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2012 BUYERS GUIDE

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**about this month's
center spread**



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Roadside picture from scenic eastern Iowa

AGL is proud to introduce Crown Castle's Captain Clean (foreground), a 120-foot self-supporting lattice-tower located near the Cedar River in Cedar Rapids, Iowa.

Photography by Scott Dolash

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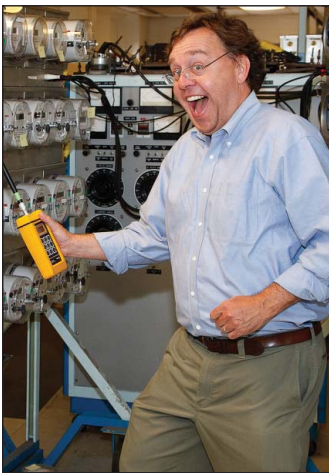
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publisher's note

And So, the World Turns

Being in a position to watch the industry unfold is always a lot of fun. Looking back, I remember how DAS was considered to be evil — the technology that was going to destroy the industry.



Photograph courtesy of mikefosterphotography.com

Now, it fits in nicely as a siting solution alongside the larger macro site overlays. There were early cries that 700-MHz systems would propagate so much better than 850-MHz and 1900-MHz systems that very few additional sites would be needed. The AT&T and T-Mobile USA merger would result in horrible negative results for tower companies, etc.

We continue to face some facts and some physics that can't be changed. We're going in one direction, toward increasingly dense cell sites — much, much more dense. In order to reuse the spectrum assigned efficiently, with the size of the consumer devices becoming smaller and with continuing consumer desire for long-lasting batteries and more hours of use, the distance between the antenna and the consumer's device is going to have to become shorter.

Micro sites, DAS and other technology will become tools that are used more and more often. Like Crown buying Next G for a cool \$1 billion, I'm a believer that there is good opportunity in getting in front of the coming

groundswell of smaller sites. So far as I can tell, a site still needs four things: a leased location, power, some form of backhaul and periodic maintenance.

Large tower companies tend to shy away from embracing new technologies. It makes sense. If you like, call it being risk-averse just staying focused. However, as you extrapolate the number of opportunities for placing traditional towers, there will be fewer and fewer new traditional towers. The tower companies are going to want to be (or will be forced into being) involved with just about anything that makes money and that is related to the industry. They just don't know it yet. Engineering? Perhaps not. Maintenance? Sure. Site acquisition, leasing, network operations, generators, backhaul, etc. Lions and tigers and bears too, if they are profitable.

Most folks push back with the usual horror stories of FiberTower and always are quick to point out projects that have not worked well, such as Teligent and Winstar. And the fates of those projects are real. However, a number of smaller successful projects that are well managed and profitable are overlooked. So, what rant am I on this time? I just believe that this is a great time to pick one portion of the industry, become a specialist in it and get out there and make it a reality.

Buyers guide

Enjoy our annual buyers guide issue! We go to great lengths to try to include everyone we can find. However, no matter how careful our research may be, I'm sure we've overlooked someone. If you know of any omissions, please send them to us so we can be sure to include them in the monthly updates and in next year's guide. ■

By Rich Biby, Publisher
rbiby@agl-mag.com



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PUBLISHER/CEO

Richard P. Biby, P.E.
(703) 910-5055; rbiby@agl-mag.com

EXEC. EDITOR/ASSOC. PUBLISHER

Don Bishop
(913) 322-4569; dbishop@agl-mag.com

CONTRIBUTING EDITOR

J. Sharpe Smith
(515) 279-2282; ssmith@agl-mag.com

ART DIRECTOR

Scott Dolash
(913) 961-7501; sdolash@agl-mag.com

ADVERTISING MANAGERS

Mercy Contreras
(303) 988-3515; mcontreras@agl-mag.com
Phil Cook
(951) 301-5769; pcook@agl-mag.com
Mary Carlile
(484) 453-8126; mcarlile@agl-mag.com

CIRCULATION MANAGER

(951) 301-5769; circulation@agl-mag.com

CORPORATE OFFICE

Biby Publishing LLC
P.O. Box 2090
Ashburn, VA 20146-2090
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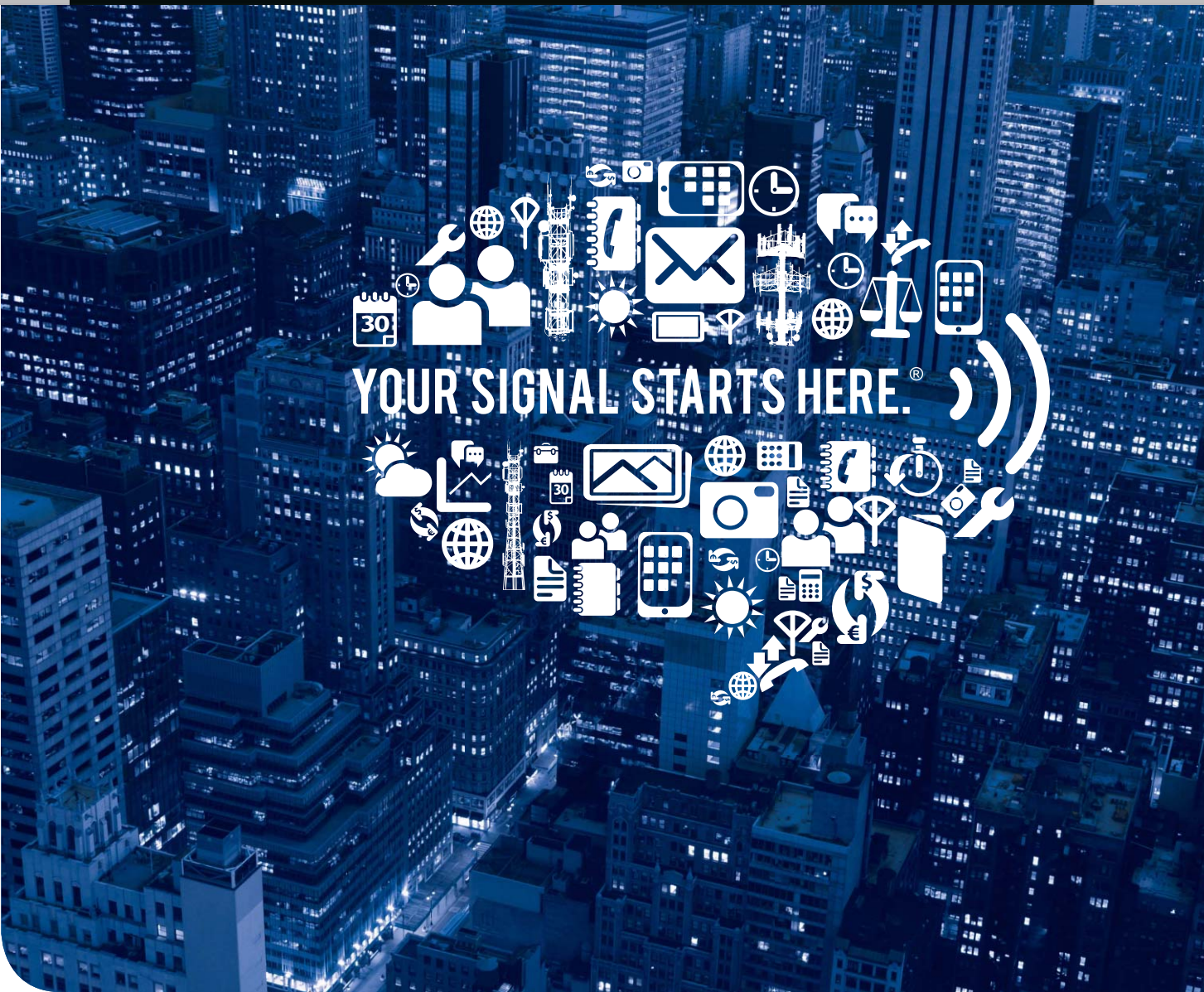
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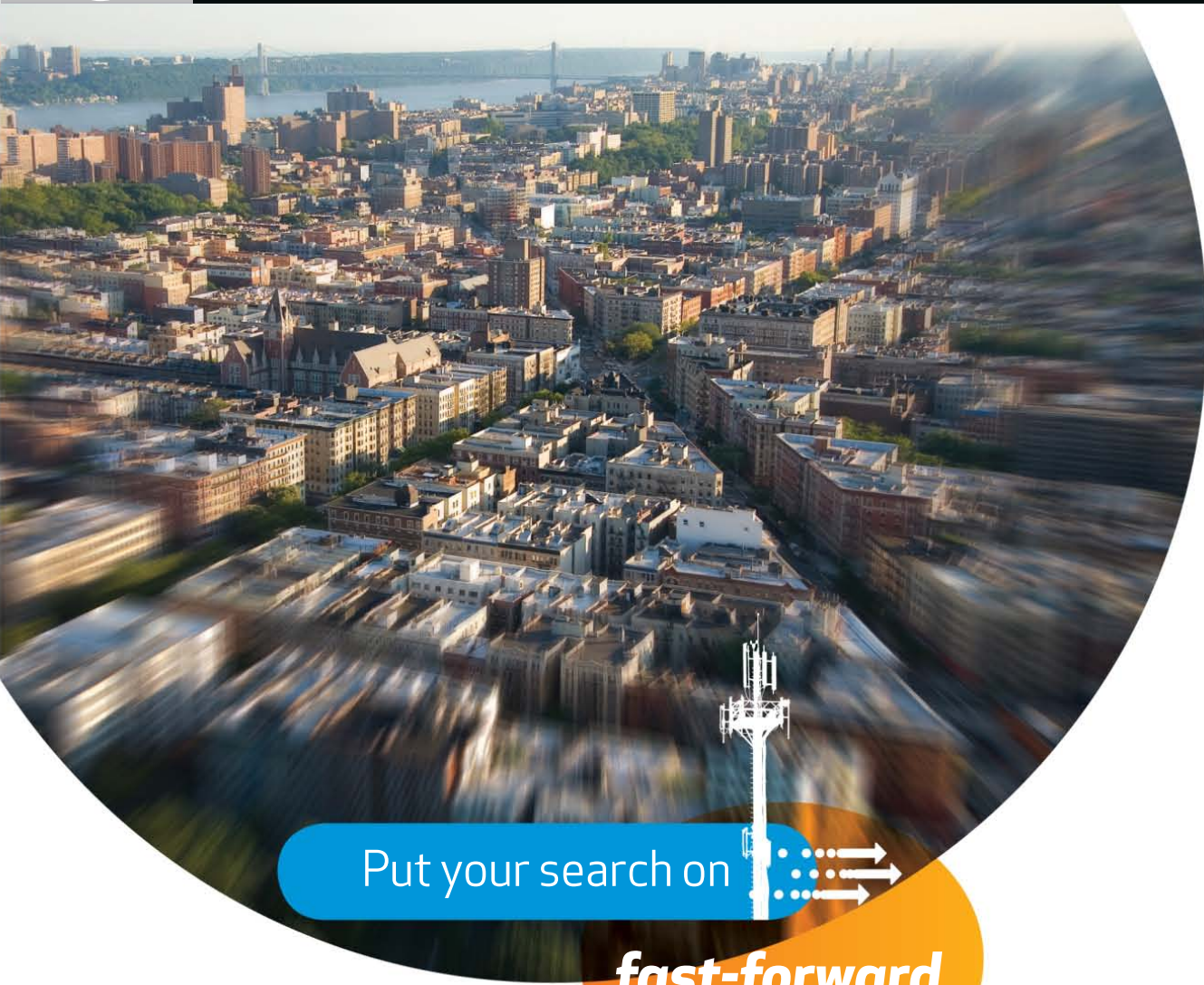
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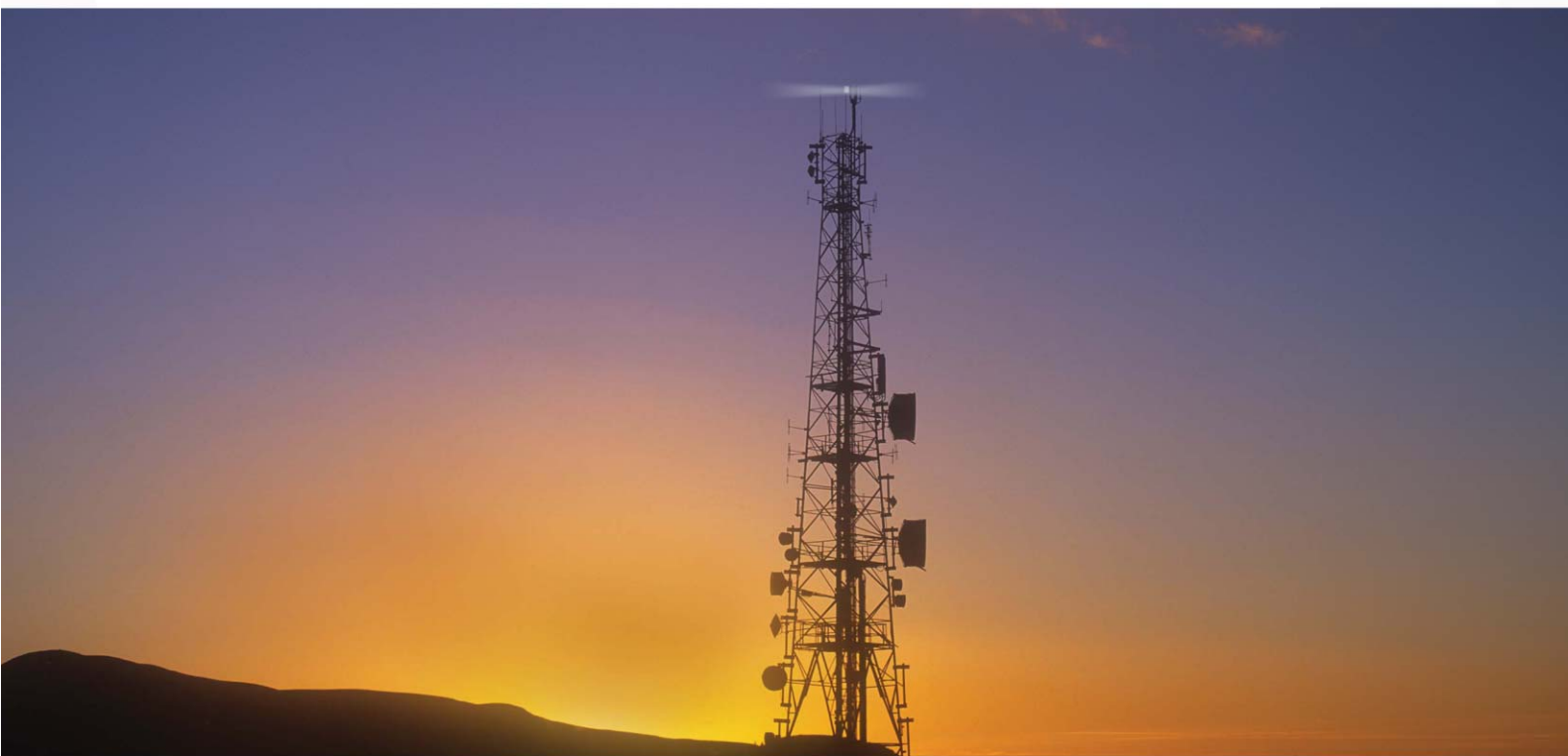
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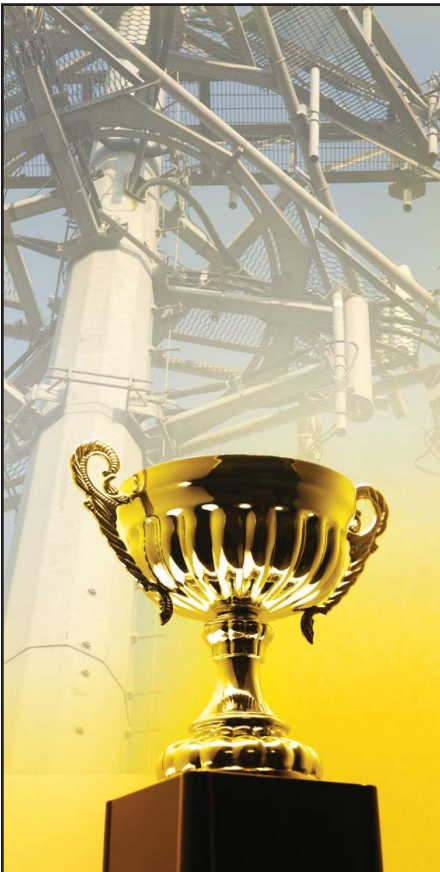
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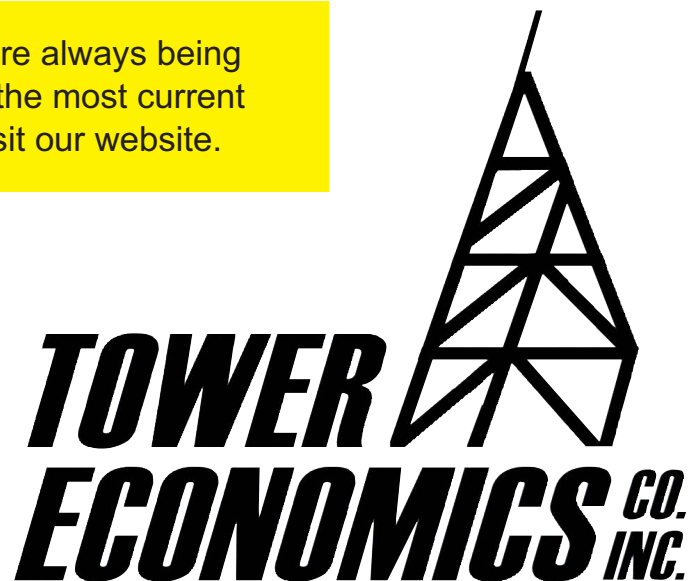
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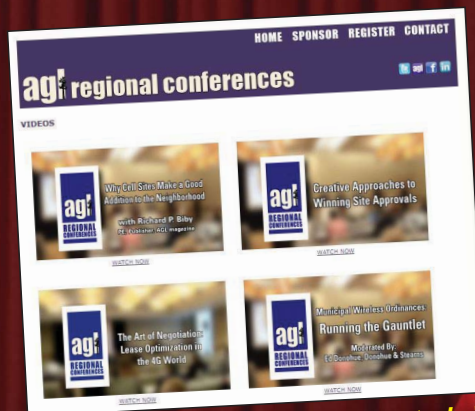
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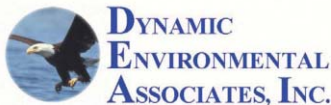


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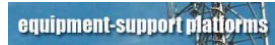


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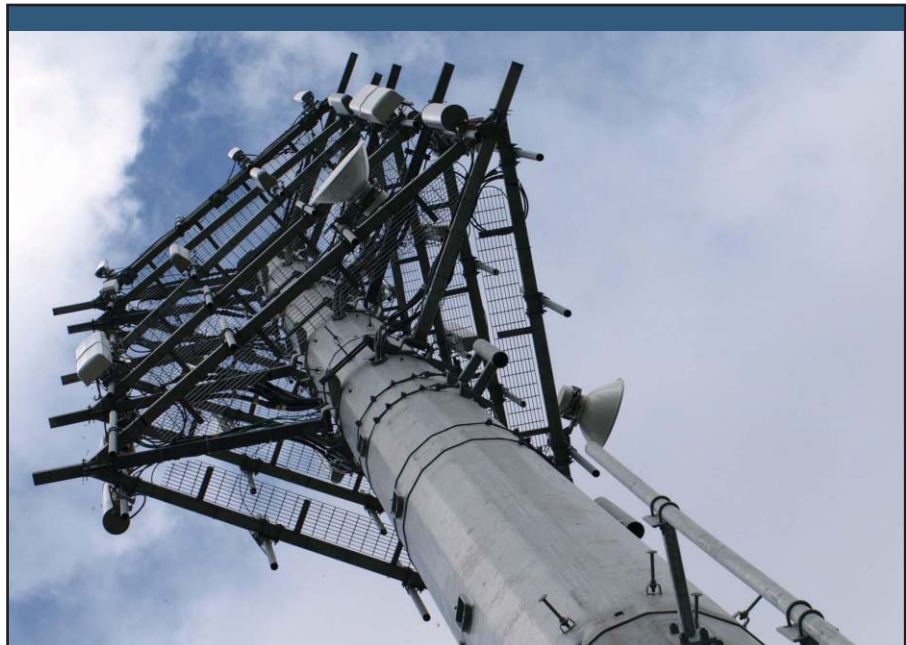
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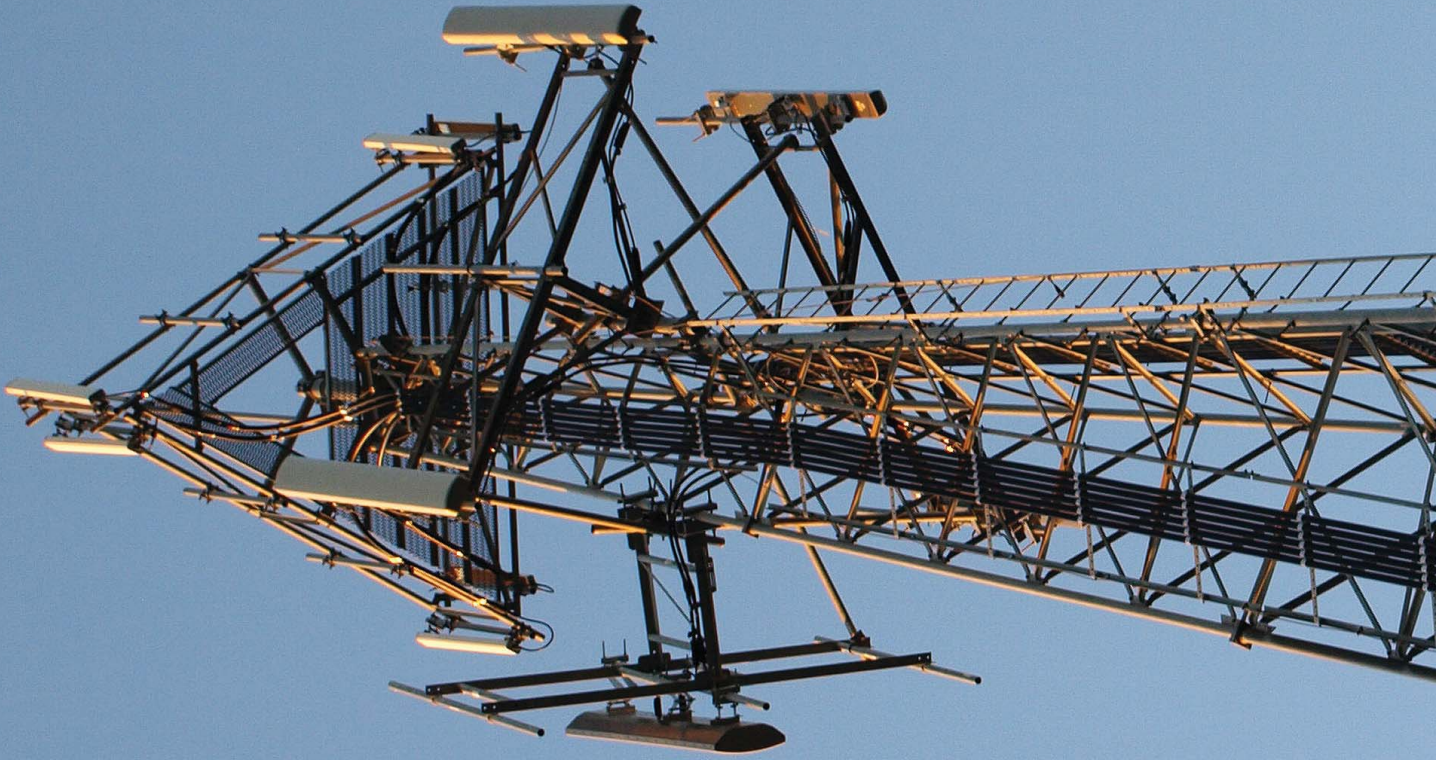
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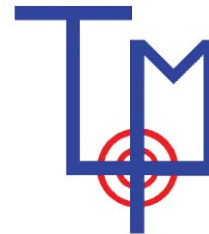
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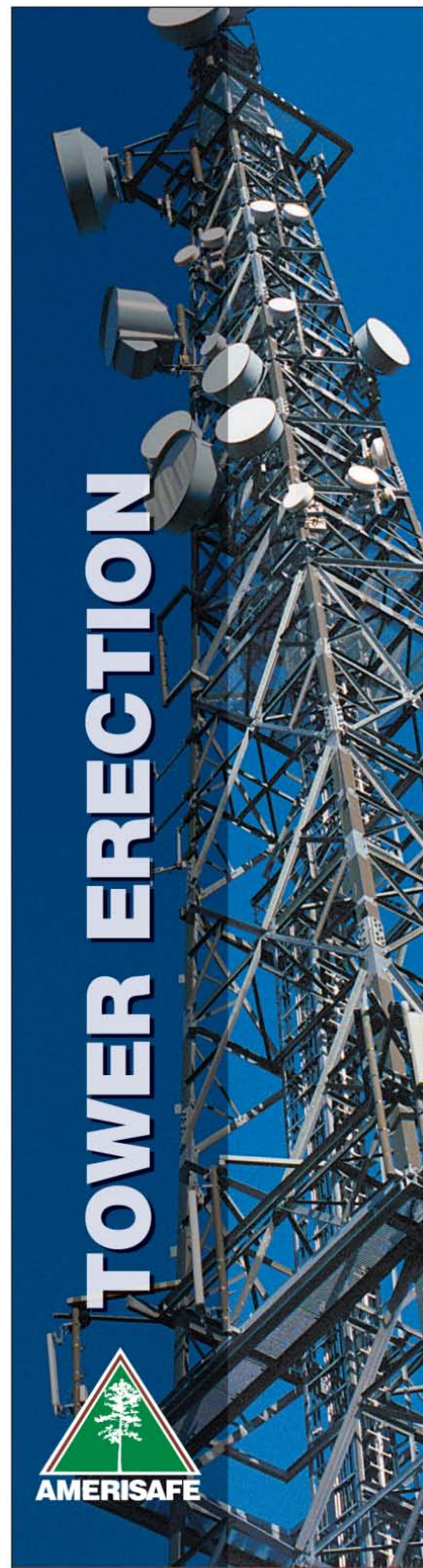
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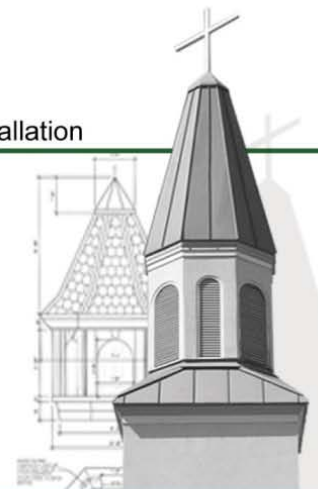
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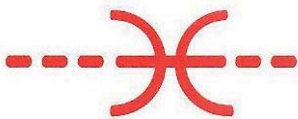
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MidAmerica Towers
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Phone: (815) 693-1565
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Columbus, OH 43215
Phone: (614) 221-6679
Email: kbauman@pjfweb.com
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towers/concealment

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Engineered Endeavors is a recognized leader in the design and supply of wireless antenna structures including monopoles, disguised structures, pine trees, flagpoles and all types of rooftop concealment. EEI offers in-house engineering services in all 50 states.
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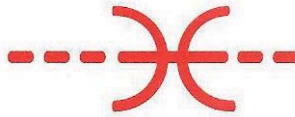
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