Selling Tips

Introducing our new GN <u>Wade's most popular tower is now even better!</u>

WADE

ΑΝΤΕΝΝΑ



★ New Top Kit Benefits

- Eliminates need to stock both straight and top sections
- Only 3 bolt sizes for simple installation
- Convert any current or past 16 and 18 gauge section into a top with very few tools
- Easily add sections to existing installs
- · Compact enough to easily stock in work vehicle
- 244A mast clamp option increases maximum mast OD range from 1.66" to 2.5"
- Greater mast range accommodates most mounted equipment
- Courier shippable reduces transport costs and warehouse space
- Makes GN sales pitch more straight forward

Image: Sector Sector

- New pressure tested, robot welded construction for strong, consistent, aesthetically clean welds
- 16 or 18 gauge galvanized steel
- Stronger than aluminum
- Sections weigh 30 lbs or less
- Easy installation with no concrete required
- Small footprint
- Safe and reliable
- Unguyed, unobtrusive tower solution up to 60'
- Less expensive than competition
- · Climbing safety standards available

- In the field for 60 years, over 15,000 sold
- Installations all across Canada and US in harsh. environments
- Wind area is comparable to DMX Self-Supporting models
- Building side mounting up to $2\frac{1}{2}$ sections above top bracket without guying
- Simply anchor with drive stakes and our universal house bracket that adapts to any roof
- Upsell Opportunities:
 - Climb Shields, Masting, Guying, Hinge-Up Base, Antenna
- Manufactured in Canada using North American steel

Accessories

you even further with this comprehensive overview.



Applications

- ISPs P2P / P2MP, Backhaul
- Consumer off-air TV antenna. satellite, wireless internet
- WiMax
- Indoor/outdoor 802.11 WiFi (CPE/AP)
- LTE
- Cellular network coverage extension
- Video security
- Mesonets
- SCADA (oil & gas monitoring)

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