

# Inside Towers

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## Ericsson Eyes Management of AT&T, Verizon Networks



Ericsson is talking to AT&T and Verizon about managing the infrastructure for both networks, Bloomberg reported. “We are in discussions” with AT&T and Verizon Communications Inc., Jean-Claude Geha, head of the Stockholm-based company’s managed services business, said today in an interview. It’s becoming more common that wireless providers in the U.S. are turning to companies like Ericsson to manage their information technology and cloud networks. “In some of the discussions we’re having with our customers, we see the mindset is changing and we see more of the traditional network outsourcing in the future,” Geha said.

Ericsson’s largest managed services deal in the U.S. is with Sprint, the third-biggest U.S. carrier, Geha said. He declined to give further details on the status of talks with AT&T and Verizon, according to Bloomberg.

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## T-Mobile US Hits Mid-Year LTE Coverage Goal

T-Mobile is reporting that they have hit their previously forecasted mid-2014 LTE coverage plans, RCR Wireless reported. The company says their network now covers 230 million potential customers. T-Mobile announced this plan to deploy their LTE network after the FCC declined AT&T’s offer to buy the company. Earlier this year, T-Mobile US CTO Neville Ray said T-Mobile US would begin tapping into its recently acquired 700 MHz spectrum assets to further bolster the capacity and reach of its LTE service. Those spectrum licenses cover approximately 158 million potential customers, with T-Mobile US stating it plans to cover approximately 250 million pops with LTE services by year end, RCR Wireless reported.

## Texas State Officials Investigating Tower Insurance Dispute

KSMQ in Austin, Texas is seeking help from the state Department of Commerce with an insurance dispute over the public television station’s broadcast tower, which fell during a severe thunderstorm almost two years ago. The tower collapsed on September 5, 2012 during a storm when the wind



caused the tower's anchor to come partially loose. KSMQ President and CEO Eric Olson said the station's tower was insured through Hanover Insurance when it fell and the Hanover Insurance representatives inspected the site a week after the storm and Olson believed the company would pay the \$620,000 claim to help them put up a new tower. Hanover Insurance denied the claim in October 2012. According to the Austin Daily Herald, "At issue is the way the tower fell. The loose anchor was only partially removed from the ground during the

storm. Olson and KSMQ charge that high-line winds caused the tower to fall and the anchor to come loose. Yet Hanover representatives said the anchor in question was largely corroded. A Hanover spokesperson said an engineering firm's report indicated the anchor was badly corroded for most of its length and broke off during the storm. The insurance company's expert suggested this corrosion would have been noticeable for at least the past 10 years, according to the spokesperson." Olson and other experts didn't agree with the insurance company and found that the corrosion would have been about two feet below the ground. However, KSMQ's insurance contract doesn't cover corrosion. A state investigator was in Austin Friday to tour the site as part of the department's investigation into the dispute. The station has lost thousands of dollars in revenue for its \$1.4 million annual budget because of the dispute, including rent money they received from AT&T since the carrier has since built a new tower and will no longer rent space from KSMQ in the future.

### The Most Important Sentence in the Supreme Court's Cell Phone Privacy Ruling

Last week the Supreme Court decision of Riley v. California ruled that law enforcement agencies cannot search a cell phone unless they obtain a warrant. This decision shows a huge shift in the high court's attitude toward technology and privacy, but it also sets precedent when other technology vs. privacy cases come to court. The government had argued that searching a cell phone is no different from searching other items in a suspect's pocket. That, the court wrote, "is like saying a ride on horseback is materially indistinguishable from a flight to the moon." Why is this important? It gives the mobile carriers like AT&T and Verizon a reason to deny claims from law enforcement officials. These are private companies and there's no reason the government should assume they can access this data without first obtaining permission from the carrier, the tower owner, and the customer.



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### Large Verizon Outage Caused by Software Update

So what about that large Verizon outage last week that affected Verizon subscribers from Chicago to New York? Verizon is claiming that it was caused by a software update. The issue was resolved on Saturday and Verizon issued this statement "The Verizon Wireless billing system was fully restored early today, shortly after midnight. The issue affecting some customer access to account information was an unintended consequence of a software update performed by the company on its billing system two days ago. It affected customers mostly in the Northeast, Midwest and some southern states. This did not in any way involve the network's ability to connect calls, deliver text messages or provide data services. We apologize to our customers for any inconvenience they may have experi-

enced and appreciate their patience.” It’s interesting that they are still saying that the outage didn’t affect the ability of their network to connect calls and deliver texts/data considering Twitter was buzzing with #Verizonoutage and users were saying that they were having issues with calls, texts and data. Regardless, the issue, was resolved and Verizon customers are back to enjoying the most “widespread LTE network in the country.”

### Intercloud Nabs Chicago DAS Project worth \$4.9 Million

If you haven’t heard, Distributed Antenna Systems or DAS for short (because the tower industry loves acronyms) are what many people consider to be the “next big thing” in the tower industry. Since DAS utilizes many small antennas to do what would be the work of one large antenna, they’re much easier to conceal. Add to the fact that small cells allow much better coverage in urban areas, and you can see why a DAS system in Chicago, Illinois makes sense. Intercloud Systems, Inc. recently announced that they’ve secured a \$4.9 million, multi-phase DAS project in downtown Chicago that should be completed by year’s end. “This new contract award provides confirmation of the explosive growth of mobility and network expansion within both the enterprise and service provider markets. Enterprise and service provider IT organizations struggle to meet the demands of global growth in handheld devices and the impact it has on their existing IT network infrastructure. We expect to see continued opportunities for our organization in WiFi, DAS and small cell network expansion over the next several years as the world continues to experience the impact of the “consumerization of IT”, stated Mark Munro, CEO of InterCloud. “We’ve positioned InterCloud as a leading single source provider of IT solutions, and we’re scaling the organization efficiently to meet what we believe is strong, growing demand.”

### XLTE Wireless Technology Rolls Out in More Florida Markets

Verizon Wireless has deployed its newest technology – known as XLTE – in Jacksonville, Panama City and Naples to further increase the capacity of the company’s award-winning 4G LTE network and enhance services throughout Florida. XLTE technology was activated earlier in the year in Tampa Bay, South Florida, Central Florida and numerous other markets in the state. Hundreds of XLTE cell sites have been activated in Florida since the start of 2014, with dozens in the new Jacksonville, Panama City and Naples areas. “Customers in these new markets and across Florida are power users of 4G LTE – sharing photos and video, downloading large files, and staying connected to enjoy a great wireless experience,” said Mariano Legaz, Florida region president. “XLTE gives us a clear advantage to remain ahead of competitors, and our customers’ demand for even better, faster 4G LTE service.”

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## Tower Ticker

### The Motley Fool Explains Why They Prefer American Tower

Billy Kipersztok of The Motley Fool explains why he likes American Tower Corporation over Crown Castle and SBA Communications. “American Tower was the first mover in the international consoli-

dation of the tower industry. Obviously, the international market is much bigger than the U.S. market. The U.S. market is also more mature. And so being the first mover gives them a big advantage operationally from getting in on the ground early in some of those frontier markets. Their top three international markets are Brazil, Mexico and India. I'm not sure if they're exactly in that order, but those are the top three and they also have operations in Europe and in Africa, as well. So, the international tower market is growing even faster than the U.S. tower market and the growth cycle in those markets is anywhere from three to fifteen years behind, depending on geography. What that leads to is stronger growth in those international markets. For example, in American Tower's last quarter, international organic growth was about 16% compared to U.S. organic growth of just about 9% or a little more than 9%. So, even though U.S. growth isn't exactly lagging at 9%, international growth is even faster. Another reason why I like American Tower's international exposure is because margins are higher internationally than they are in the United States. American Tower is able to pass on some of its expenses, such as land costs, to its tenants overseas, boosting margins. This is going to come up later, so remember that point." To read the entire article, please click [here](#).

SYMBOL	TIME & PRICE	CHG & % CHG	DAY'S LOW & HIGH	VOLUME
★ <b>AMT</b>	04:00pm EDT <b>89.71</b>	<b>-0.27</b> <b>-0.30%</b>	89.26 90.15	2,389,746
★ <b>CCI</b>	04:00pm EDT <b>74.67</b>	<b>+0.41</b> <b>+0.55%</b>	74.12 74.86	1,797,973
★ <b>CIGW</b>	02:03pm EDT <b>0.48</b>	<b>-0.03</b> <b>-5.88%</b>	0.45 0.51	60,475
★ <b>SBAC</b>	04:00pm EDT <b>101.94</b>	<b>-0.36</b> <b>-0.35%</b>	101.29 102.46	684,646
★ <b>TMUS</b>	04:01pm EDT <b>33.41</b>	<b>-0.21</b> <b>-0.62%</b>	33.20 33.78	2,602,339
★ <b>VZ</b>	04:01pm EDT <b>49.37</b>	<b>+0.44</b> <b>+0.90%</b>	48.82 49.55	13,925,591
★ <b>S</b>	04:01pm EDT <b>8.53</b>	0.000 0.00%	8.45 8.65	9,567,289
★ <b>T</b>	04:00pm EDT <b>35.48</b>	<b>+0.12</b> <b>+0.34%</b>	35.15 35.53	21,185,667

## Zoning and Moaning

### AT&T Agrees to Reduce Tower Height in Arkansas

In Busch, Arkansas AT&T announced they were going to submit another proposal for the tower at Beaver Lake Storage at a reduced height. The original tower was expected to be 260-feet, but Robert Vitanza, legal counsel for AT&T Mobility, said AT&T was unable to find an alternative location and has "determined that a tower of up to 199 feet would be sufficient and would not need FAA notice or tower registration. Therefore, AT&T will redesign the tower to a height below 200 feet and will withdraw ASR App No. A0863982. We hope to withdraw the registration in the next few days." However, this did not make members of the community very happy. Dr. Luis Contreras sent an email to the FCC saying, "The Federal requirement to get approval from Native American tribes, and the environmental and public health concerns of our community are not changed by one foot," he wrote. "AT&T's refusal to perform an environmental assessment and the revised plan to build a 199-foot tall tower with no FCC registration is unacceptable." Contreras has filed numerous documents with the FCC pertaining to environmental, health, historic, community, business practices and other concerns. Calls for an environmental review were objected to by AT&T, and the FCC concurred that none was needed.

## New Products

### RMS Introduces New Tower Light Monitoring System



The RMS 704 tower light monitoring system provides off-site monitoring of four dry contact inputs plus A.C. power loss, daily communications test, low battery and “restore to normal” conditions. Two remote controllable relays included for interfacing to on-site equipment where a 2 amp dry contact or 12 V feed can be used. LEDs display all power, relay and input conditions. The equipment is contained in a weatherproof ABS NEMA enclosure with ½ inch and ¾ inch conduit openings permitting wire entry. A 16VAC plug-in transformer to power the RMS 704 and a 7 AH, 12 volt rechargeable battery is supplied for backup power. The RMS 704 can deliver signals via text message, email, or full monitoring formats where 24/7 response and NOTAM filing is required.



**100% Tie-Off Is the Law**  
A Wireless Industry Safety Task Force Initiative

The banner features a silhouette of a worker on a tower on the left. In the center is a circular logo with a tower and the text "100% Tie-Off 24/7". The main text "100% Tie-Off Is the Law" is in large, bold, black letters, and the subtitle "A Wireless Industry Safety Task Force Initiative" is in smaller, blue letters below it.

## Tower Safety

### Be Prepared if Someone Falls on a Job Site

The Occupational Health and Safety Blog explains what you should do if someone falls on the job site and needs to be rescued. “Even with the very best fall protection system in place, it’s still possible for a fall to occur. Don’t risk being unprepared and poorly trained on how to handle such a situation. OSHA regulations require that you have a comprehensive, written rescue plan in place that all workers are trained on and can access at any time. We and many other equipment manufacturers offer sample rescue plans as a starting point for developing your own.

Once there is a comprehensive plan in place, there are four crucial steps to follow when a fall occurs:

- Respond to the fall. The ANSI Z359 fall protection code states physically no more than six minutes should pass from the time a worker falls to when he is reached. OSHA requires the provision of medical aid to the fallen worker within four to six minutes. These time limits are put in place to help mitigate the risks of unconsciousness or further injury of a suspended worker.
- Monitor the fallen worker. Continuously communicate with the worker, especially if he or she is suspended for a prolonged period of time. Encourage the fallen worker to move his arms and legs to promote blood flow to the extremities. If the worker describes or displays symptoms of dizziness, fainting, nausea, breathlessness, low heart rate, low blood pressure, or loss of vision, notify emergency medical services immediately because these are warning signs of a more severe injury, such as suspension trauma.
- Follow the rescue plan. Use the rescue plan to determine safe next steps and have a trained employee rescue the fallen worker. The best rescue plan avoids putting the rescuer in harm’s way.
- Transport the worker to a safe area. In most situations, the ground is the safest level, but some

job sites may require transporting the worker to a different area, such as the interior of a building. Once the worker is in a safe area, determine whether first aid treatment needs to be administered or if the fallen worker needs to be transported to a hospital.”

## Tower Calendar

### Women in Wireless Presents a Workforce Webinar



Date: July 16, 2014

Time: 2:00 PM ET

Duration: 1 hour (with Q&A)

Moderator: Kelly Hill, Editor, RCR Wireless News

Panelist: Carlton Hill, VP, Device Operations & Developer Services, AT&T

Panelist: Jan Rasmussen, Senior Vice President, Fleishman-Hillard

Panelist: Blair Bode, Vice President, Business Development, Kineticom

Wireless infrastructure will generate an estimated 30,000 net new jobs between now and 2017, and related industries will generate an additional 1.2 million jobs in the United States. While construction and tower climbing remain male-dominated industries, many of the industries enabled by wireless technology present tremendous opportunities for women. Even within wireless infrastructure, there are significant opportunities for women, both as entrepreneurs and as corporate executives. On this webinar, RCR Wireless News will talk with women who have made notable contributions to the wireless industry.

### Gravitec Offers Program Administrator Course

Gravitec's Program Administrator Fall Protection Course is taught virtually, so you attend class directly from your desk. The course is delivered over 4 weeks where students attend a series of 90-minute webinars (one per week) and complete reading assignments and workshops on their own time.

Course Description:

- Designed for students who will be responsible for developing and implementing or maintaining an employer's fall protection program
- Students gain the knowledge and training to identify and survey fall hazards
- Understanding of the hierarchy of fall protection
- Rank, categorize, and track fall hazards
- Identify roles of key people
- Develop written procedures

Compare fall hazards to applicable federal and state occupational health and safety regulations. Students will develop a mock program for the final assignment. Classes begin Wednesday, July 16, 2014 at 10:00 AM PST with a 90-minute webinar and run every Wednesday at 10:00 AM PST, for four weeks, concluding on Wednesday, August 6, 2014. Registration deadline is July 9, 2014.