

Inside Towers

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Tower Company Loses Big in Atlantic City

FCC agents found a myriad of problems at the WDM-AM tower location in Atlantic City, New Jersey, and this wasn't the first time. According to Radio+Television Business Report, the station is licensed to Equity Communications LP. There was an initial inspection on 3/5/10 where FCC agents noted the tower required cleaning, a fresh coat of paint, new lighting, and a new lock for the gate. Even after the one month time period to get these items in order, the agents discovered that nothing had been completed by 11/16/10. While Equity Communications said a new lock had been installed, at the beginning of December 2010 the agents still found no new paint or lights. RBR reported, "On 1/7/11, WMID's chief engineer reported to the FCC that the tower was not outfitted with strobe lights in lieu of getting a new coat of paint. On 10/31/11, the FCC hit Equity with a \$20K fine for failing to repaint as often as necessary and for the failure to restrict access to the site with locked fencing." But that wasn't the end of it. On October 18, 2012, agents found only parts of the fence, and because the situation was not fixed a week later the company was issued a \$10,000 fine. Equity asked that the fines be reduced because it acted "as quickly as practicable" and had a record of compliance with FCC rules and regulations. The FCC declined to consider a reduction. It noted, "...it is long-standing Commission policy that corrective action taken to come into compliance with the Rules is expected, and such corrective action does not nullify or mitigate prior violations or associated forfeiture liability. Moreover, contrary to Equity's claim, we find that its remedial actions with regard to the Antenna Structure were by no measure 'immediate.'" Equity is liable for full payment of both fines, totaling \$30K. (Source: RBR)



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CITCA Announces New Regional Training Facility

The Communications Industry Training & Certification Academy announced the establishment of a new regional training facility in Camby, Indiana, which is near Indianapolis. CITCA worked with Heartland Solutions Corporation to develop the facility, which features both indoor and outdoor training towers allowing for year round training opportunities. "The use of regional training facilities has been an incredible money-saving resource to our customers," Steve Wilder, President and CEO of CITCA noted. "By establishing these regional facilities, we are able to bring the training closer to our customers, and minimize the travel expenses that they must incur to obtain training for their towerhands and greenhands. Being a small business ourselves, we realize how critical it is to our customers to keep their training costs under control. We know that they appreciate our efforts, and it is reflected in the growth we continue to experience." In addition to the new location in Indiana, CITCA also has regional training facilities in Staunton, VA; Alvarado, TX; and Morgantown, WV. Two addi-

tional locations are currently in development.

4G LTE Hurttles Forward from Build Out to Evolution

By Berge Ayvazian, Senior Editor at 4G Trends and Chairman at UBM Tech

4G LTE is moving from the operator deployment to the subscriber adoption phase on a global scale. During the opening plenary session of 4G World/Tower and Small Cell Summit we learned there are currently 280 million LTE subscriptions across 320 commercial 4G LTE networks operating in 111 countries. 4G Americas reports that a total of 49 commercial LTE networks have been deployed in U.S. and Canada, with 127 million LTE connections representing 33% of the total 391 million connections in the North America region. U.S. carriers are in various stages of completing their initial 4G LTE rollouts, with Verizon (308 mm LTE pops) and AT&T (300 mm LTE pops) leading the way. Sprint is coming to the end of its rip-and-replace Network Vision deployment, with 254 million LTE pops at year-end. T-Mobile has plans to cover 280 million pops by mid-2015. As 4G LTE moves from the infrastructure deployment phase to the subscriber adoption phase, carriers must face the challenge of keeping up with data traffic growth and with the demands of consumers and subscribers, while also getting a return on their investment. Recent data from Mobidia demonstrates that 4G LTE subscribers use considerably more data than their 3G counterparts – not just in America but around the world. Continue reading [here](#).

Capital Safety Issues Product Safety Notice

LADDER SAFETY SYSTEMS USING 3/8 INCH 7X19 STRAND GALVANIZED CABLE

Capital Safety today issued the following Product Safety Notice:

This Notice concerns the DBI-SALA Lad-Saf™ Flexible Cable Ladder Safety System, also known as a 'Safety Climb System.' Capital Safety has received a limited number of reports of 7x19 strand carrier cable slippage from the carrier clamp in the top bracket of these ladder safety systems. Although this top bracket design has been used in the market for more than 40 years without incident, the reported slippage raises the potential for injury to users of affected systems. Based on our analysis of component manufacture dates, the affected systems are:

- systems using 3/8 inch 7x19 strand galvanized cable, with
- top bracket assemblies (including carrier clamps) purchased from Capital Safety between September 1, 2013 and May 13, 2014.

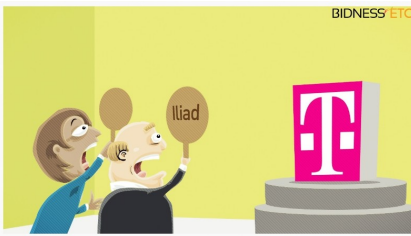
Capital Safety recommends that users: (1) inspect their systems prior to next use to determine whether 3/8 inch 7x19 strand cable is used and, if so, (2) determine whether the top bracket assemblies were purchased within the above date range. If an affected Lad-Saf system or Safety Climb System is found, do not use the system until you have contacted Capital Safety Customer Service at 1-800-328-6146 (ext. 2012), or email us at csg.iss.inquiries@capitalsafety.com. We will answer inquiries and provide guidance on how to proceed.

This Notice is NOT a recall and does NOT apply to the following:

- Top bracket assemblies purchased before September 1, 2013 or after May 13, 2014
- Ladder safety systems that use 1x7 strand cable

Carrier Coverage

October Deadline Set for Iliad



The French telecom operator, Iliad, has set a mid-October deadline to decide whether they should improve their bid for T-Mobile US or bow out, according to Reuters. Iliad is currently in talks with several U.S. banks to help it finance a possible improved bid for T-Mobile US alongside existing lenders HSBC and BNP Paribas, people familiar with the situation told Reuters. This is in response to Deutsche Telekom's rejection of Iliad's initial offer of \$33 per share for 56.6% of T-Mobile US.

Reuters also reported, "Deutsche Telekom, which owns 66 percent of the fourth-largest U.S. carrier, has doubts that Iliad will be able to improve the U.S. business since the French startup has no track record in the country." Chief Financial Officer Thomas Reynaud said Iliad's key leverage ratio would not surpass 4.5 times net debt to earnings before interest, tax, depreciation and amortization (EBITDA). He also said that Iliad would limit any capital increase to fund the T-Mobile bid to 2 billion euros (\$2.57 billion). Iliad is also seeking to team up with private equity funds including KKR to raise about \$5-6.5 billion.



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Tower Ticker

SYMBOL	TIME & PRICE	CHG & % CHG	DAY'S LOW & HIGH	VOLUME
★ AMT	04:00pm EDT 94.32	-0.84 -0.88%	93.85 95.13	1,582,700
★ CCI	04:00pm EDT 78.58	-1.16 -1.45%	78.52 79.72	1,509,296
★ CIGW	12:23pm EDT 0.37	+0.01 +2.78%	0.37 0.37	8,562
★ SBAC	04:00pm EDT 109.66	-2.47 -2.20%	109.06 112.00	1,140,683
★ TMUS	04:00pm EDT 28.985	-1.085 -3.61%	28.85 29.96	6,052,084
★ VZ	04:00pm EDT 50.18	-0.17 -0.34%	49.83 50.32	14,274,621
★ S	04:00pm EDT 6.80	-0.08 -1.16%	6.72 6.86	16,597,393
★ T	04:00pm EDT 35.50	+0.03 +0.08%	35.29 35.55	15,272,554

Morningstar Assigns BB+ Credit Rating to SBA

SBA Communications has been given a "BB+" credit rating by Morningstar. The firm's "BB+" rating suggests that the company is an above-average default risk. They also gave their stock a three star rating.

Zoning & Moaning

Local Pennsylvania Officials Give the OK for Tower Modifications

Officials in Shaler Township, which is minutes from downtown Pittsburgh, Pennsylvania, have recently approved modifications to an existing cell tower that will improve reception and speed for AT&T customers in the southern part of the township. The commissioners' approval comes after the recommendation of the project by the township's Planning Commission members who reviewed the plan's radio-frequency emissions analysis to ensure it would not increase the emitted radio frequencies to unsafe levels. The plan will allow Crown Castle, who owns the tower, to hire crews to upgrade the antennas on behalf of AT&T as part of a project called "densification," said Michael Kanabe, a representative for Crown Castle. This will increase the data capability of the tower. "We're making cell service better," Kanabe said. Crews will remove three old antennas and install six new LTE, antennas, which allow for communication of high-speed data.

Arizona County Moving Toward Better 911 Data

Navajo County, Arizona, is ready to move onto the second phase of a 911 system upgrade. Assistant County Manager Homero Vela reported that the county is on its way to having access to cell phone location data for emergency calls. The new 911 system will allow dispatchers to receive lat/long coordinates indicating the caller's exact location, even if they make the call from a cell phone. According to the National Emergency Number Association (NENA), roughly 60 percent of all emergency calls are made from cell phones. By receiving an exact location, dispatchers can route emergency responders even if callers are unable to give or do not know the address of their location. Coordinates received by the dispatch system from cellular callers will be placed on top of a map, giving dispatchers an exact location for the caller. With the updates and corrections to the systems completed, the county's 911 Geographic Information System (GIS) system is now estimated to have an accuracy level of 96 percent. All future GIS data will be forwarded to the county, which will add it to existing logs to keep the information current.

Georgia County Approves Cell Tower with Unusual Location

The Board of Commissioners in Newton County, Georgia, recently approved a 150-foot cell tower that is much closer to surrounding homes than the county regulations normally allow. The tower in question, to be built by 52Eighty LLC, will serve as a microwave backhaul, which will provide LTE service to about 40 "orphan" towers without access, a spokesman for the company told the Board of Commissioners. The location was chosen because of its proximity to an existing fiber center owned by Level 3 Communications, which pulls information from a fiber line near the railroad. Zoning Administrator Judy Johnston said county regulations for Residential 2 Zoning (R2) call for a tower to be at least three times its height from the nearest residences, which in this case, is 450-feet. But this one will be built well within that limit of three homes. Johnson said one is just 89.5-feet away, one is 300-feet, and the third is 400-feet. The tower was approved by the county's Board of Zoning Appeals, the Planning Commission, and the county's cell tower consultant, and was brought to the County Commission for final approval. The area the tower is to be built is zoned R2 now, but is zoned on future-use maps as industrial. The companies involved in the tower's construction have worked with the three neighboring residents, but no one said what types of accommodations, financial or otherwise, have been worked out. Don't be surprised if you read more about this situation in the next few weeks.

Company Profile

Insuring Towers Across the Globe
By Eleanor Snite



BB&T-Atlantic Risk Management sells every type of required insurance for the tower industry. BB&T purchased Atlantic Risk Management three years ago, and along with the insurance company they got David Saul, one of the Atlantic Risk Management's partners. Saul, who is now senior vice president, said the two companies were a good match - they had common goals, the way they ran their businesses was similar and the staff at both felt like they worked in a family atmosphere. Among the types of insurance the BB&T direct subsidiary provides are general and excess liability, workers' compensation, professional coverage, and pollution. BB&T also has a bond department that can provide license, permit, bid, performance and tower

removal bonds. They also have a full benefits department and can provide health, life, disability, and benefits.

Atlantic Risk Management and Saul got into the tower business around 1996. At that time, there were no insurance programs for companies that owned, managed or leased towers, so he developed his own by necessity. Today, the company insures several hundred tower companies from one tower mom-and-pop companies to large companies with hundreds of towers. Saul said that while some insurance companies are reluctant to cover towers in coastal areas, BB&T has no geographical limitations. The all-risk policy also covers floods and earthquakes. "I'm proud to say overall, our premiums have decreased since 1996," said Saul. "And we have never raised our premiums because of claims." BB&T-Atlantic Risk Management insures tower assets in every state, and in the past few years has extended its reach into Mexico and countries in South and Central America. "If we had one singular goal, it would be to insure towers across the globe," Saul said.

Overseas Operations

Terry Rhodes Back On Familiar Ground: Eaton Acquires 3,500 African Towers From Airtel

Exclusive interview with Eaton Co-founder; from deal structure and operational transition plans, to improvement capex and the implications for BTS.



Congratulations to Eaton Towers and Bharti Airtel on the conclusion of a year-long negotiation, culminating in the announcement of an agreement for Airtel to sell over 3,500 towers in six countries to Eaton. Terry Rhodes, Co-founder and Director of Eaton Towers, is uniquely qualified to discuss the transaction; as a 20 year veteran of African telecoms and as one of the co-founders of Celtel, many of Airtel's towers were built under Terry's watch before being sold to Zain then Airtel and now Eaton.

TowerXchange: Respecting the fact that Airtel don't want to disclose which countries are included, we can deduce from the announcement that the transaction must include Airtel's towers in Ghana, Uganda and Kenya. What are you able to tell us about Eaton's footprint in SSA after this transaction?

Terry Rhodes, Co-founder and Director, Eaton Towers: This agreement to add 3,500 Airtel towers in six countries gives Eaton Towers the most diversified footprint of the African towercos, transforms the scale of our business and brings the total number of towers we own and manage to over 5,000. This is the first time anyone's signed so many deals concurrently, which illustrates the effort put into negotiations by both parties and their advisors. Eaton hired Mott MacDonald for market due diligence, Moelis as our financial adviser, Allen & Overy for legal and PwC for tax advice. Airtel managed the process largely in-house with help from their external lawyers. Continue reading [here](#).