premier national event for wireless infrastructure. PCIA says it doesn’t want anyone to miss what it calls an essential networking and business opportunity for anyone who owns, builds, manages or services wireless networks.

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TRAINING/EDUCATION

Bird Technologies
30303 Aurora Road
Solon, OH 44139
Tom Boyle
sales@birdrf.com
440.519.2172
birdrf.com

See ad on page 161

First Light Resources
189 Rivergate Drive
Franklin, TN 37064
Richard Hickey
rh@firstlightresources.com
615.856.5526
firstlightresources.com

French Creek Production
100 N. 13th St.
Franklin, PA 16323
Jeff Greksa
marketing@frenchcreekproduction.com
814.437.1808
frenchcreekproduction.com

Global RF Solutions
1900 W. Chandler Blvd.,
Suite 15-228
Chandler, AZ 85226
Marv Wessel
marv@grfs.net
480.814.1393
grfs.net

IWCE – International Wireless Communications Expo
11 River Bend Drive South
Stamford, CT 06907
Stacey Orlick
stacey.orlick@penton.com
203.358.3777
iwceexpo.com

IWCE, taking place March 24-28, 2014, in Las Vegas, says it is the authoritative annual event for communications technology in the working world. IWCE invites attendees to join 7,500 of their peers and more than 350 manufacturers to discuss next-generation networks, spectrum utilization, regulatory issues, wireless infrastructure and interoperability.

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LBA University
3420 Tupper Drive
Greenville, NC 27834
Bryan Dixon
lbau@lbagroup.com
252.757.0279
lbauuniversity.org

Safety One Training
8181 W. Brandon Drive
Littleton, CO 80125
info@safetyoneinc.com
303.734.0772
safetyoneinc.com

Singer Executive Development
836 Buttonwood Ct.
Marco Island, FL 34145
Andy Singer
andy.singer@singerexecutivedevelopment.com
941.237.0597
singerexecutivedevelopment.com

Tessco Technologies
11126 McCormick Road
Hunt Valley, MD 21031-1494
John Celentano
celentanoj@tessco.com
410.229.1186
tessco.com

Tractel
51 Morgan Drive
Norwood, MA 02062
Fritz Butts
fallstop@tractel.com
800.421.0246
tractel.com

Waterford Consultants
P.O. Box 2090
Ashburn, VA 20146-2090
Thomas Ferguson
sales@waterfordconsultants.com
703.910.5054
waterfordconsultants.com

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Western Iowa
Tech Corporate College
4647 Stone Ave.
Sioux City, IA 51106
Bill Koontz
bill.koontz@witcc.edu
712.274.8733
corporatecollege.biz

Western Iowa Tech Corporate College offers what it calls unsurpassed customized training, combining classroom instruction reinforced with actual hands-on techniques. Training is available on-site at its campus or in its state-of-the-art mobile classroom.

See ad on page 139

TURNKEY SYSTEMS

AW Solutions
300 Crown Oak Centre Drive
Longwood, FL 32750
Keith Hayter
keith.hayter@awsolutioninsnc.com
407.260.0231
awsolutioninsnc.com

AW Solutions is licensed throughout the United States, Canada and Caribbean to provide turnkey site infrastructure development and build-to-suit services to the wireless, iDAS, oDAS, wireline and fiber industries.

Caltrop
9337 Milliken Ave.

Rancho Cucamonga, CA 91730
Matthew Dostal
mdostal@caltrop.com
480.241.6363
caltrop.com

DeltaNode
30303 Aurora Road
Solon, OH 44139
Tom Boyle
tboyle@birdrf.com
440.248.2172
deltanode.com

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FDH
6521 Meridien Drive
Raleigh, NC 27616
Dan Sammartano
dsammartano@fdh-inc.com
919.755.1012
fdh-inc.com

Kimley-Horn and Associates
3001 Weston Parkway
Cary, NC 27513
Tony Dawson
tony.dawson@kimley-horn.com
813.635.5524
kimley-horn.com

MasTec Network Solutions
2859 Paces Ferry Road, Suite 600
Atlanta, GA 30339
Shauncey Mashia
shauncey.mashia@mastec.com
404.541.1300
mastec.com/communications

Mobile Relay Associates
15330 Vermont Ave.
Paramount, CA 90723
Joyce Peters
joyce@mra-raycom.com
323.636.5202
mra-raycom.com

MUTI-Sabre Industries
2626 Midwest Court
Champaign, IL 61822

Scott Kisting
skisting@mutionline.com
217.819.3040
mutionline.com

Oldcastle Precast
Shelter Solutions
7921 S. Park Plaza
Littleton, CO 80120
John Albert
barbara.bogo@oldcastle.com
561.914.6584
oldcastleprecast.com

Subcarrier Communications
139 White Oak Lane
Old Bridge, NJ 08887
John Paleski
subcom1@subcarrier.com
732.607.2828
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 multitenant towers and exclusively managed building rooftops.

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Thermo Bond Buildings
109 E. Pleasant St.
Elk Point, SD 57025
Jonathan Jansen
jon@thermobond.com
800.356.2686
thermobond.com

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Tower Systems
17226 447th Ave.
Watertown, SD 57201
Chuck Erickson
MUTI-Sabre Industries Telecom Services provides a variety of services to the telecommunications industry including tower construction, modifications, maintenance, inspections, microwave design and deployment, equipment integration, generators and HVAC maintenance.

Oldcastle Precast Shelter Solutions
7921 S. Park Plaza
Littleton, CO 80120

John Albert
barbara.bogo@oldcastle.com
561.914.6584
oldcastleprecast.com

IEEE Communications Society
3 Park Ave., 17th Floor
New York, NY 10016
Marilyn Catis
t.gallus@comsoc.org
212.705.8953
comsoc.org/training

NewCore Wireless
3717 23rd St. South, Suite 201
St. Cloud, MN 56301
(320)333-7285
stephanie.court@corewg.com
320.333.7285
newcorewireless.net

Optiglow Systems
380 Holly Trail
Crownsville, MD 21032
William Imperato
wimperato@optiglow.com
410.409.8061
optiglow.com

Advantage Engineers
7070 Samuel Morse Drive, Suite 150
Columbia, MD 21046
Matt Eveland
meveland@advantageengineers.com

443.367.0003
advantageengineers.com

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Black & Veatch
10950 Grandview Drive
Overland Park, KS 66210
Kristi Klohs
klohskm@bv.com
913.458.6271
bv.com

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CIS Communications
749 Old Ballas Road
Saint Louis, MO 63141
Brick P. Storts
brick@ciscomm.com
314.569.2275
ciscomm.com

Landmark Dividend
2141 Rosecrans Ave., Suite 2100
El Segundo, CA 90245-4747
Stephanie Simmons
info@landmarkdividend.com
800.843.2024
landmarkdividend.com

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ZONING SERVICES

MUTI-Sabre Industries Telecom Services
2626 Midwest Court
Champaign, IL 61822
Scott Kisting
skisting@mutionline.com
217.819.3040
mutionline.com

MUTI-Sabre Industries
Telecom Services
2626 Midwest Court
Champaign, IL 61822
Tom Napoli
tnапoli@trmcom.com
240.205.1588
trmcom.com

TRM
7468 Candlewood Road
Hanover, MD 21076
Tom Napoli
tnапoli@trmcom.com
240.205.1588
trmcom.com

UniTek Global Services
1777 Sentry Parkway West
Blue Bell, PA 19422
Mike Treger
mtregre@pinnaclewireless.com
201.249.8528
unitekglobalservices.com

VAULTS/CONTROLLED ENVIRONMENT
As a service provider of wireless infrastructure solutions, SBA says it sets the standard for customer satisfaction by building better wireless. It says its clients depend on it to provide their wireless infrastructure needs at all stages. SBA focuses on tower ownership, leasing, site management, site development, construction and technical services.

See ad on back cover

Shulman Rogers
12505 Park Potomac Ave.,
6th Floor
Potomac, MD 20854
Michael Higgs
mhiggs@shulmanrogers.com
301.945.9244
shulmanrogers.com

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SSC provides services to the telecommunications, development and construction industries. The company says its full range of in-house services and abilities makes it uniquely capable of handling all aspects of the most challenging projects. SSC says it strives hard to serve its clients, solve their problems and communicate effectively.

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U.S. Title Solutions
3 Werner Way
Lebanon, NJ 08833
Jim Kudless
jkudless@ustitlesolutions.com
908.849.3017
ustitlesolutions.com

Waterford Consultants
P.O. Box 2090
Ashburn, VA 20146-2090
Thomas Ferguson
sales@waterfordconsultants.com
703.910.5054
waterfordconsultants.com

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