



DMX Tower Products

WADE DMX Towers are the ideal cost effective solution for any customer looking to mount anything from antennas to security cameras. These towers are built to be versatile to meet the many needs of your customers. When selling the WADE Tower, consider the following:

- Application
- Features
- Benefits
- Selling Tips

🔧 Applications

- Rural broadband
- ISP's PtP/PtMP
- 2 way radio antennas
- Off grid small wind turbine/solar
- SCADA, WiMax, Indoor/Outdoor 802.11 WiFi (CPE/AP), LTE
- Cell network coverage extensions
- Video security
- Amateur ham radio
- Consumer off-air TV antenna or satellite
- Lighting (construction/parks & rec)
- Mesh radio networks
- Rail to trackside communications
- Mesonets (environmental monitoring stations)

★ Features

- Free standing
- Tapered design
- Sections 5 to 8 are 12 gauge, 1 to 4 are 16 gauge galvanized steel
- X-bracing
- Formed channel structure adds strength to leg
- Guying accessories available
- Bracketing accessories available
- Light, medium and heavy duty models available
- Commercial Guyed towers available for higher applications
- Sold as complete package with everything required to assemble



👍 Benefits

- Unguyed up to 68'
- Easy 2 person installation
- Crane and ginpole install videos available
- Very few tools required
- Small footprint
- Lightweight
- Less expensive than CSA models
- Nested 8 foot sections for compact warehouse and transport-friendly shipping package
- Medium and heavy duty models capable of supporting equipment comparable to a small wind turbine
- Hinge-up base available for sections 3 to 6
- Climbing safety standards available
- Low cost per foot compared to other similar towers
- Mast (standard DMX model only), concrete base stubs, top/rotor plate, mast clamp and all hardware included

💰 Selling Tips

- Considerably less expensive than the competition
- Over 10,000 units sold
- Utilized in Canada's harshest environments for over 60 years
- Quick, easy 2 person install
- Gin pole and crane install videos available
- Very few tools required
- Nested sections make compact package for inexpensive shipping cost
- Always suggest climb shields
- Suggest lightning rod
- Offer Ball Bearing Mast Bearing for TV Antenna applications
- Suggest they move up to medium or heavy duty if their load approaches the maximum
- Will they need a mast? Utilize the masting page on wadeantenna.com
- Offer hinge-up base for sections 3 to 6
- When quoting a 68 foot tower, suggest the added mounting stability of our DMX-68AN, which uses 244A mast clamps to accept larger mast sizes than our standard DMX-68N. (Mast not included)
- Remember that our guyed Commercial Guyed towers are available for heights up to 147'
- If antenna being mounted is for a 2.4GHz or 5.8GHz application, offer WADE Helical for increased signal penetration, distance and link stability