



## Retrofit solutions for fast improvements

REPORT FROM WIRELESS TELECOM PROJECTS IN DETROIT, USA

Turn-key vendor FMHC is helping major US wireless telecom operators improve and upgrade their base stations. Using Roxtec KFO cable entry seals, they ensure network reliability and uptime even

during the retrofit process. They also improve equipment protection, and increase spare cable capacity while reducing the size of the opening. "There is no viable option other

than Roxtec. We save both time and money, and it seals great," says Tim Greer, construction manager at FMHC.

# Up and running while upgrading

The positive financial impact of the Roxtec solution has been appealing at all levels. The operator, contractor, and installer all confirm this is a win-win situation.



*Roxtec seals between the two AC's on the shelter wall.*

In this case, the operator has made a commitment of network reliability to its customers. To avoid downtime in the event of power loss, diesel and natural gas generators have been placed at each site.

However, placing these generators outside and leasing more real estate is not always cost-effective. The alternative – removing an air conditioner from one end and placing the generators inside the

shelter – could have required heavy investments in new rooftop AC units.

## Sealing for the future

FMHC presented a better solution on a recommendation from the shelter manufacturer, Fibrebond. By replacing the port panel and boots with the Roxtec KFO retrofit solution, the cable entry opening was reduced. This allowed the removed AC to be placed on the wall next to the other one, and



eliminated the need for a new unit on the roof. Thanks to Roxtec, certified protection against water, dust and insects was also ensured. Although the opening was reduced, the capacity for adding new cables was increased.

## Connection guaranteed

The most valuable benefit was the ability to install Roxtec around existing cables without shutting the site down. This eliminated the risk

“We will keep on using Roxtec”

of losing customers or revenue. “I like the fact that you can seal small and big cables with Roxtec and increase the capacity without making new holes. We will keep on using Roxtec,” says Tim Greer at FMHC.

## Happy installers

The project showcased the simplicity of the Roxtec sealing system. The installers of Cimcorp received on-site installation training as well as efficient installation tools, which contributed to a fast and safe installation.

“We were faster and more profitable on this project than we originally anticipated thanks to the training and the tools provided by the people from Roxtec. Our two crews of two guys each did as many as five installations a day!” says Chris Singelyn of Cimcorp.

## Making changes profitable

Whenever and however an operator wants to upgrade a telecom base



*There is still room for more cables to enter the shelter!*



*Deric Gwinn, sales manager at Roxtec, and Tim Greer, construction manager at FMHC, are checking the installation.*

station without shutting the system down, Roxtec is the solution. As seen in the Detroit area, there are instant as well as long-term financial benefits for both operators and contractors. The partners in the project managed to speed up installation time and eliminate downtime. They also showed how even a small, but smart investment can prepare for future revenue.

## BENEFITS

- Certified safety
- Area efficiency
- Quick installation
- Maximized uptime
- Built-in spare capacity

# Facts

|                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                          |
|--------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Project type</b>                  | Wireless telecom base stations                                                                                                                                                                                                                                                                                                                                                                                                           |
| <b>Customers</b>                     | FMHC (turn-key vendor)<br>Cimcorp (installation contractor)                                                                                                                                                                                                                                                                                                                                                                              |
| <b>Applications</b>                  | Cable entry seals in telecom equipment shelters                                                                                                                                                                                                                                                                                                                                                                                          |
| <b>Requirements</b>                  | Watertight<br>Dust tight<br>Rodent proof                                                                                                                                                                                                                                                                                                                                                                                                 |
| <b>Roxtec products</b>               | Roxtec KFO frames with split flange<br>Roxtec Wedges<br>Roxtec adaptable sealing modules                                                                                                                                                                                                                                                                                                                                                 |
| <b>Reasons for choosing Roxtec</b>   | Ability to increase line capacity without shutting down the site<br>Light weight retrofit solution<br>Fast, cost-effective installation<br>Adaptability to cables of different sizes<br>Local stock, service and support<br>Extended future capacity                                                                                                                                                                                     |
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## Roxtec telecom references

AT&T/Cingular, Bharti, China Mobile, Delta, Eltek, Ericsson, Huawei, MTL, Nokia Siemens Networks, Orascom, Reliance, Sprint Nextel, Telefónica, Vodafone.



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