



Inside Towers

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[Note to Towerland: Use This Time to Prepare for the Rush!](#)



Clayton Funk

It has been a week since the Wireless Infrastructure Association folded its tent in Dallas and went home to the nation's capital to prepare for next year's Wireless Infrastructure Show in Orlando, May 22-25. So there's been some time since to ponder what exactly was the take away message for the tower industry from the 2016 gathering.

First, 2016 is a "trough year", the year that buffers the truly slow down period from the go-go years. It's a time to catch your breath, find your wallet and keys, and recharge for the coming busy season that is expected over the next decade.

During a lunch panel session of industry titans, several CEOs made it clear that the carriers' 2016 capital expenditures of \$28 billion is part of a cycle that the industry goes through periodically. And that theme continued during the always-popular "Wireless Investors Conference" afternoon session on May 24, moderated skillfully as always by MVP Capital Managing Director Clayton Funk. For more than 90 minutes, he guided the all-star cast of panelists that included Tarpon Towers' LLC COO Ron Bizick, Raymond James and Associates' Managing Director Ric Prentiss, InSite Wireless Group's President/CEO David Weisman, SBA Communications CFO's Brendan Cavanagh, American Tower SVP & CFO Rodney Smith, Digital Bridge Holdings' CEO Marc Ganzi, and MoffettNathanson analyst Nick Del Deo. And they agreed this period is a calming period but still otherwise hot. Funk yesterday told Inside Towers that while tower companies face the usual pricing pressures from carriers, "there is still a very bullish view of the industry in both macro and micro sites." [Continue Reading](#)



[Despite 'Pricing Pressures,' Analyst Holds 'Positive View' of Big 3 Towers](#)

After dusting himself off from the show in Dallas, Cowen & Company telecom analyst Colby Synesael provided this insight to investors. "Carriers have become



more vocal about their dissatisfaction with the tower operator fee structure, however we expect little financial impact. At the same time, while NT (near term) catalysts remain elusive we still expect U.S. growth to accelerate in 2017. We continue to have a positive view of American Tower, Crown Castle and SBA Communications.”

Synesael told investors T-Mobile’s Dave Mayo argued that the tower “fee structure” has become overly complicated and more pointedly too expensive.” The

analyst felt Mayo’s first-of-the-morning presentation on May 24, “seemed to set the tone for the remainder of the conference, although his comments follow similar views that have already been expressed this year by other carriers, including AT&T.” But he also believes it’s part of the collective heightened level of “noise” from the carriers regarding “their frustration/angst with the tower model that many senior tower executives at the conference said has never felt so ‘loud’.” [Continue Reading](#)

Is 5G Technology Overhyped? Industry Expert Says ‘Yes’



As always there has been tremendous buzz throughout the industry about the newest wave of technological innovation. In recent years this buzz has been heavily focused on 5G technology, which would be the newest wireless network to

hit the market.

In a recent column published on *CircleID.com*, industry analyst and blogger Paul Buddle wrote to temper the excitement and hype regarding 5G.

“We [in the wireless industry] start with over-promising and then under-delivering and then in following years we fix it,” Buddle wrote. “So why would 5G be different?”

The 5G buzz has been generated by tech companies that cite statistics that are not necessarily false but misleading, as they are based on the “best possible case scenarios” of network performance, Buddle said.

For instance, tech companies have said 5G will be 100x faster and have 50x lower latency than 4G. Such statistics are dependent upon frequency band, the availability of nearby fiber, the number of users connected to the same cell at a specific time and other variables, like weather conditions and which mobile application the consumer is using.



NATE Offers Drone Guidance

It’s time to bone up on drones and the National Association of Tower Erectors has jumped in to help. Its brand new safety document, “*Unmanned Aerial Systems*



Operations Around Vertical Communications Infrastructure,” is a by-product of collaboration between the NATE’s drone panel and other prominent representatives from the commercial UAS industry. It’s NATE’s way of helping the industry create guidelines for operating small UAS around wireless infrastructure, cellular towers, broadcast towers and electrical distribution towers.

“NATE is excited to offer this informative resource to the industry in order to provide important UAS operational and regulatory information to the workers and stakeholders in the communications tower industry,” Executive Director Todd Schlekeway said. “This is the first of several best practices documents the NATE UAS Committee ultimately plans to develop as further regulatory clarity emerges surrounding UAS technologies.”

“The entire NATE UAS Committee is proud of what we produced to safely introduce the use of Unmanned Aerial Systems technology to the tower industry,” said committee member Greg Emerick, EVP of Business Development for Sentra. “All of us are proud of our leadership role and anticipate expanding and updating this document as technology and regulations change.”

To download the free resource from on NATE’s website, click [here](#).

Tower Ticker

June 1, 2016 at Close

SYMBOL	TIME & PRICE		CHG & % CHG		DAY'S LOW & HIGH		VOLUME
AMT	04:00pm EDT	105.47	-0.31	-0.29%	104.87	105.85	1,133,648
AMX	04:02pm EDT	12.20	-0.05	-0.41%	11.97	12.26	3,319,662
CCI	04:01pm EDT	90.80	-0.01	-0.01%	90.33	91.17	1,955,362
CTL	04:02pm EDT	26.90	-0.22	-0.81%	26.85	27.26	3,999,916
DY	04:03pm EDT	85.04	+0.15	+0.18%	84.15	85.10	777,406
ERIC	04:00pm EDT	7.56	-0.17	-2.20%	7.52	7.57	4,057,899
FTR	04:00pm EDT	5.0700	-0.1000	-1.93%	5.06	5.20	13,850,241
LVL	04:03pm EDT	53.30	-0.65	-1.20%	53.105	53.87	2,164,684
S	04:02pm EDT	3.75	-0.05	-1.32%	3.69	3.82	12,043,315
SBAC	04:00pm EDT	98.36	-1.04	-1.05%	98.25	100.47	1,195,254
T	04:00pm EDT	38.73	-0.42	-1.07%	38.61	39.12	17,042,209
TMUS	04:00pm EDT	42.62	-0.14	-0.33%	42.42	42.88	4,443,732
VZ	04:03pm EDT	50.43	-0.47	-0.92%	50.22	50.98	10,533,652
ZAYO	04:02pm EDT	27.79	+0.01	+0.04%	27.66	28.02	863,148

Zoning & Moaning

San Marino, CA Residents Concerned Over Tower's Generator



William Litvak, the city prosecutor for San Marino, CA., is waiting for a reply from American Tower Corporation. and Verizon Wireless, to a letter he penned May 23, seeking to relocate towers currently on the San Marino High School yard. The towers, which are on an earthquake fault line, rely on a diesel generator placed about 17 feet from a temporary classroom. The generator has had to kick on several times recently and the vapors from the diesel have become a problem to the high schoolers, the city said.

As of Monday, May 23, Litvak had not received a response, the *San Marino Tribune* reported on Tuesday.

"We are checking to make certain that the proper parties received the communication," he added.

The original 60-foot tower at Huntington and Valentine schools was installed in 2006, and did not receive a conditional use permit, or CUP, from the city, claiming it was told that obtaining a CUP was not required. The towers did receive approval from the Division of the State Architect, the newspaper reported.



Peabody, MA Considers Distributed Antenna System



The system would be installed instead of a proposed 130-foot Verizon Wireless telecommunications tower near the city's water treatment plant. The Peabody Municipal Light Plant is considering DAS because it is a less controversial option.

Nearby residents were concerned the proposed tower would loom over their homes. The *Salem News* reported the Peabody City Council is considering a special permit for the cell tower while light plant researches a Distributed Antenna System. Instead of one tower, dozens of smaller antennas would be installed throughout the city. This could potentially eliminate a need for more towers in the future, according to Ward 1 Councilor Jon Turco.

The council has already rejected a plan for a 60-foot tower, which was Verizon's original proposal. The 130-foot tower was an unpopular compromise. Verizon has threatened to sue the city if the light plant does not agree to install the DAS. For now, the smaller antenna system is more popular with residents because it would be less intrusive.

Cell-ebrations

U.S. Cellular Tower Finishes Construction in Sweetwater, TN



The 160-foot telecommunications tower was a major source of contention in the town after it was initially proposed as a 180-foot tower located in downtown Sweetwater. The Recreation Park originally introduced the proposal, which was hotly opposed by business owners who did not want the tower to be visible from the downtown historic district.

Although Sweetwater is known for the Lost Sea, the largest underground lake in the U.S., the historic downtown is known for its beautiful, natural scenery. Many residents were anxious to leave the scenery undisturbed. According to the Advocate and Democrat, once the tower was shortened and another location was chosen, opposition to the tower died off. The proposal was passed last fall.

Prime Tower Development developed the tower site, located behind a vacant building. The monopole tower was raised during the week of May 16.



22nd July 2016
Courtyard Marriott
Mumbai

Sudbury, Ontario Tower Applications on the Rise

Residents of the Canadian town of Sudbury, Ontario are ditching their landlines like most of the rest of the world, however they are concerned with the amount of towers and antennas that come with cutting the cord. In fact, the Canadian Wireless Telecommunication Association reported that there are more than 29 million wireless subscribers currently in Canada. (The Canada Population clock puts the nation's population at 36.134 million compared to a U.S population of 323.678 million as of yesterday).

City Councilor Deb McIntosh told *CBC News Canada* that she has received four requests over the past year and a half to build new towers? in her ward. She said most aesthetic concerns from residents come from those in more rural communities, but that the benefits of having wireless in those areas may outweigh the looks of the towers.

To build a tower in the community, companies must "engage in public consultation with nearby residents if they want to install towers taller than 15 meters (49.21 feet)," *CBC News Canada* reported.

International

Now That She's Down, What Goes Up, Must ... Stay There...

About two weeks ago, *Inside Towers* reported how a 30-year-old woman in Hyderabad, the capital of southern India's major center for the technology industry in Telangana state, woke on the morning of May 18, only to discover

her landlord had a tower erected on top of his building during the night. The woman and her neighbors were so angry about the overnight construction to the Addagutta basti in Secunderabad that she and another woman climbed to the top of the tower in protest, quickly causing a sympatric crowd of supporters to snarl traffic and cause chaos. Local police were summoned and after a 10-hour protest, the women agreed to climb down but only after officials on the scene agreed to have the tower removed.

But this is a fine example of one making promises another refuses to keep. Satyanarayana, the building's owner, is fit to be tied and refused to remove the tower. "Everyone in the basti uses a cellphone. If I am installing a tower for everyone's benefit, why should people protest. The whole conspiracy is to extort money from me," he said angrily, according to *nyooze.com*. The site reports the woman remains determined to fight the tower and her landlord so this likely won't be the last we hear about it.

PT Tower Bersama Shareholders Approve \$500M Bond to Repay Debt

The parent division of Indonesian tower management company Tower Bersama Group, cleared the way for the bond issue to repay debts and fund expansion, *Dealstreet Asia* reported. The notes will be issued to limited investors, registered in the Singapore Stock Exchange.

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Tower Tribe

Tower Industry Veteran Sharon Barone Joins *Inside Towers*



Sharon Barone

She's been in the tower Business for 18 years in sales and account management, 15 of them with Allstate Tower, and now Sharon Barone has joined *Inside Towers* where she'll focus on advertising and digital sales. Sharon has worked with customers all over the United States and in various segments within the telecommunications industry, assisting with various contracts ranging from tower maintenance to multi-million new construction deals. Reach out to her at Sharon@InsideTowers.com, or 904.827.3468.

Tower Calendar

Georgia Wireless Association Happy Hour

June 21, at 5 p.m., Eclipse Di Luna- Perimeter, 4505 Ashford Dunwoody Rd., Atlanta, GA

Join GWA members for a non-sponsored Happy Hour on June 21, at 5 p.m.

Eclipse Di Luna- Perimeter, 4505 Ashford Dunwoody Rd., Atlanta, GA 30346

georgiawirelessassoc@gmail.com

Company Profile

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Our readers want to know about your company too! [Email us](#) today to set up a complementary interview.

Tower Shot



LMS 120 HD in setup located Amarillo, TX for further deployment NM Alcatel Lucent owners.

Photo contributed by Michael Landa of [Landa Mobile Systems® LLC](#)

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