Magnemount System
Patent No. 7,624,957
40+ year history, Aluma Tower has integrated the right material with innovations to serve communication technology’s rapid evolution.
Magnemount Overview

- Favorable Market Dynamic and Supportive Macro Economic Environment
- Proprietary, Innovative Product Offering
- Patent Protection Provides Barrier to Competitive Entry
- Water Authorities Mandating Magnemount As Alternative to Welding and Epoxy
- Product Eliminates Risk of Structural Damage or Failure
- Green Solution
- Low-Cost, Easy Installation
The Magnemount Solution

– Is a patented, high capacity magnetic, non-penetrating, long-term solution to the ‘cell-age’ problem of mounting antennas
– Is an ‘elegantly simple’, semipermanent, high quality, risk free, cost effective, practically foolproof, high-value solution
– Makes welding & epoxy attachment methods antiquated and unnecessary
– Does not damage the exterior or interior of tanks
  • No legal issues
  • Lower Insurance Costs
  • No Aggravation
– Capable of providing up to 1,100lbs. of vertical pull and 500lbs. of shear strength
– Is designed and proven to withstand wind forces up to 150 MPH
The Magnemount product line allows for high-value communication equipment to be affixed to the top or side of metallic structures.

- **Top Mount**
  - Allows equipment to be attached to vertical masts atop metal structures
  - Three product offerings offer varying degrees of height and capacity
  - Prices ranging from $2,000 to $9,000 per antenna installed

- **Top Side**
  - Affixes equipment to the side of any flat or curved metal structure
  - Requires only 1/3 the surface area of the top mount series
  - Two plate model sells for $4,500 per antenna
  - Three plate model sells for $6,500 per antenna

- **Stability Mount**
  - Provide additional support to Top Mount systems
  - Also used by water authority customers to reinforce railings and catwalks on the tops and sides of tanks
  - Sells for $1,300 per unit

- **Cable Tray Holder**
  - Secures the power connection and communication cables to prevent damage to the water tank surface
  - Cable tray holders sell for $80-$150 per unit
Painless Magnemount Installation

- Magnemount installation is low cost, low risk, simple & quick. It takes just 1.5 days to install, with no special training or fair weather conditions required.
  - Welding
    - High Risk of Tank Damage, the cost of which can be into the 6-7 figures
      - If damaged, the tank needs to be repaired and then filled 2x’s, once with super-chlorinated water and then again with fresh water to be flushed ... a big waste of water and an EPA nightmare.
    - 5+ Days to Install
    - Code Welder Availability is Difficult
    - Requires Specific Weather Conditions
  - Epoxy
    - Needs Special Training and Experience
    - Requires Specific Weather Conditions
    - Lengthy, Mistake Ridden Process
    - Short Service Life of 5 years
      - Needs to be Redone / They Also Fail Unpredictably
        » One of the reasons Magnemount was invented
Magnemount is the only non-destructive mounting application available in the market.

- Low durability and harmful to the environment
- Labor-intensive process results in high costs
- Potential intervention by government agencies

Epoxy

- Risk of burning the interior coating of the tank
- Expensive and time consuming to repair damages
- Danger of injury to welder

Welding

- Fast installation time, typically one to two days
- No clean-up or maintenance required
- Compelling cost savings

Magnemount
Magnemount Risk Free Advantages

• Over the last nine years, Magnemount has had numerous risk and problem free installations across the US and Canada
  – Feb 2016 ICC Certification (International Code Council – CA - “If you can make it there, you can make it anywhere.”)

• Magnemount provides competitive advantage, cost savings / expense reduction, risk reduction and increased revenue opportunity to:
  – Cell Carriers
  – Engineering & Construction Companies
  – Water Companies / Authorities
  – Security & Surveillance Providers
  – Wireless Providers
  – Counties, Cities, Municipalities, etc.

• Magnemount was created by David Klein. Lifelong Inventor. Experienced Engineer. Chief Metallurgist for many years for a 1-Million ton/year Steel Mill. Since 1985, Mr. Klein is the Successful Founder & Owner of Metal & Cable Corp., Inc.
# Advantages Comparison

The Magnemount offers the ideal combination of efficient, low cost installation while eliminating the potential for damage to the tank/structure.

<table>
<thead>
<tr>
<th></th>
<th>Installation</th>
<th>Potential Damage</th>
<th>Holding Power</th>
<th>Green Solution</th>
</tr>
</thead>
<tbody>
<tr>
<td>Magnemount</td>
<td>Easy Installation</td>
<td>No Probability of Damage to Structure</td>
<td>Permanent</td>
<td>Environmentally Friendly</td>
</tr>
<tr>
<td>Welding</td>
<td>Difficult Installation</td>
<td>Probability of Damage to Structure</td>
<td>Permanent</td>
<td>Harmful to Environment</td>
</tr>
<tr>
<td>Epoxy</td>
<td>Difficult Installation</td>
<td>High Probability of Damage to Structure</td>
<td>High Failure Propensity</td>
<td>Harmful to Environment</td>
</tr>
</tbody>
</table>

[Image of ALUMA Tower Company logo]
Magnemount Models

Side Mount 3 Plate
- 1800# ft. overturning moment
- Mast sizes – 3”OD x .250” x 144”long, or 4.5”OD x .250” x 144”long

Side Mount 2 Plate
- 1200# ft. overturning moment
- Mast sizes – 3”OD x .250” x 144”long, or 4.5”OD x .250” x 144”long

Top Mount 4 Plate
- 1650# ft. overturning moment
- Mast size – 2”OD x .375”W x 144”L
A modular version of the Magnemount system is available for installation of equipment of any sport and event venues.

The Magnemount system can be easily installed on any pre-existing steel infrastructure, including bridges, high rise buildings, overpasses, etc.

- Current Magnemount Installation Sites (yellow)
- Communications
- MET Applications
- Security & Surveillance
The Magnemount system is installed on water towers in over 40 states and Canada and is used by all major cellular carriers.

### Municipal Districts
- Magnemount is the preferred method of installation due to environmental concerns and safety issues.
- Districts prefer an environmentally conscious mounting system, opting away from epoxy.
- The extended installation process of welding has proven to be difficult and dangerous.
- Magnemount exceeds local codes and holding requirements needed for water authority approval.

### Cellular Carriers
- Cellular carriers prefer Magnemount due to its easy installation.
- Quick installation results in minimal downtime for wireless customers.
- Little clean-up and maintenance are required by the cellular carriers.
- No preparation, painting, or risk of danger to the tank.
- Reputation of Magnemount has driven international demand.
Magnemount Accessories

Cable Holder
- Capacity – 100# perpendicular to the surface / 20# shear to the surface
- This model can be used for holding a single cable

Cable/Cable Tray Holder
- Capacity – 400# perpendicular to the surface / 80# shear to the surface
- Heavy duty 12 Gage 304 SS Unistrut framing channel for long maintenance free life
For more than forty years, Aluma Tower Company has designed and manufactured safe, innovative, quality telescopic towers for governments and private industry. Our towers are patented, portable, lightweight, non-corrosive, and can be fully deployed within fifteen minutes. We offer numerous standard products, in addition our in-house design team will custom design units to meet your specifications. All of our products are made in the USA and are deployed in more than 70 countries.

- Quality & Rapid Order Fulfillment are Central to Everything We Do
  - All critical manufacturing processes are in-house
  - All towers are hand welded
  - Every order is rigorously tested before shipping
  - ISO 9001-2008 in certified in 2014
  - 6 Sigma, LEAN Manufacturing, Kaizen embedded processes
  - 2015’s South Florida Manufacturer of the Year
Aluma Tower helps customers deploy innovative tower and non-penetrating mounted solutions that provide an immediate bridge for utility, communications, monitoring, and other challenging applications that can also meet custom specifications without impacting quality or cost.

Our team of experts has been designing and deploying high tech solutions for over 40 years.
ALUMA TOWER COMPANY
www.AlumaTower.com
772.567.3423
atc@alumatower.com

Legendary reliability ... ongoing Innovation