



### Pop-Up Telescoping Mast Products

WADE Pop-Up Telescoping Masts come in 5 different heights ranging from 15' to 50'. These products offer easy

transportation to customers in the oil & gas industry, water & utility services, and more. When selling pop-up mast products, consider the following:

- Application
- Features
- Benefits
- Selling Tips



## Applications

- SCADA oil & gas
- Water, utility, transportation
- Cellular network coverage extension commercial
- WiFi outdoor (CPE/AP)
- Mesonets
- IOT (Internet of Things)

#### **★** Features

- 5 different models from 15' to 50'
- · Snap lock for easy assembly
- High strength galv steel tubing
- 16 gauge top, balance is 18 gauge
- Precision flared and swedged
- 20 to 50' models collapse to 10' and include 6 hole guy rings
- 15' model consists of (3) 5' sections with no guy rings

#### Benefits

- Compact for shipping
- Collapsibilty advantageous when replacing mounted item
- Sections fit and slide with precision smoothness
- Mounts easily to side of building using our wall mounts

# Selling Tips

- 5 different models from 15' to 50'
- Low cost per foot
- Ask what's being mounted. If 2.4 or 5.8 GHz antenna, can we supply?
- Suggest mounting using our NPRMs, tripods, or one of our bases: Saddle roof, angled roof, ground base plate...
- Offer guy wire
- Floating guy ring with 6 holes makes installation very flexible
- Flared sections prevent them pulling apart during installation

- VERY low per foot installation cost
- Use NPRM-1 or NPRM-2 for flat roof mount installation (guying required)
- Snap locks hold sections in place temporarily for easy 1 or 2 person installation
- Suggest our 2157, 2118 or 2124 if they are attaching to a wall
- Do we offer the frequency of antenna being mounted?

### + Accessories

- + 2180 Pop-Up Mast Angle Base
- + 2178 Small Pop-Up Mast Saddle Roof Mount
- + 2175 Small Pop-Up Mast Swivel Base
- + BP-125 Pop-Up Mast Base Plate
- + 2225 Large Pop-Up Mast Swivel Base
- + Guy wire
- + 2118, 2124 or 2157 wall mounts