

2019

Inside Towers

SPRING SHOWCASE

SOFTWARE

LEGAL SERVICES

SAFETY TRAINING

5G INTEGRATION

DAS/SMALL CELLS

CONCEALMENT

SAFETY GEAR & EQUIPMENT

BUSINESS SERVICES

DESIGN + DEPLOYMENT

RF SAFETY

Contents

A Letter From The Editor	by Managing Editor Jim Fryer	3
Legal Services	Saul Ewing	4
DAS/Small Cells	Wireless Supply	6
Software	Sitracker	8
Design + Deployment	Enertech Resources	10
Safety Gear & Equipment	Petzl	14
Safety Training	Safety LMS	16
Concealment	Stealth + Raycap	18
RF/Safety	LBA Group	20
5G Integration	RLS-CMC	22
Business Services	TowerCap	24

All showcase editorials are written by
Keara M. Piekanski

Keara M. Piekanski, an experienced marketer, enjoys being part of the *Inside Towers* editorial staff because it nurtures her true passion, content curation and copywriting. Keara loves writing about telecom and telling the stories of the companies that make the industry tick. Keara earned her Bachelor's Degree in Communication from the University of Pittsburgh, is a certified Lean Six Sigma Green Belt, and is currently pursuing an MBA from Villanova University. Keara begins each day with two things she adores - writing, which fuels her creative spirit, and coffee, which helps her pretend that she's a morning person!



A Letter From The Editor

Life and This Issue Are Like a Box of Chocolates

Welcome to our Spring Showcase, which similar to our Fall Showcase, is a like a Whitman's Sampler of the wireless industry. While this issue may not not have the "solid chocolate" tower story in the middle, the other stories provide for an interesting selection and you won't know what they're about until you bite into them. The make up and diversity of the industry has evolved and improved over the years and yet all play a connected role to each other.

Our Spring Showcase for 2019 has terrific mix of service providers that make the tower industry go. From attorneys to builders to suppliers, the wireless infrastructure industry involves the efforts of professionals from many disciplines and our Showcase is a great example. Each portfolio is a deep dive into what makes these businesses thrive in a non-stop market like ours.

All of these stories, by the way, were written by our own Keara Piekanski, who has been a great asset as our feature writer and, over the past year and a half she's been with us, learned some of the finer points about the tower space.

Enjoy!

Jim Fryer

Managing Editor

Legal Services

Saul Ewing Arnstein & Lehr LLP: A National Firm With Local Roots

[Saul Ewing Arnstein & Lehr LLP](#) is a full-service law firm that offers clients the national reach and sophisticated experience of a large firm and the local connections and value of a boutique firm. With specialties including telecommunications, the firm can offer clients a macro view of the law with a micro focus on their unique needs. The firm's mission is to achieve successful outcomes for clients through vigorous representation, creative advocacy, and high-quality client service.

How does Saul Ewing Arnstein & Lehr serve the telecommunications space? The firm has worked with land use and zoning approvals in the real estate sector for over 25 years. They also work on behalf of both large and small carriers and tower companies in the telecom industry.



Gregory E. Rapisarda, Partner

“Often our focus is against local county jurisdictions that violate federal and state laws,” said Gregory E. Rapisarda, Partner.

“Sometimes the threat of litigation – showing a municipality the case that we can bring against them – is enough to prevent a lawsuit.”

Rapisarda works with a core group of attorneys — where teamwork is a cornerstone — that are passionate and prudent advocates whose legal counsel helps clients define and advance their business and real estate development goals. The attorneys at the firm are personally invested in client success and go beyond the traditional role of ‘lawyer’ to learn their clients’ businesses, industries, and overall goals.

“I love all the aspects of infrastructure development – from community meetings to making presentations to judges, to the board of appeals,” said Rapisarda. “There’s an academic side (the law), but then there’s the people side (meeting with neighbors) where the goal is to gain their support.”

Rapisarda’s clients rely on his expertise for day-to-day general counsel and specific real estate and dispute-resolution needs. Clients who need land use and zoning advice or approvals lean on his guidance and knowledge, which stem in part from his experience handling development projects in more than 35 jurisdictions throughout Maryland and Virginia.

“My niche is knowing the rules of the jurisdictions from Maryland to D.C. where telecom matters are concerned, but I have colleagues all over the country who know their local and regional rules intimately as well,” said Rapisarda. “There are barriers to getting approvals when it comes to infrastructure, and we’re here to handle cases where substantial community opposition exists.”

The attorneys at the firm who specialize in telecom litigation have knowledge of federal, state, and local laws for macro sites as well as small cell infrastructure. They focus on litigation involving real estate or telecom leases, or lease rights against local counties or municipalities for violations of the federal Telecommunications Act of 1996.

In addition to their telecom knowledge base, attorneys at Saul Ewing Arnstein & Lehr focus on three core values to create strong working relationships and personal connections with clients:

- **Commitment to Client Service.** The firm puts its clients first, including maintaining regular communications — including face-to-face meetings and same day responses — evolving to meet their changing expectations and adopting technology that helps with efficient and effective collaboration.
- **Industry Focus.** The firm has developed a deep understanding of the challenges their clients face in their industries and can shape legal strategies that reflect their business goals and needs.
- **Collaborative Culture.** The attorneys at Saul Ewing Arnstein & Lehr understand their firm is bigger than any one individual. Their attorneys work together to serve the needs of clients and the communities where they work and live.

“We remain dedicated to maintaining open communication with clients to ensure we’re meeting their goals,” said Rapisarda. “We’ve even developed a Client Service Satisfaction program that utilizes client feedback so we can continuously improve our services. We only succeed as a firm when we are part of our clients’ success.”

With 16 offices across Delaware, the District of Columbia, Florida, Illinois, Maryland, Massachusetts, Minnesota, New Jersey, New York and Pennsylvania, Saul Ewing Arnstein & Lehr serves businesses throughout the United States and internationally. For more information or to contact an attorney, visit www.saul.com.



The Power of Collaboration.

**SAUL EWING
ARNSTEIN
& LEHR** ^{LLP}

saul.com

DELAWARE FLORIDA ILLINOIS MARYLAND
MASSACHUSETTS MINNESOTA NEW JERSEY
NEW YORK PENNSYLVANIA WASHINGTON, DC

**We are proud to support
Inside Towers and the
Telecommunications Industry**

Greg Rapisarda, Partner and Chair, Telecommunications Practice
Lockwood Place
500 E. Pratt Street
Suite 900
Baltimore, MD 21202-3133
(410) 332-8963

DAS/Small Cells

Wireless Supply: “Go Green” With Higher Standards and Superior Quality



WIRELESS SUPPLY
HIGHER STANDARDS. SUPERIOR QUALITY.

[Wireless Supply](#), a manufacturer of cable and components for the wireless communications industry, has been providing high-quality products for the DAS and small cell markets since

2015. However, the expertise at Wireless Supply goes back much farther, spanning decades.

Jeff Hall, one of the company’s founders and General Manager, has been involved in the telecommunications industry for 38 years, the only industry he’s worked in since graduating from college.

“I was around before cell phones were commercially available and even worked with the original cell phone manufacturers,” Hall said. “When cell phones ‘turned on’ in 1983, I was a part of it!”

This same excitement is apparent in what Wireless Supply brings to its customers, focusing on quality, solving challenges, and remaining an agile organization.



“We refer to custom projects as ‘what ifs,’ encouraging customers to communicate to us how they need a product to perform, even if it’s not yet on the market,” said Hall. “Because of these ‘what if’ projects, we’ve been able to build a product to solve one customer’s challenge and that same product has turned into a staple for Wireless Supply because other customers are facing the same issues. This is all made possible because we listen to our customers, react to their needs, and build them the equipment they need to solve challenges.”

When it comes to setting themselves apart, Hall notes that the availability of products is a differentiator. Wireless Supply has inventory to support customer needs and can supply products promptly.

“What’s our lead time? If it’s in stock, we can deliver today,” said Hall. “In fact, beyond product inventory, we’ve even gone from concept to production to delivery within three weeks so a customer could meet their deadline. We’re truly committed to solving challenges for our customers,” Hall added.

Wireless Supply’s culture has a lot to do with their success; it’s the “can do” attitude of employees that enables everyone in the company to become part of the solution, according to Hall.

“There’s a consistent message and thought process when it comes to helping clients: how can we make the customer’s life easier by providing them what they need?” said Hall. “From the warehouse to the leadership team, we’re always thinking about how we can take care of the customer.”

Wireless Supply, while still growing and evolving, recently launched a new corporate logo, marking a change in its visual identity. Using an updated version of the company’s iconic wireless signal mark with a new vibrant green and black color scheme, the new logo reflects “a powerful, energetic corporate brand.”

“Our new logo better communicates what Wireless Supply stands for and differentiates us from our competition,” said Hall. “We’ve maintained the important concepts of our identity that tie into the industry and to our focus on quality, but we’ve changed it to create a more modern aesthetic that emphasizes our commitment of fast delivery and higher standards of customer service. Green means go! We’re growing fast, and we’re helping our customers do the same.”

And when it comes to 5G, Wireless Supply is ready. “The emerging technology that is 5G is a game changer, and we’re ready to rock and roll with our DAS products,” added Hall.

Wireless Supply is headquartered in Omaha, Nebraska, with a facility in Charlotte, North Carolina. If your business is ready to “Go Green” with your next DAS project, contact Wireless Supply by visiting www.wirelessupply.com.



GREEN-LIGHT YOUR NEXT PROJECT

We're Wireless Supply. Our name says it all. Wireless Supply is your best source for cable and components for the wireless communications industry.

Our customers depend on Wireless Supply because we deliver on our tagline – HIGHER STANDARDS, SUPERIOR QUALITY – and we deliver fast.

The 5G revolution won't wait. Public safety can't wait. Neither should you. Get the green light at Wireless Supply.

VISIT US AT

CONNECT (X)

MAY 20-23 | ORLANDO, FL

BOOTH E

WIRELESSUPPLY.COM



WIRELESS SUPPLY

HIGHER STANDARDS. SUPERIOR QUALITY.

Software

Sitracker: Empowering the Future of Telecommunications One Project at A Time



[Sitracker](#), the number one telecommunications project management solution, is leading the charge to build out the future of connectivity, faster. Created by project managers, Sitracker is the world's first full-lifecycle platform for managing high-volume

distributed capital projects and assets, increasing ROI, and driving operational excellence, especially in the race to 5G.

"From a 5G perspective, there's a lot to talk about," said Brett Chester, Vice President of Marketing at Sitracker. "We're seeing the proliferation of 5G occurring with customers, and we recognize it's going to cause the biggest challenges the tower industry has faced in a generation. Everything was built around macro towers, but now the landscape is turning to small cells which require more complex project management on a larger scale."

Sitracker says they're preparing their customers for this next revolution in telecom. Their platform is designed for the process-intensive deployment of small cells and network densification.

"The telecommunications industry has reached a tipping point," said Giuseppe Incitti, Sitracker CEO. "With the demand for small cells and DAS increasing exponentially in the race to 5G, today's fiber network cannot support where the industry is going."

What will it take to deploy the fiber required for network densification and optimization? According to [Sitracker's 2019: Telecom's Tipping Point Report](#), a fronthaul network is essential to meet density needs to support small cell nodes. Fiber has to be ahead of the industry because it comprises the backbone of 5G and network densification. Just as fiber is a necessary foundation for deploying 5G, so is Sitracker.

"Now is the time to improve processes," said Incitti. "We've been having ongoing conversations with everyone who will listen because we're aware that project management in telecom needs improvement. Project volume is exploding, and companies need to put the backbone in place to make 5G happen. That's where Sitracker comes in."



Left to right:
Brett Cupta, Vice President of
Customer Success; Tim May CTO;
Giuseppe Incitti, CEO

There are so many more variables to manage than ever before — especially with fiber installation and small cells projects. Leading companies are embracing new project management solutions meant for modern projects. Simply put, the old way is not going to drive success in this new paradigm: Sitetracker's robust platform is what will drive success in this new era of network densification.

"As business leaders, we're all familiar with the adage 'adapt or become extinct.' Now is the time to embrace change and realize the opportunity presented by building the infrastructure for 5G, which won't happen overnight," said Chester. "We want to help customers adapt their businesses accordingly, specifically where project management is concerned, for the long haul."

From an operational standpoint, Sitetracker can be the backbone for that change. The platform works as a project management solution of choice for the entire ecosystem, tracking mission-critical workflows and working as a lynchpin in standardizing tracking. Sitetracker enables the operational efficiency necessary to manage hundreds of projects, of different types, that are growing in volume simultaneously. Ultimately, Sitetracker helps companies scale to meet increasing demand.

"We have what's known as the 'Sitetracker Skill Equalizer,' which enables everyone from the CEO to the field techs to be involved in a standardized workflow process," said Incitti. "This is a game-changer for the industry, and we're here to empower our customers to build the future of telecommunications infrastructure."

Sitracker has locations in Montclair, NJ; Palo Alto, CA; NYC, and London, UK and is the market leader across various industries including telecommunications, utility, smart cities, and alternative energy. Companies such as Verizon, Nokia, Fortis, Alphabet, and Panasonic rely on Sitetracker to manage millions of sites and projects representing over \$19 billion of portfolio holdings globally. For more information or to schedule a live demo, visit www.sitracker.com.



Stop building
software.

Focus on
your projects.

We don't have Chaz. We *do* have millions of hours of software development invested in making Sitetracker telecom's #1 project management solution.

SITETRACKER

sitracker.com/free-chaz | info@sitracker.com

Design + Deployment

Enertech Resources: Where Safety is The Core Value



[Enertech Resources](#) has been deploying technology in the telecommunications industry for nearly 20 years. Founded by cousins, Eric Chase, and Justin Jones, the pair decided to make their mark in the telecommunications industry in the early 2000s, after already gaining experience working for others. Focused on building stronger infrastructure, enabling mobile technology, plus working on small cell and DAS deployment, Enertech does all this and more while focusing on its core value: safety.

“As a third-generation telecom professional, the industry has provided well for my family and all the other families here, but it’s not an easy one and not for the faint of heart,” said Chase. “I followed in my father’s footsteps with wireless site development. He recently passed, but it wasn’t that long ago when no matter where I went, I was still introduced as Dewey’s son.”

With his time in the telecom space, Chase anticipated some dos and don’ts for Enertech. From the company’s earliest days, leadership realized that many companies effectively brokered work and leveraged relationships first while field resources came second.

“We recognized that to be successful long-term you need to have internal resources for the work,” said Chase. “You also need to provide an approach to safety and a level of quality that differentiated you from your competitors, and you needed to have scheduling control over those resources that allowed you to be responsive to your customer’s needs.”

Enertech focuses on the performance of its employees, a workforce of trained and experienced telecom professionals, to deliver for customers. They also have a “super-regional” geographic reach to ensure they provide quality and speed for their customers from the gulf coast to the desert south-west, up through the Rockies and covering the pacific northwest.

“At Enertech, it all begins with safety,” stresses Chase. “It’s our core value, which frames our culture and the way we approach work.”

The company equips crews with the best-in-class PPE, tooling, and procedures, and are continuously looking for ways to improve in all these areas. Enertech has also worked to maintain a family-oriented culture as the company has grown and have found that always keeping Safety is our Core Value in mind has made “growing pains” easier.

Enertech provides tower services, including new site builds, technology deployment and structural modification. They also offer engineering services, fiber, small cells, and DAS. Enertech is fortunate to have working relationships with Carriers, Infrastructure Owners and Developers as well as State, Local and Government Integrator entities to provide initial build, technology deployment, and asset maintenance and modification service work.

“One thing that we’ve always prided ourselves on, is when somebody is running from something we want to know why. We have always been willing to take the early-adopter mentality, understanding that the industry is very dynamic,” said Chase. “We have worked to take an active participation role within industry efforts to drive standardization, best practice sharing, and development. We believe that this approach ensures we are industry leaders and practice in keeping up with a rapidly evolving infrastructure that supports the future of telecommunications.”

How will 5G impact Enertech’s next generation of service? According to Chase, the transition from analog to digital was a change that, “at the moment wasn’t recognized for how it would change us, but that was the first major step in changing our lives as it relates to connectivity.”

“I think 5G is going to do this again,” added Chase. “We’re already ramping up our workforce to bring our customers the quality and speed of service they anticipate from Enertech as the country builds out the 5G network.”

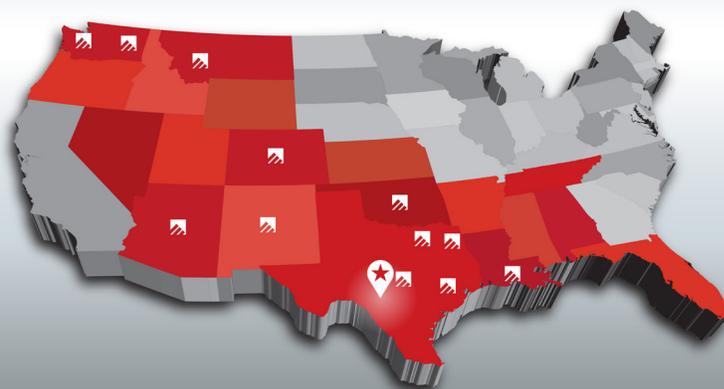
Enertech Resources is headquartered in New Braunfels, TX with additional locations in Austin, Tomball, Longview, and Coppell. Other locations include Phoenix, AZ, Colorado Springs, CO, Albuquerque, NM, Oklahoma City, OK, Lafayette, LA, Olalla, WA, Ritzville, WA, and Three Forks, MT. For more information or to contact a representative, visit <http://enertechresources.com/>.



SOLUTIONS



SERVICE AREA



www.enertechresources.com



Oak Grove, MO
Tom Presley

Featured Tower Shot

Click [here](#) to submit your tower shot.

Inside Towers is proud to present...



TOWER TALKS

with **Inside  Towers**

Hosted by *Inside Towers* Managing Editor Jim Fryer
and *Inside Towers* Washington Bureau Chief Leslie
Stimson.

With guests like:

Todd Schlekeway, Brendan Carr, Alex Gellman,
Jennifer Fritzsche, Jonathan Adelstein and MORE.

Listen for FREE, on [iTunes](#), [Spotify](#) and on our [website](#).

Safety Gear & Equipment

Petzl®: Engineering Products For The “Best In Class” Rescue Plan



When it comes to the telecommunications industry, [Petzl](#) focuses on all aspects of a climber’s safety including fall protection, rope access, lighting, and rescue. This commitment is nothing new for a family-owned company that’s been on a mission since the 1970s to create innovative tools and solutions to allow men and women to progress, position, and protect themselves in vertical environments, as well as to light their way in the dark.

“For over 25 years, Petzl has been committed to the work-at-height community, and we strongly believe that no fall protection system is complete without a rescue plan,” said Michel Goulet, Professional Division National Sales Manager at Petzl. “We’ve custom designed and manufactured our JAG RESCUE KIT for tower safety, specifically to pick off and lower an injured or incapacitated casualty. As the saying goes, ‘plan for the worst, hope for the best.’”

The JAG RESCUE KIT is engineered to perform partner rescue, and it is very intuitive to use. This Petzl assembly contains a JAG SYSTEM haul kit, an I’D EVAC descender with integrated brake and friction cleat, a CONNEXION FIXE 150 cm anchor strap, 3 connectors, a BUCKET bag, and an AXIS 11 mm rope with sewn terminations. It is also available in three lengths: 30, 60 and 120 m. “This equipment was designed to perform two key functions: transfer the load of the casualty from his/her fall arrest system onto the rescue lowering system and to easily control the descent of the casualty to the ground,”

said Goulet. “Hopefully a team working together on such an evacuation all have received training on how to utilize the JAG in the event an emergency occurs.”

Why is a quick rescue imperative? “If there is a serious injury that occurs on a tower the casualty needs to get to the hospital within what’s known as ‘the golden hour’ rule which is 60 minutes following the occurrence. This is a critical part of a best in class rescue plan,” said Goulet. “A lot of preplanning needs to go into this – the bigger the job, the further you are away from urban centers, the more you have to plan for medical emergencies and fast, safe rescues.”





VERTEX® VENT HI-VIZ

The standard for work-at-height.

The VERTEX VENT HI-VIZ helmet is designed with six-point textile suspension, CENTERFIT, and FLIP&FIT systems for all day comfort. Integrable with Petzl headlamps, visors, and multiple accessories, it is an entirely modular helmet. Available in ANSI or CSA compliant versions.
www.petzl.com

Photo © www.kalice.fr



Access
the
inaccessible®

How can the JAG RESCUE KIT enable a best in class rescue plan? If a climber working at heights falls and he or she is hanging from their harness, this constitutes a real emergency since this situation can negatively affect blood circulation and respiration. If the climber is motionless and cannot self-rescue or be rescued by a partner within 20 minutes, the casualty may faint while hanging from a harness and danger can ensue, putting the climber's life in jeopardy. The I'D EVAC rescue descent control device is designed to handle a one or two-person load. Rescuers have the option to perform an accompanied (pick-off) or unaccompanied (lower) rescue operation depending on psychological, environmental and physical obstruction factors. "We believe the JAG needs to be strategically positioned on site when people are climbing. Period," said Goulet. "It's a system that is designed to allow one person to save another in a timely and controlled manner."

For more information on the Jag Rescue Kit and related products, click [here](#).

Safety Training

Safety LMS: “Demand the Best” In Tower Safety Training



[Safety LMS](#) was founded by JP Jones to fill a gap in training for the industry. Safety LMS’ mission is to provide training beyond the minimum regulations enforced in the industry, bringing the best training to students, their companies, and the industry at large,

ensuring customers have everything they need to run a safe business.

“JP has been in the industry for over 40 years, and his goal was to use that experience and knowledge to create the best option for tower companies when it comes to safety training,” said Benjamin Bowman, Director of Sales and Marketing for Safety LMS. “We’ve always had a real-world approach regarding our curriculum. Due to the experience that all our trainers have, we can give our students an unparalleled view of the safety world.”

An example of this is their approach to rigging instruction for the Competent Rigger Course. The course was developed to give experienced tower technicians the understanding of rigging equipment, techniques and the calculation of loads and forces created during the lifting sequences. Upon completion, workers can competently write and perform Class 1, 2 & 3 rigging plans and complete the work of Class 4 plans under the supervision of a qualified engineer.

“JP built the course from the ground up with the contractors in mind. Our instructors have the freedom and are encouraged to reference real-world situations when teaching the class to better help our students understand why these skills are important,” said Bowman.

But that’s just one course in the Safety LMS catalog of both on-site and online training. The company also offers NWSA certifications, First Aid/CPR, OSHA 10 and 30-hour courses, as well as online classes for RF Safety, Capstan Operations, and even UAS flight training. They are the only training company in the U.S. with the experience and knowledge to offer Gin Pole, and Base Mounted hoist operations classes or heavy lift helicopter external loads courses, explicitly built for Repack and Tall Tower work.

“What’s important to know is that we offer courses well beyond what’s ‘required,’” said Bowman. “We can fully customize training courses for specific jobs or unique environments. The options are endless.”

What makes Safety LMS unique within the safety space? The company was built by experienced telecom professionals, for telecom professionals.

“When students attend a class, they know their instructor has been through exactly what they’re teaching, and it’s easy to tell the curriculum is based on decades of real-world experience,” said Bowman. “We have students who call us only looking to tick a box, they assume our class is the same as the past five that they have completed with a competitor and are frustrated that they have to repeat the same class.”

“That same student will give us a call after completing the course to tell us they can’t believe how much they’ve learned and are looking forward to coming back for more training,” Bowman added.

The instructors and the entire staff at Safety LMS are passionate about making the industry safer across the U.S. and beyond, especially as the industry grows, and workers with little to no experience enter the telecom space. Safety LMS is committed to providing access to the best training possible.

“We offer classes in multiple locations all over the U.S. every week and companies can send their employees to these classes, or we can schedule a class at their location. Our curriculum is available in Spanish, and we are currently working on translations for Chinese and Russian-speaking students to take advantage of both our in-person and online courses,” said Bowman.

Safety LMS is also continuously setting standards for safety. The company’s President, JP Jones, is a Board Member of NATE who served on a committee that developed the ANSI A10.48 standard. Safety LMS was the first company to implement the new standard into industry curriculum. “All of our employees are eager to jump at an opportunity to help or

volunteer within a committee or standards board,” said Bowman.

“We pride ourselves on continually updating our courses, so we’re teaching the most up-to-date information. The last thing we want is for someone to come through a class and not learn anything new. At that point, we aren’t doing our jobs,” said Bowman. “Safety is the goal, and we want everyone to demand the best.”

Safety LMS is located in Cedar Park, Texas and has six training locations spread throughout the U. S. They also provide online and on-site training domestically and internationally. For more information on Safety LMS or to schedule training, visit www.safetylms.com.



**WE OFFER
OVER 25
ONSITE
COURSES &
AN ONLINE
LEARNING
CENTER**



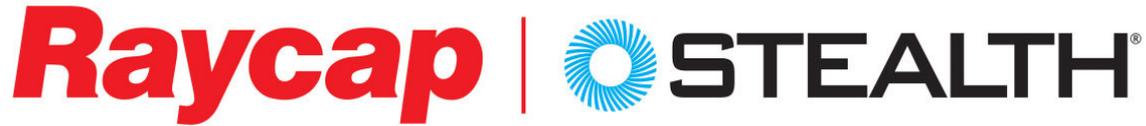
AUSTIN, TX | COLUMBIA, MO | TULSA, OK | ATLANTA, GA | PINCKNEY, MI



THE TOWER INDUSTRY’S #1 RESOURCE FOR TRAINING
WWW.SAFETY LMS.COM (512) 710-5000 INFO@SAFETY LMS.COM

Concealment

Raycap | STEALTH®:
Setting the New Standard for Concealed Small Cell Poles



Trusted for decades with creating products that protect and support the world's most valuable assets from power and lightning surges, Raycap is poised to become a leader in the small cell concealment arena as well. Always innovating and expanding, [Raycap](#) acquired [STEALTH](#) small cell concealment solutions in June 2018 to bring 5G to “the people” without them even noticing.

“We saw the opportunity to become part of the backbone of the next-generation network,” said Kelly Richards, Senior VP of Sales North America. “By partnering with STEALTH, we’re able to offer customers a small cell product line and support the buildout for 5G while still serving the market with our Strikesorb surge protection devices which protect mission-critical equipment.”

Combined with the team from STEALTH, Raycap focuses on the development of not just the traditional STEALTH concealment solutions such as chimneys, cupolas or wall sconces, but on the ability to manufacture all types of concealed, partially concealed and fully integrated concealed pole products that can support the 5G network. The product line requirements include aesthetically pleasing and RF-friendly designs that operate seamlessly.



Raycap is so committed to the 5G arena that they’ve invested in a 112,000 square foot steel fabrication and integration facility in South Carolina. This new operation, combined with STEALTH’s existing 70,000 square foot composite and concealment fabrication plant and Raycap’s west coast facility, can produce 1,000 integrated and concealed poles per month.

“To say we’ve ramped up production is an understatement,” said Trey Nemeth, Senior VP of Operations & Engineering. “In addition to our strong in-house R&D capabilities, our facilities are state

of the art, enabling us to marry the best of both companies, including technological know-how and aesthetic aptitude, while still maintaining the sense of urgency that’s imperative to serve the telecommunications industry.”

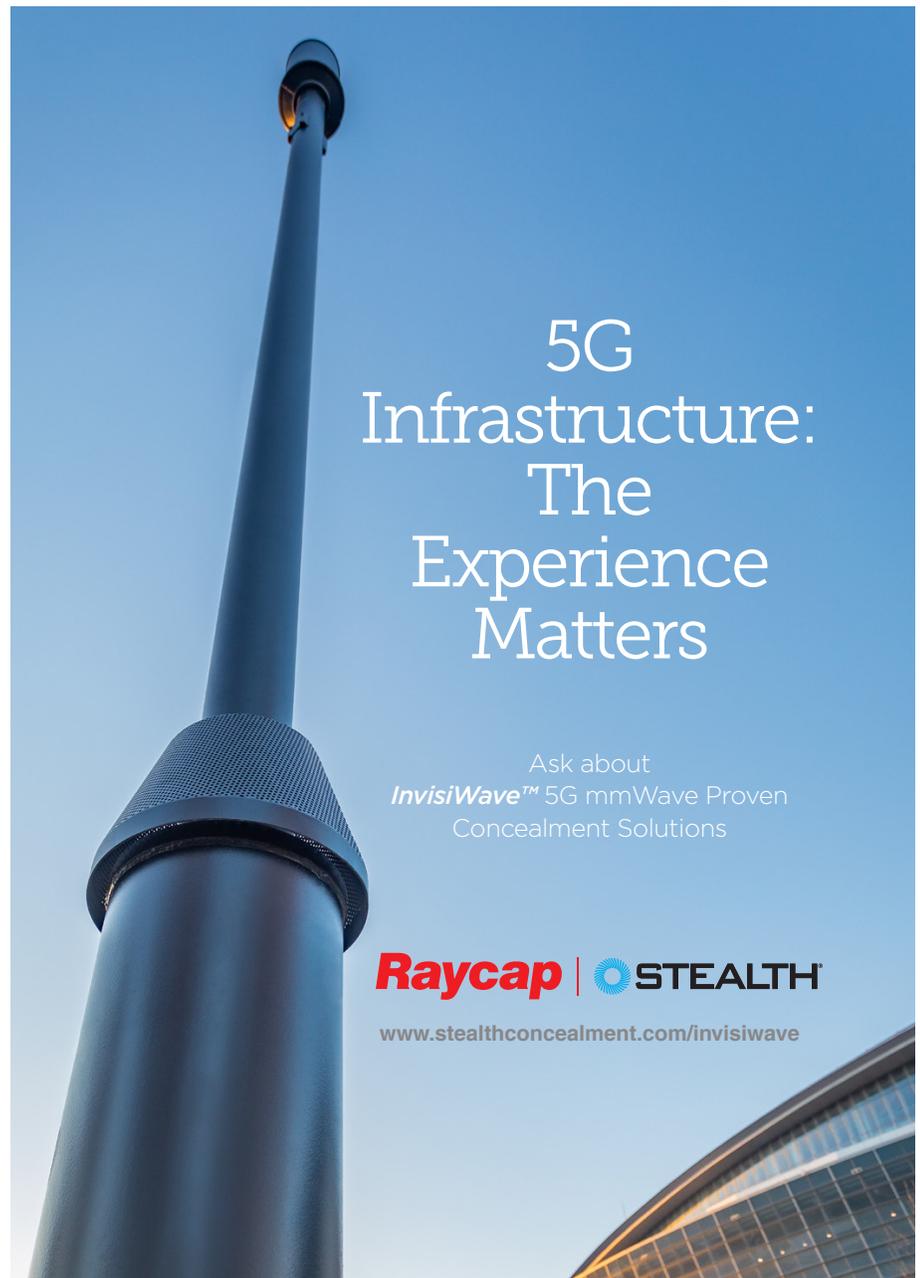
Combined with STEALTH's concealment industry expertise, Raycap can handle large or small concealment product rollouts and provide the best customer service, product design, engineering, manufacturing, aesthetic requirements, and ease of installation, becoming a one-stop-shop for carriers.

"It is clear that the simple light pole along our sidewalks and city pavements is changing and will soon become a pivotal component of the new '5G ecosystem,'" said Richards. "What were once simply incandescent light fixtures will become the core of highly sophisticated electronic systems, supporting 'smart city hubs.'"

With a focus on making antennas undetectable while minimizing any negative impact on signal strength, the team has recently developed a unique patent-pending 5G mmWave concealment material that meets the needs of 5G bandwidth and Gigabit speeds, while minimizing dB loss. InvisiWave™ is suitable for the concealment of 5G mmWave radio systems in the U.S. market and works in the frequency ranges of 28 GHz and 39 GHz bands. These higher frequency applications are much more sensitive to concealment materials placed in the antenna path, and the Raycap | STEALTH team has a solution that meets the concealment needs of next-generation small cell networks.

"We're excited about the launch of our new, InvisiWave product," said Nemeth. "The InvisiWave material is available to be used in pole toppers, surrounds, and radomes as well as for the panel products like chimneys, cupolas and other rooftop concealments. It's proven to provide the performance needed while still maintaining the qualities necessary for concealment material."

Raycap | STEALTH works with all major carriers, zoning officials, general contractors, and others within the wireless industry. Founded in Greece in 1987, Raycap is a global leader supplying the largest telecom operators and OEM's with equipment that protects, connects and conceals their wireless and fixed networks. With over 300 patents issued, more than 1200 employees, and an international presence, Raycap has locations in the United States, Germany, France, Slovenia, Romania, Greece, and Cyprus. For more information or to contact a representative, visit www.raycap.com or www.stealthconcealment.com.



5G Infrastructure: The Experience Matters

Ask about
InvisiWave™ 5G mmWave Proven
Concealment Solutions

Raycap | **STEALTH**

www.stealthconcealment.com/invisiwave

RF Safety

LBA Group, Inc.: The “One-Stop” for RF Safety



As RF exposure risks grow in environments that may not have been recognized as a significant issue in the past, [LBA Group, Inc.](#) (LBA) continues expanding resources for delivery of its RF Safety One-Stop™ menu of services and products.

The RF Safety One-Stop Center specializes in the RF hazards issues faced not only by carriers, tower companies, and their contractors but also the growing RF exposure issues for property developers, associations, and municipalities associated with growing municipal boundaries and the integration of 5G into buildings and neighborhoods. As these boundaries grow so do many other RF related issues such as interference and intermodulation challenges, AM Compliance (Detuning), and AM Colocation. In addition to the industry first RF Safety One-Stop Center, LBA remains the premier supplier of these critical services as well.



After decades of providing professional technical services to the broadcast, wireless and commercial development sectors, the RF Safety One Stop is uniquely positioned to address today’s RF challenges through the on-going collaborative that brings together the expertise and resources of three company units and RF experience, going back over 55 years. Pooling these resources through one interface provides customers rapid and complete solutions to their RF safety concerns and obligations.

The RF Safety One-Stop Center can quickly and efficiently solve these problems and more for clients via:

- **RF Surveys & Auditing:** OSHA/FCC/NIER compliance, process hazards, radiated RF exposures; documentation and remediation.
- **RF Safety Training:** Comprehensive personnel training with thousands trained in RF safety awareness and more. Bilingual training delivered online, 24/7 with customer management interfaces.
- **RF Safety Personal Protective Equipment:** Major supplier of OSHA and Canada Code 6 compliant RF personal monitors including SafeOne® and FieldSENSE with in-house calibration services.
- **RF Survey Meter Systems:** Test equipment for measuring, documenting, and controlling RF energy in cell sites, industrial workplaces, and public spaces.
- **Safety Signage and Access Control:** OSHA-compliant signage and access control for RF hazard areas.
- **RF Shielding Solutions:** Design and supply of shielding systems to contain or isolate RF energy in labs, buildings, and workplaces.



- RF Surveys & Audits
- RF Safety Training
- RF Safety PPE
- RF Survey Meters
- RF Shielding

“Compliance with RF safety norms has grown well beyond the wireless carriers,” said Lawrence Behr, LBA Group CEO. “Concerns for property developers, contractors, carriers, and municipalities are deeper and wider than ever before with the integration of 5G safely into new and existing developments.”

LBA has built a reputation over five decades providing RF safety services and products and other compliance and compatibility services such as AM detuning, AM Colocation, interference, and intermodulation studies. They have provided RF services to all major cellular carriers and tower companies, multiple governmental and military agencies, Fortune 500 companies and educational and research institutes.

For more information or to contact the LBA RF Safety One-Stop Center, visit www.lbagroup.com/products/rf-safety-one-stop and for all LBA RF related services visit www.lbagroup.com/services

The LBA Group, Inc. companies are based in Greenville, NC. LBA is an award-winning minority small business. The group includes Lawrence Behr Associates, Inc., LBA Technology, Inc., and LBA University, Inc.

RF SAFETY SOLUTIONS ONE STOP SOURCE

We're your partners in RF safety!



EMCTD Safety Survey Meters

A broad selection of test equipment for measuring RF energy in systems, workplaces and public spaces.



1000's TRAINED

RF Safety Training Online

Thousands trained in RF safety awareness and other areas. On-line, 24/7 and custom training available.

Safety Signage

Standard and custom OSHA-compliant signage for RF hazard areas.



RF SAFETY ONE STOP™



RF Personal Safety Monitors

A Major supplier of OSHA-compliant RF personal monitor PPE. With LBA you have a choice.



RF Safety Audits & Surveys

OSHA/FCC/NIER compliance, process hazards, radiated RF exposures; document and remediate.



RF Shielding Systems, Products, Paints & Fabrics

Shielding systems and products to contain or isolate RF energy in labs, buildings and workplaces.



SINCE 1963



5G Integration

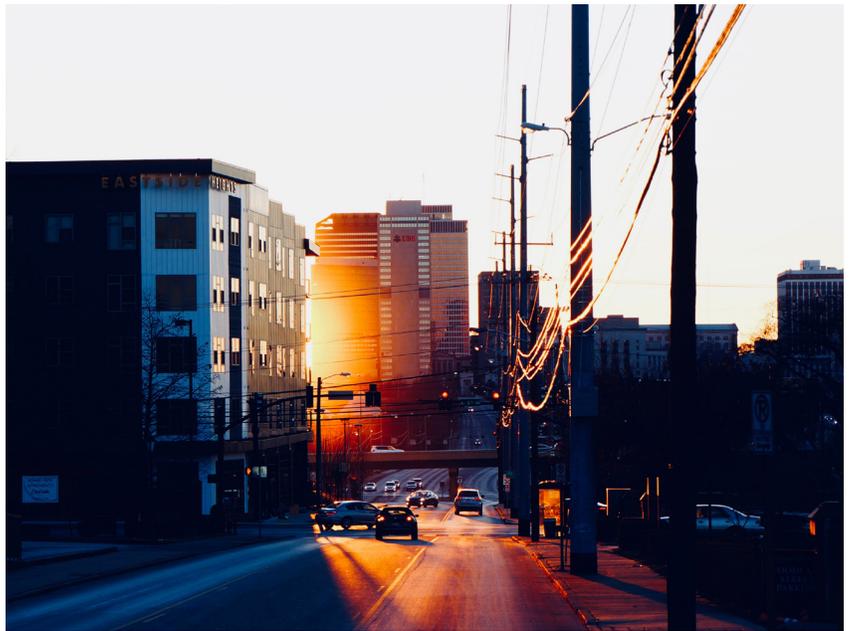
RLS-CMC: The 5G “Integrator” the Dark



When it comes to 5G, [RLS-CMC, Inc.](#) is quite familiar with the “race” that’s underway. As an experienced organization that specializes in the delivery of large-scale indoor and outdoor distributed antenna systems (DAS) and small cell networks, RLS-CMC understands expectations when it comes to powering the 5G market, especially since 5G connections are forecast to reach a figure between 20 million and 100 million by 2021.

“We’re committed to deploying as much as we can as fast as we can, especially when it comes to our carrier clients,” said Amy Hodge, Lead Project Manager. “Rolling DAS out quickly is our mantra in today’s world.”

Since 2002, RLS-CMC has been keeping users connected in every environment imaginable. The company has unparalleled experience in the DAS industry — having installed hundreds of systems throughout the country — which allows them to coordinate multiple trades at a high level and complete numerous activities concurrently, for a shorter downtime to the customer. With 5G on the horizon, RLS-CMC is excited to contribute to the advancement of connected devices creating a “smart society,” lower costs, lower battery consumption, lower latency and improved support of device-to-device communication.



Since the telecommunications industry is ever-evolving, RLS-CMC recognizes that one challenge in today’s “race to 5G” is that all carriers want to turn sites on yesterday...and their organization is ready to provide a solution as spending on 5G mobile infrastructure for 2021 is forecast to be approximately 2.3 billion U.S. dollars.

“When a company like ours is entrusted to integrate wireless infrastructure or set up a network, we take our mission seriously,” said Michael Burke, Vice President of Real Estate and Business Development. “Helping clients achieve their goals by deploying the 5G setup quickly via a turnkey solution is our trademark.”

RLS-CMC can complete a turnkey solution by designing and deploying DAS (indoor or outdoor) that meets the carrier specifications while connecting with the needs of a specific customer. “We’ll take care of everything from soup to nuts – planning, designing, permitting. We offer a full complement of services which makes deploying 5G nodes more palatable for customers,” added Burke.

RLS-CMC accomplishes this by liaising with multiple stakeholders – cities, municipalizes, contractors, carriers, the public and more. Using their proprietary scheduling of tradespeople and a process where all parties can agree on the standards to follow, they can systematically go to market and have left the competition scrambling to replicate their processes. This decreases the overall project timeline and allows DAS and small cell sites to come to fruition quickly, which is especially crucial as getting 5G up and running will enable easier streaming of high-definition media in densely populated areas or when out of reach of WiFi hotspots.

Working with both indoor and outdoor installations, RLS-CMC installs neutral host systems and appreciates that many of these sites will upgrade to 5G – which aims to speed up data communication by up to three times compared to 4G LTE – so they’re already preparing for the blitz. “We realize what’s coming with 5G, so we’re scaling up with certified technicians, engineers and electricians to anticipate our customers’ needs and deliver when the time comes,” said Hodge.

RLS-CMC is an “organization of leaders,” deploying infrastructure quickly and cost-effectively because of its people. “Our team of experienced engineers, project managers, contractors and more are exceptional,” said Burke. “It’s not only the expertise that each individual brings but the collective teamwork that occurs which allows us to thrive in the fast-paced world of telecommunications.”

The company accomplishes its turnkey projects by offering several services, allowing its clients to focus on the big picture while they take care of project-level responsibilities. Their focus is on saving clients’ time and money, liaising with the right partners to complete a job and delivering superior quality standards.

RLS-CMC is headquartered in Las Vegas, Nevada, and partners with venues, wireless service providers, neutral hosts, carriers, municipalities, and utilities across the United States. For more information or to contact a representative, visit rls-cmc.com.




RLS-CMC, INC.

5G
INTEGRATOR

HELPING YOU
WIN THE RACE TO 5G

CONTACT TODAY!

(702) 742-3018 **RLS-CMC.COM**

POWERING
THE WIRELESS WORLD

Business Services

Towercap: Working Capital Solutions at Your Fingertips



TOWERCAP

The founders behind [Towercap](#) have been active in the telecommunications market since early 2012. They started Towercap recently to provide custom-built factoring solutions that are purposefully non-traditional. The founders – Dean Rosenthal, Larry Raff, and Saul Gewer – include two chartered accountants and a telecommunications lawyer respectively, set out to develop a factoring service to meet the unique requirements of small and medium-sized businesses in the tower industry. Towercap is an

alternative lender, able to make capital available rapidly and in much larger amounts than would usually be available from banks.

“While conducting business in the international long-distance voice space – very distant from the tower space – we recognized a commonality. The same lack of financing in one was also a challenge in the other,” said Saul Gewer, Chief Operating Officer. “The networks have been pushing the tower companies’ payments out 60, 90 and sometimes even 120 days which hurts cash flow for small and medium-sized companies. We knew there was a better way to manage the process.”

Towercap provides factoring services in a manner that 100 percent focuses on tower construction and tower servicing businesses. Due to nuances that exist in the tower space, Towercap has designed a product that considers some of the realities of being a service provider in the tower industry, such as having to pay crews regularly, buy fuel, purchase materials and more.

“Unless significant capital exists within the business, these seemingly straightforward operational tasks can become herculean feats,” said Gewer. “We understand the tower space and clients’ needs and can commit capital quickly since we know the industry and the risks. Because we’re not a bank, we’re agile and able to provide custom solutions to our customers. It’s not a one-size-fits-all approach.”



One factor that makes Towercap unique is that they can finance on a non-disclosed basis, where required, meaning they’ve designed a process where their customers don’t even have to tell carriers they’re working with a third-party factoring house – invoices get paid and business continues as usual. It’s a seamless transaction that keeps everyone on track from a financial standpoint.

Another differentiator is that Towercap offers non-recourse financing. When customer invoices are approved, the payment is made up to 90 percent of face value on day one, and then Towercap waits for the third-party to pay them.

“Towercap won’t come back and ask for money if an invoice doesn’t get paid. We don’t do that; we take on the credit risk ourselves so our clients can anticipate their cash flow and have confidence that they’ll receive payment on time, in full,” said Gewer.



Working with smaller businesses in the tower space, Towercap has the capital necessary to factor invoices – having already financed more than \$1.2 billion invoices in the telecoms space since they started. Since the company is not a bank, they can work a lot quicker and provide much greater access to capital than a bank can in a loan scenario.

“As a result of accessing capital, one customer’s business has grown ten times over in the past 12 months. They originally came to us for \$120,000 and now require upwards of \$1 million in factoring services,” said Gewer. “A bank would not have been interested in funding the initial need, but we did, and the business grew because of it. That’s a great feeling for everyone involved.”

As a growing company themselves, what does the future hold for Towercap? With 5G on the horizon, the entire industry is poised for a significant growth spurt. As the race gets on to deploy the next generation network quickly and efficiently, the workers and companies in the tower space will be doing more – and that requires capital.

“For a company to take advantage of the impending growth that is 5G, it needs to be well-funded to take on as much work as possible,” said Gewer. “We are proud and excited to be partnering with tower construction companies and tower servicing companies as they embark on the journey to provide America with its next generation network. We’re here to support that today and tomorrow.”

Towercap is in New York, New York and has financed over \$1.2 billion in invoices. Their team of finance and telecom professionals has the experience, expertise, and understanding to provide customers with a customized finance solution tailored to their needs. For more information or to contact the company, visit www.towercap.com.



Choose a finance partner that is not out of its depth.

Towercap is a factoring-house focused exclusively on the tower construction and servicing industry.
We understand your business and your working capital requirements.
We will meet your finance needs quickly, confidently, and cost-efficiently



www.towercap.com
646-797-4052
111 Broadway, Suite 1703 New York

Secure your placement in the 2019 Fall Showcase.

Reach out to your sales representative today:

Phil Cook

Phil@InsideTowers.com

951.301.5769

Megan Reed

Megan@InsideTowers.com

203.733.5943

Cara Aston

Cara@InsideTowers.com

904.607.1338