

## Chattanooga tri-state meeting draws 225 attendees

Members of three wireless associations for the states of Alabama, Georgia and Tennessee came together in a joint meeting on June 14 and 15 at the Chattanooga Hotel in Chattanooga, TN. The meeting included a social hour the evening of the 14th and educational sessions and a luncheon that included a panel discussion on the 15th.

The panelists, Terry Armant, senior vice president, Global Tower Partners; Doug Huff, senior vice president of finance and site operations, American Tower; and Doug Wiest, president and CEO, National Grid Wireless, talked about consolidation of smaller tower owners into ever-larger tower owners and discussed the increasing demand for wireless among consumers that would continue to drive the need for towers and wireless infrastructure.

In response to an audience question whether it is better to build or to buy, Armant, whose company will be acquired by a consortium led by Macquarie Bank, Sydney, Australia, cited GTP's growth through acquisition. "Blackstone, our venture capital partner since 2003, has been supportive of acquisitions. We bought a large number of tower from Dobson Communications ... altogether, 65 acquisitions," Armant said.

Wiest, who heads a company with about 450 towers, said that although consolidation would continue, room remains for smaller operators to continue to develop towers and build their portfolios. "Some believe scale is critical, but if you have the right location, you don't have to be the biggest one on the block," said the National Grid Wireless executive.

Wiest said that the wireless initiatives being put together by the state associations have a positive effect on the wireless infrastructure business.

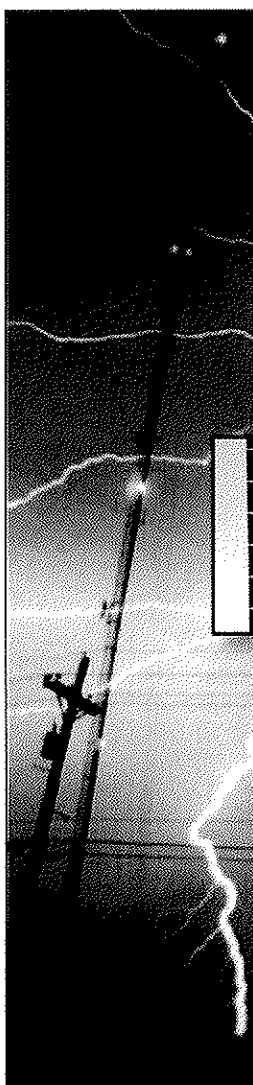
Huff said that "any good deal is a good deal," adding that American Tower needed to look at markets outside the United States. "We're in a position to do any deal we feel is the right deal to do," he said.

Asked how tower companies are working with municipalities on zoning matters, Huff said that unfortunately, some municipalities are making use of "bad consultants." He said that the state wireless association movement represents an important change to help level out the playing field.

Speaking at one of the educational

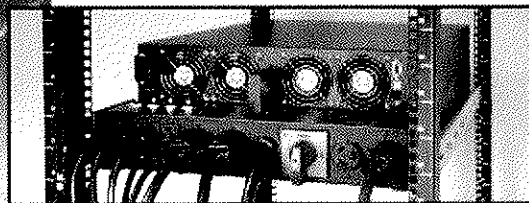
sessions, Ed Gazzola, president of Morrison Hirshfield, an engineering firm, said that the new Revision G tower standard was expected to become law in many states and local jurisdictions across the country this summer. He said that other jurisdictions may be slower to adopt the standard, or may never adopt it.

"The new standard is very different from the current standard. Results [from applying the new standard] cannot be predicted in advance, but must be handled on a tower or site-specific basis. Towers that pass under the old standard may fail in the new standard, and towers that failed under the old standard



### SECURE YOUR VERTICAL ASSETS WITH TRIPP LITE POWER PROTECTION

Blackouts, brownouts, lightning strikes and other power problems threaten the vital antenna sites that keep cellular, broadcast and two-way radio transmission systems operational around the clock.



Tripp Lite SmartOnline™ UPS Systems provide state-of-the-art protection for your vertical assets:

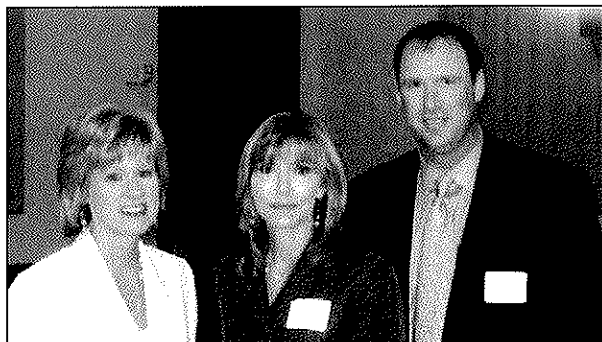
- **Isolate connected equipment from all power problems** with true on-line operation, pure sine wave output and zero transfer time to battery
- **Assure 100% uptime** through prolonged power failures with optional external battery packs
- **Provide complete power network monitoring and control** with communication ports, SNMP/WEB/CARD slot and included PowerAlert Software
- **Offer a power protection solution for every application** with a full range of tower and rackmount models from 750VA to 10kVA

For More Information, Contact Your TESSCO Sales Representative

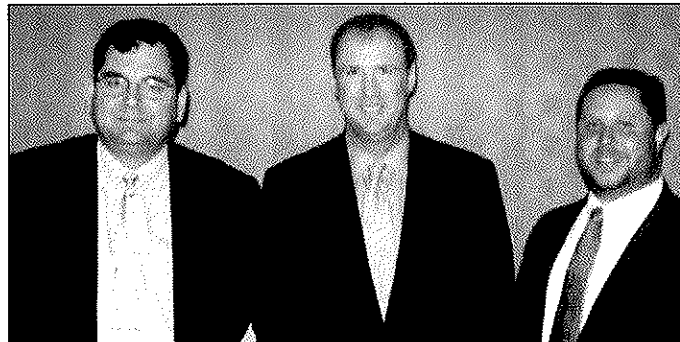


1-800-472-7373 and visit [www.tessco.com/go/triplite](http://www.tessco.com/go/triplite)

**backscatter**



From left: Janet Gill, director of customer relations at Excell Communications; Pat Tant, Excell's senior V.P. of marketing and customer relations; and attorney Andy Rotenstreich, Haskell Slaughter Young & Rediker, Birmingham, AL, the current president of the Alabama Wireless Association.



From left: Ross Kauffman, Andy Rotenstreich and David Downie. Kauffman is president of Beacon 360 and is president of the Tennessee Wireless Association. Downie is a business development specialist with Morrison Hirshfield and is president of the Georgia Wireless Association.

may pass in the new standard. The change in standards may result in considerable confusion in the industry. It is incumbent upon all who make up the wireless industry to educate themselves on these changes and prepare their organizations accordingly," Gazzola said.

Henry Fisher of Environmental Engineers told the audience at another session that 10 aspects must be satisfied for to complete a site study: an environmental inspection; a visual inspection; interviews; reviews of historical sources; reviews of government records; a search for environmental cleanup liens; consideration of specialized knowledge; consideration of the relationship of the purchase

price to the property's fair market value if it were not contaminated; consideration of "commonly known" information; and consideration of the degree of obviousness of any contamination.

The joint meeting of the three state wireless associations was the second in what is intended to be a series of annual events. This year's attendance was estimated at 225.

Ross Kauffman, president of the Tennessee Wireless Association, said that regulatory matters in the state have been favorable this year. "We've had a good year so far in Tennessee regarding zoning, with nothing adverse in that regard," he said. Kauffman added that that

he was thrilled to have added the educational sessions to this year's meeting. "They were well received. We look forward to doing it again next year."

**TWA golf tournament**

The Tennessee Wireless Association will hold its third annual Jon E. Hastings Memorial Golf Tournament on August 20 at the Old Natchez Country Club in Franklin, TN. Proceeds from the tournament will benefit the Minnie Pearl Cancer Foundation, a non-profit organization based in Nashville that funds programs for cancer patients and their families. Sponsorship opportunities are available. For more information, visit [www.tn-wireless.org](http://www.tn-wireless.org) or contact Sandra Abernathy at [sabernathy@bccb.com](mailto:sabernathy@bccb.com).

**CWA on 'bill of rights'**

The Carolinas Wireless Association has asserted its support for North Carolina Senate Bill 831 – Wireless Telecommunications Facilities. The bill would limit the authority of municipalities and counties to regulate cell towers and other wireless facilities. CWA submitted a Letter to the Editor to its local press.

**PWA takes to links**

The Pennsylvania Wireless Association ([www.pa-wireless.org](http://www.pa-wireless.org)) set September 19 and 20 for its second annual golf tournament and fund-raising event at Hershey Lodge in Hershey, PA. The association invites participants to overnight at the lodge and attend a reception on the 19th, with golfing on the 20th. Non-golf options are available at the hotel spa that also support the charity, Penn State Children's Hospital.

Your next issue of AGL may not appear.

**SUBSCRIBE NOW!**

Uninterrupted, free subscriptions are only guaranteed to registered readers.



[www.agl-mag.com/subscribe.html](http://www.agl-mag.com/subscribe.html)